



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: August 3, 2021

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Lisa Burnham, Controller
Kurt Bovensiepe, Public Works Director
Brian D Varney, Fleet Operations Manager
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4: State of Michigan MiDeal Purchasing Cooperative – DPW Construction Equipment.

History

- The State of Michigan MiDeal Program awarded a contract agreement to *AIS Construction Equipment of New Hudson, MI* for John Deere and Felling commercial equipment. (Contract #071B7700090).
- The backhoe and equipment trailer being purchased are planned replacement units in the 2022 fiscal year budget.
- This purchase replaces existing equipment and will not increase the size of the existing Department of Public Works motor pool fleet.
- The one (1) obsolete equipment trailer will be removed from service and sold at auction with estimated proceeds of \$3,000.
- AIS Construction Equipment Company has agreed to a \$30,000 trade in allowance for our obsolete 2009 John Deere Backhoe 410J.

Purchasing

- *AIS Construction Equipment Company* is the low total bidder in the State of Michigan Cooperative Bids. State of Michigan MiDeal Contract ID number (Bid #071B7700090)
- The contract pricing is extended to January 12, 2023 for equipment purchased from *AIS Construction Equipment Company*.
- On February 10, 2014 City Council authorized departments to utilize sites such as GovDeals.com to dispose of city owned surplus items (Resolution# 2014-02-017-J-4a). Therefore, note that the City will utilize and market the one (1) obsolete equipment trailer on GovDeals.com site for optimal trade-in value.



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Financial

Funds for this purchase are available in the Fleet Replacement Budget 2021-2022 Capital Account Number 661.549.565.7981. Project #'s are detailed below.

Qty.		Vendor	Unit Cost	Total Cost	Project#	Budget
1	John Deere 410L Backhoe	AIS	\$128,839.23	\$128,839.23		
	Trade-in value	AIS		\$30,000.00		
	Project Total			\$98,839.23	2022C0131	\$135,000.00
1	Felling Equipment Trailer	AIS	\$22,681.90	\$22,681.90	2022C0132	\$42,000.00

Recommendation

City management requests authorization to purchase one (1) John Deere 410L Backhoe for an estimated total cost of \$98,839.23 and one (1) Felling Equipment Trailer for an estimated total cost of \$22,681.90 from the low total bidder, *AIS Construction Equipment Company of New Hudson, MI*, as per the State of Michigan MiDeal Cooperative Contract for an estimated total cost of \$121,521.13.





500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



G:\Bid Award 21-22 – Award Standard Purchasing Resolution 4 MiDeal DPW Construction Equipment Memo

**GRAND RAPIDS**

600 AIS Drive Southwest
Grand Rapids, MI 49548
Telephone: (616) 538-2400

LANSING

3600 North Grand River Avenue
Lansing, MI 48906
Telephone: (517) 321-8000

SAGINAW

4600 AIS Drive
Bridgeport, MI 48722
Telephone: (989) 777-0090

RICHMOND

65809 Gratiot Avenue
Lenox, MI 48050
Telephone: (586) 727-7502

TRAVERSE CITY

8300 M-72 East
Williamsburg, MI 49690
Telephone: (231) 267-9513

WEST DETROIT

56555 Pontiac Trail
New Hudson, MI 48165
Telephone: (248) 437-8121

August 3, 2021

Mr. Brian Varney
Fleet Operations Manager
City of Troy
Troy, MI 48085

RE: State of Michigan MiDeal pricing for new Deere model 410L backhoe loader.
MiDeal contract # 071B7700090

AIS Construction Equipment Corp & John Deere are pleased to provide you the following pricing for a new Deere model 410L backhoe loader.

Pricing is current MiDeal State Contract Pricing and as such will be firm until there is a manufacturer list price increase.

One (1) New John Deere 410L as outlined in the attached equip details pages;

List Price	\$ 203,539.00
Less State Contract discount 39.2%	(79,787.29)
Sub-Total	\$ 123,751.71
PDI 1%	1,237.52
Attachment set-up/install eight (8) hrs. @ \$ 120.00	960.00
60 mos./4,000 hour powertrain & hydraulic wtty	2,690.00
Delivery	200.00
 TOTAL SALE PRICE (cash)	 \$ 128,839.23
Trade value '09 410J s.n. 173114	(30,000.00)
TOTAL DELIVERED PRICE	\$ 98,839.23

As AIS is authorized vendor for MiDeal contract # 071B7700090, if PO is issued it should be made out to:

AIS Construction Equipment Corp.
56555 Pontiac Trail
New Hudson, MI 48165

Please contact me any time with questions or if additional info is needed. AIS & my-self look forward to assisting you with any of your construction equipment needs!

**GRAND RAPIDS**

600 AIS Drive Southwest
Grand Rapids, MI 49548
Telephone: (616) 538-2400

LANSING

3600 North Grand River Avenue
Lansing, MI 48906
Telephone: (517) 321-8000

SAGINAW

4600 AIS Drive
Bridgeport, MI 48722
Telephone: (989) 777-0090

RICHMOND

65809 Gratiot Avenue
Lenox, MI 48050
Telephone: (586) 727-7502

TRAVERSE CITY

8300 M-72 East
Williamsburg, MI 49690
Telephone: (231) 267-9513

WEST DETROIT

56555 Pontiac Trail
New Hudson, MI 48165
Telephone: (248) 437-8121

July 15, 2021

Mr. Brian Varney
Fleet Operations Manager
City of Troy
Troy, MI 48085

RE: State of Michigan MiDeal pricing for new Felling model FT-30-2 LP.
MiDeal contract # 071B7700090

AIS Construction Equipment Corp & John Deere are pleased to provide you the following pricing for a new Felling model FT30-2LP tag trailer.
Pricing is current MiDeal State Contract Pricing and as such will be firm until there is a manufacturer list price increase.

One (1) New Felling model FT30-2LP as outlined in the attached build sheet;

List Price	\$	24,394.00
Less State Contract discount 8%	(1,951.52)
Sub-Total	\$	22,442.48
PDI 1%		224.42
Title		15.00

TOTAL CASH PRICE FOB AIS NEW HUDSON(cash) \$ 22,681.90

As AIS is authorized vendor for MiDeal contract # 071B7700090, if PO is issued it should be made out to:

AIS Construction Equipment Corp.
56555 Pontiac Trail
New Hudson, MI 48165

Please contact me any time with questions or if additional info is needed. AIS & my-self look forward to assisting you with any of your construction equipment need

Sincerely
AIS Construction Equipment Co.

Craig Vick

Craig Vick
Governmental Sales Manager
586-634-2760

ckv