



Lexington-Fayette Urban County Government
DEPARTMENT OF FINANCE & ADMINISTRATION

Jim Gray
Mayor

Jane C. Driskell
Commissioner

TO: Mayor Jim Gray
Urban County Council

FROM: Brian Marcum, Director *Brian Marcum*
Division of Central Purchasing

DATE: December 1, 2011

RE: Bid 119-2011 – V-Box Salt Spreader

(Bid 119-2011) for V-Box Salt Spreader for the Division of Fleet Services was received by the Division of Central Purchasing on November 21, 2011. The low bid was submitted by Tebco of Kentucky, Inc. with a price of \$20,830.00 for (2) V-box Salt Spreaders. The second lowest bid was submitted by Municipal Equipment, Inc. with a bid of \$23,328.00. The third lowest bid was submitted by J. Edinger & Son, Inc. with a bid of \$27,994.00.

Purchasing concurs with the recommendation by Fleet Services for the acceptance of J. Edinger & Son, Inc. based on the following:

- 2.2 – Specs require 84” side sloping
Tebco and Municipal Equipment has 82” side sloping
- 2.4 – Specs require unit to have 20” urethane spinners
Tebco and Municipal Equipment urethane spinners are 18”
- 2.4 – Specs require an integral speed sensor
Tebco does not include one
- 2.5 – Specs require stainless steel hinged screens
Tebco and Municipal Equipment hinged screen is carbon steel
- 2.8 – Specs require conveyor sides and floor to be constructed of seven gauge 304 stainless steel
Tebco and Municipal Equipment is 10 gauge.
- 2.8 – An Eaton Hydraulic motor was specified
Tebco and Municipal Equipment has a Hydrastar motor.
- 2.8 – An Integral speed sensor was specified and there is not one included with Tebco

The specs called for an Eaton Hydraulic motor with internal speed sensors to interface with our IQAN system. From past experiences we have found that only the Eaton Hydraulic motor having an internal sensor will work with the IQAN system. The importance of the sensor is communication via the IQAN system with the auger and spreader of the v-box for proper distribution of salt to the roadways. For example, with the Eaton Hydraulic motor and sensor, it is programmed when the truck is stopped at a traffic light then there is no spreading of salt. With the Hydrastar motor the spreading of salt would continue while the truck is stopped at a traffic light. In addition via the IQAN system we can program how fast salt is spread based on the speed of the truck. Proper programming for salt distribution is important to use the product in the most efficient manner and keep the driver from having to return to the salt barn for reloading of salt sooner than he has to.

I recommend accepting the bid submitted by J. Edinger and Son, Inc. They met specifications and are within budgetary constraints.

Cc: Richard Moloney, Chief Administrative Officer
Jane Driskell, Commissioner of Finance
Sally Hamilton, Commissioner of General Services
Jeannette Williams, Council Administrator
Jamshid Baradaran, Director of Facilities & Fleet Management