



**User Department's Recommendation:** SUBJECT: ITB#19-101141- 24 Ton Excavator

**Recommended Bidder:** Cowin Equipment meets our approval.

**Amount Spent on Previous Contract:** N/A

**Funding: Vehicle replacement Fund**  
General  Enterprise  3 Digit Fund Code #621  
CIP Line Item No. (if applicable): \_\_\_\_\_

**Disbarment and Suspension checks completed-Yes**

**Project Amount This Term:** \$236.878.00

**Justification:**

It is recommended that Cowin Equipment. is the responsive, and responsible bidder.

Atlanta Equipment / Atlanta JCB is not acceptable and unit bid took multiple exceptions to the minimum bid specifications that include:

**BASIC SPECIFICATIONS;**

1. (A, 1). Lift capacity no less than 20,000 lbs.
2. (A, 3). Lift capacity over side of unit no less than 13,500 lbs. with a 10'0" stick.

The bidder answer was NO lift cap. 16,954 lbs. Over the side lift capacity 10,670lbs  
The bidder didn't meet the requirement that we asked for, of having a lift capacity of 20,000 lbs. and over side lift capacity of 13,500lbs. It is critical that the bid unit be able to lift 20,000 lbs. due to it will be lifting heavy steel plates, man hole concrete pipes as well as long heavy concrete pipes for the sewer department.

3. (A, 4). Maximum Digging depth 24' with an 11'6" arm.

The bidder answer was NO 22" with a 9'-10" arm.



The bidder didn't meet the requirement for digging 24' and having a 11'6" arm. The department is digging up old sewer lines and installing new ones with this excavator and they need to be able to dig 24 feet down.

4. (A, 5). Bucket digging force no less than 38,500 lbs. with a 10'0" arm.

The bidder answer was NO digging force 33,852 lbs. with 9'10" arm.  
The bidder didn't meet the requirement for being able to have a bucket digging force of 38,500 lbs with a 10' arm. The department digs up sewer pipe through rocks and big tree roots and the unit needs to be able to perform this task. Bid unit is 4,700 lbs. less digging force.

5. (A, 6). Arm digging force no less than 29,000 lb with a 10' arm.

The bidder answer was NO arm digging force 23,852 lb. with 9'10" arm.  
The bidder didn't meet requirement for having an arm digging force of 29,000 lbs. with a 10' arm. The department digs up sewer pipe through rocks and big tree roots and the unit needs to be able to perform this task. Bid unit is 5,100 lbs. less arm digging force.

6. (A, 7). Maximum reach shall not be less than 34' with a 11'6" arm.

The bidder answer was NO 31'8" reach with 9'10" arm.  
The bidder didn't meet requirement for having a reach of 34 foot with a 11'6" arm. This excavator needs to reach out as far as possible to lift and set pipes inside dug out trenches.

7. (A, 8). Operating weight shall be at least 55,700 lb. equipped with a 19'2" one-piece boom, 10' arm.

The bidder answer was NO 52,450 lb. with 18'8" boom and 9'10" arm.  
The bidder didn't meet requirement for operating weight. This unit will need to be a heavy bigger unit to lift and dig through the rock and tree roots.

8. (A, 12). Transportation length shall be no more than 16'6" with a 11'6" arm.

The bidder answer was Published transport length 31'4" with 9'10" arm.  
The bidder didn't meet requirements. This unit will be transported from site to site on urban two-lane roads throughout DeKalb County. The shorter the transport length the better for making these narrow turns.

ENGINE:

9. (B, 1). Engine shall be six cylinder turbo charged.  
10. (B, 2). Engine shall have 189 horse power.  
11. (B, 3). Engine shall be no less than 400 cubic inches.

The bidder answer was NO four cylinder, turbo charged, 173 horse power, 316.9 cubic inch.



The bidder didn't meet requirement for a strong enough engine to perform the duties needed.

**HYDRAULIC SYSTEM:**

- 12. (D, 4, & 5). Maximum pressure for implement and travel circuit shall be at least 5,400 psi.  
Bidder stated, "No 4,975 PSI.
- 13. (D, 6). Maximum pressure for the swing circuit shall be at least 4,100 psi.  
Bidder stated, "No 3,626 psi.
- 14. (D, 12). Swing system shall have a minimum swing torque of 58,300 ft-lbs.  
Bidder stated, "No 50,670 lbs.

The bidder answer was No to each of these hydraulic pressure requirements due to the machine bid is a smaller machine not meeting our requirement.

- 15. (F, 2). Maximum dumping height shall be at least 24' with a 11'6" arm.

The bidder answer was No 21'4" with 9'10" arm.  
The bidder didn't meet requirement for being able to dump a load at 24 feet.

**WARRANTY/PARTS/SERVICE**

- 16. (J, 2). The unit shall have a five year/7,500 hour, full machine warranty.

The Bidder answer was, "Yes."  
The bidder marked on page 12, under Warranty additional cost for 5 year / 7,500 hr \$14,770. This additional cost would make the final cost \$222,664.66, this is a difference of what they marked as the final cost, on the bid tabulation.

- 17. (J, 4, a). Facility should have on hand, a minimum parts supply of \$1,000,000. Inventory to be made up of parts required to maintain units similar to unit specified in this bid.

The bidders answer was EST. \$950,000.  
The bidder didn't meet the requirement that we ask for, of stocking \$1,000,000. worth of inventory parts and supplies required to maintain units similar to unit specified in this bid.

- 18. (J, 4, b). Bidder must state the number of line items (parts) stocked.

The bidder answer was N/A.  
The bidder would not state how many parts are stocked for this bid unit. Not meeting requirement.

- 19. (J, 7). Bidder shall have in place a fully staffed service and parts facility within 25 miles of 4203 Cleveмонт Road, Ellenwood, Ga. 30294.

The bidders answer was NO 35 Miles.  
The bidder didn't meet requirement, Vendors should be in a close proximity to our shop location to make it easier and faster to obtain parts and have the unit repaired the same day.



This excavator is a critical part of the departments operation, so this unit will need repairs done as quickly as possible.

Tommy Carly 10/23/19  
Name, Title Date  
Fleet Specification Analyst

Robert Gordon 10-23-19  
Department Director Date

Christy Hood 10/29/19