

**City of Scottsbluff, Nebraska**  
**Monday, December 2, 2013**  
**Regular Meeting**

**Item Bids1**

**Council to consider awarding the bid for a new Compost Windrow Turner for the Wastewater Department to N40, LLC, in the amount of \$340,600.00.**

Staff Contact: Mark Bohl, Public Works Director

# Agenda Statement

Item No.

For meeting of: December 2, 2013

**AGENDA TITLE:** Council to consider awarding the bid for a new Compost Windrow Turner for the Wastewater Department to N40, LLC, in the amount of \$340,600.00.

**SUBMITTED BY DEPARTMENT/ORGANIZATION:** Mark Bohl, Public Works Director

**PRESENTATION BY:** Rick Kuckkahn, City Manager

**SUMMARY EXPLANATION:** Three bids were received on October 29, 2013 for a new self-propelled 4 wheel drive Compost Windrow Turner. They are:

Vermeer	\$493,040
Power Screening	\$402,000 (alternate bid for used \$392,000)
N40, LLC	\$340,600 (working w/Murphy Tractor in Gering who's soon to be a dealer)

With N40, LLC having the lowest bid, City staff went on-site to personally evaluate equipment and performance. They find their bid to be the lowest and best bid to meet City needs.

The bid tabulation and bid sheets are attached for review. Complete bid proposal documents are on file with the City Clerk.

**BOARD/COMMISSION RECOMMENDATION:**

**STAFF RECOMMENDATION:** Award bid to N40, LLC for one, new, self-propelled 4 wheel drive Compost Windrow Turner in the amount of \$340,600 as being the lowest and best bid for the City.

---

**EXHIBITS**

Resolution  Ordinance  Contract  Minutes  Plan/Map

Other (specify)  Bid tabulation and bid sheets

**NOTIFICATION LIST:** Yes  No  Further Instructions

**APPROVAL FOR SUBMITTAL:** \_\_\_\_\_  
City Manager

---

Rev 3/1/99CClerk

**BID TABULATION - COMPOST WINDROW TURNER**

<b>VENDOR</b>	<b>Vermeer Lincoln, NE</b>	<b>Power Screening Henderson, CO</b>	<b>Power Screening Henderson, CO</b>	<b>N40, LLC Avon, OH</b>
		<b>NEW</b>	<b>USED</b>	
COMPOST TURNER	\$ 503,040.00	\$ 429,000.00	\$ 419,000.00	\$ 380,600.00
Brown Bear Trade-in	\$ 2,500.00	\$ 9,500.00	\$ 9,500.00	\$ 24,000.00
Wildcat Turner Trade-in	\$ 7,500.00	\$ 17,500.00	\$ 17,500.00	\$ 16,000.00
	<b>\$ 493,040.00</b>	<b>\$ 402,000.00</b>	<b>\$ 392,000.00</b>	<b>\$ 340,600.00</b>

Murphy Tractor  
in Gering becoming  
a dealer.

**PROPOSAL FOR FURNISHING  
ONE (1), NEW SELF-PROPELLED 4 WHEEL DRIVE  
COMPOST WINDROW TURNER**

Mayor and City Council  
Scottsbluff, Nebraska

Gentlemen:

I (we) have examined the Notice to Bidders, dated October 7, 2013, Instructions to Bidders, and the Specifications, and submit the following proposal to furnish (1) One New, Self-Propelled, 4 Wheel Drive, Compost Windrow Turner for the Water Reclamation Department (Wastewater).

2014      Backhus      21.50      **Bid Price: \$** 380,600.00  
Year      Make      Model #

Trade in: One (1) Used 1998 Brown Bear, Model SC36B, 758 hours  
Less Trade-In Price for Brown Bear: \$ 24,000.00

One (1) Used 1998 Wildcat Compost Turner, Model LS117A,  
hours unknown.  
Less Trade-In Price for Wildcat Compost Turner: \$ 16,000.00

**Bid Price with Trade-Ins: \$** 340,600.00

My Bid for the described Self-Propelled 4 Wheel Drive Compost Windrow Turner with trade-ins is:  
Three Hundred Forty Thousand, Six Hundred Dollars  
(amount written out fully)

If the City places an order with my firm for the specified equipment, I hereby certify I will deliver a new unit on or before: March      17      2014 which meets the following specifications.  
Month      Day      Year

Signature of Bidder:  \_\_\_\_\_

Name of Bidder: Lyndell Pate \_\_\_\_\_

Company Represented by Bidder: N40, LLC \_\_\_\_\_

Address of Bidder: 1265 Lear Industrial Parkway Avon, OH 44011 \_\_\_\_\_

Telephone and FAX Number of Bidder: 440-937-0233      440-937-3411 \_\_\_\_\_

*Murphy Tractor = future dealer*

**PROPOSAL FOR FURNISHING  
ONE (1), NEW SELF-PROPELLED 4 WHEEL DRIVE  
COMPOST WINDROW TURNER**

Mayor and City Council  
Scottsbluff, Nebraska

Gentlemen:

I (we) have examined the Notice to Bidders, dated October 7, 2013, Instructions to Bidders, and the Specifications, and submit the following proposal to furnish (1) One New, Self-Propelled, 4 Wheel Drive, Compost Windrow Turner for the Water Reclamation Department (Wastewater).

<u>2012</u>	<u>Komptech</u>	<u>X53 TopTurn</u>	<b>Bid Price: \$</b> <u>419,000.00</u>
Year	Make	Model #	

Trade in: One (1) Used 1998 Brown Bear, Model SC36B, 758 hours  
Less Trade-In Price for Brown Bear: \$ <9,500.00>

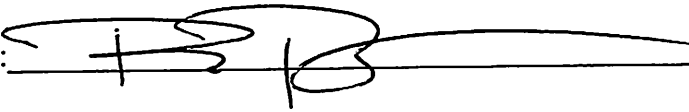
One (1) Used 1998 Wildcat Compost Turner, Model LS117A,  
hours unknown.  
Less Trade-In Price for Wildcat Compost Turner: \$ <17,500.00>

**Bid Price with Trade-Ins: \$** 392,000.00

My Bid for the described Self-Propelled 4 Wheel Drive Compost Windrow Turner with trade-ins is:  
Three Hundred Ninety Two Thousand Dollars  
(amount written out fully)

\* Please See Attached Letter

If the City places an order with my firm for the specified equipment, I hereby certify I will deliver a new unit on or before: 11 - 30 - 2013 which meets the following specifications.  
Month Day Year

Signature of Bidder: 

Name of Bidder: Ryan Puckett

Company Represented by Bidder: Power Screening, LLC

Address of Bidder: 9725 Brighton Rd. Henderson, CO 80640

Telephone and FAX Number of Bidder: 303-287-0100

303-287-0090 (Fax)

# POWER SCREENING, LLC

screening and crushing

Colorado, Eastern Wyoming, New Mexico, Nebraska, Southwestern Kansas

10-29-2013

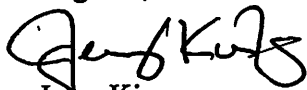
Mayor and City Council  
City of Scottsbluff  
2525 Circle Drive  
Scottsbluff, NE 69361

Dear Sirs,

In addition to our bid prices on the three machines you are requesting pricing on, we are offering an additional 3% cash discount on total net amount if all three machines are purchased from us as a "package". This cash discount can be applied equally to all three units or applied to one individually.

We appreciate the opportunity to quote Komptech USA products.

Regards,



Jerry King  
POWERSCREENING, LLC



P.O.Box 192 • Henderson, CO 80640 • 303.287.0100 • Fax 303.287.0090

[www.powerscreening.com](http://www.powerscreening.com)



**PROPOSAL FOR FURNISHING  
ONE (1), NEW SELF-PROPELLED 4 WHEEL DRIVE  
COMPOST WINDROW TURNER**

Mayor and City Council  
Scottsbluff, Nebraska

Gentlemen:

I (we) have examined the Notice to Bidders, dated October 7, 2013, Instructions to Bidders, and the Specifications, and submit the following proposal to furnish (1) One New, Self-Propelled, 4 Wheel Drive, Compost Windrow Turner for the Water Reclamation Department (Wastewater).

2013      Komptech      X53 TopTurn      Bid Price: \$ 429,000.00  
Year      Make      Model #

Trade in: One (1) Used 1998 Brown Bear, Model SC36B, 758 hours  
Less Trade-In Price for Brown Bear: \$ <9,500.00>

One (1) Used 1998 Wildcat Compost Turner, Model LS117A,  
hours unknown.  
Less Trade-In Price for Wildcat Compost Turner: \$ <17,500.00>

Bid Price with Trade-Ins: \$ 402,000.00


My Bid for the described Self-Propelled 4 Wheel Drive Compost Windrow Turner with trade-ins is:

Four Hundred Two Thousand Dollars  
(amount written out fully)

\*Please See Attached Letter

If the City places an order with my firm for the specified equipment, I hereby certify I will deliver a new unit on or before: 12 - 31 - 2013 which meets the following specifications.

Month      Day      Year

Signature of Bidder: 

Name of Bidder: Ryan Puckett

Company Represented by Bidder: Power Screening, LLC

Address of Bidder: 9725 Brighton Rd. Henderson, CO 80640

Telephone and FAX Number of Bidder: 303-287-0100

303-287-0090 (Fax)

# POWER SCREENING, LLC

screening and crushing

Colorado, Eastern Wyoming, New Mexico, Nebraska, Southwestern Kansas

10-29-2013

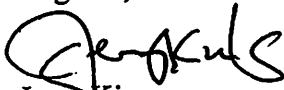
Mayor and City Council  
City of Scottsbluff  
2525 Circle Drive  
Scottsbluff, NE 69361

Dear Sirs,

In addition to our bid prices on the three machines you are requesting pricing on, we are offering an additional 3% cash discount on total net amount if all three machines are purchased from us as a "package". This cash discount can be applied equally to all three units or applied to one individually.

We appreciate the opportunity to quote Komptech USA products.

Regards,



Jerry King  
POWERSCREENING, LLC



**KOMPTECH**  
TECHNOLOGY FOR A BETTER ENVIRONMENT

P.O.Box 192 • Henderson, CO 80640 • 303.287.0100 • Fax 303.287.0090

[www.powerscreening.com](http://www.powerscreening.com)





**PROPOSAL FOR FURNISHING  
ONE (1), NEW SELF-PROPELLED 4 WHEEL DRIVE  
COMPOST WINDROW TURNER**

Mayor and City Council  
Scottsbluff, Nebraska

Gentlemen:

I (we) have examined the Notice to Bidders, dated October 7, 2013, Instructions to Bidders, and the Specifications, and submit the following proposal to furnish (1) One New, Self-Propelled, 4 Wheel Drive, Compost Windrow Turner for the Water Reclamation Department (Wastewater).

<u>2014</u> Year	<u>Vermeer</u> Make	<u>7-18</u> Model #	<b>Bid Price: \$ <u>503,040.00</u></b>
---------------------	------------------------	------------------------	--

Trade in: One (1) Used 1998 Brown Bear, Model SC36B, 758 hours  
Less Trade-In Price for Brown Bear: \$ 2,500.00


One (1) Used 1998 Wildcat Compost Turner, Model LS117A,  
hours unknown.  
Less Trade-In Price for Wildcat Compost Turner: \$ 7,500.00

**Bid Price with Trade-Ins: \$ 493,040.00**

My Bid for the described Self-Propelled 4 Wheel Drive Compost Windrow Turner with trade-ins is:  
Four Hundred Ninety Three Thousand Forty Dollars  
(amount written out fully)

If the City places an order with my firm for the specified equipment, I hereby certify I will deliver a new unit on or before: 120 Days A.R.O. which meets the following specifications.

Month                  Day                  Year

Signature of Bidder: 

Name of Bidder: Kevin Dauel

Company Represented by Bidder: Vermeer High Plains

Address of Bidder: 5700 N 70th Street    Lincoln NE    68507

Telephone and FAX Number of Bidder: (402) 467-5396                  (402) 467-2207

# POWER SCREENING, LLC

screening and crushing

Colorado, Eastern Wyoming, New Mexico, Nebraska, Southwestern Kansas

11-26-2013

City of Scottsbluff  
City Council Members  
2525 Circle Drive  
Scottsbluff, NE 69361

Dear Mr. Randy Meininger  
Mr. Raymond Gonzales  
Mr. Scott Shaver  
Mr. Mark McCarthy

RE: Composting Equipment Bids / Windrow Turner – Star Screen – Shredder

We have been informed by your Environmental Services Division that on December 2, 2013 the recommendation will be made for your approval to purchase the low cost machines for each of the above bids. This being the case, we will like to file a formal protest with the council. It is our contention that we are the only responsible responsive bidder that complies with all specifications contained within the bid.

In the General Bidders instructions of the bids, it states that “consideration will not be confined to price only” yet consideration of these non-compliant machines has put us at a disadvantage where “meeting the exact requirements” of the bid means nothing. Had we known that the City would accept “lesser” quality and productive machines, we could have offered low cost options as well.

We understand that the initial dollar difference is significant; however the perceived short term savings could easily be consumed in long term costs and performance shortcomings. Please consider as contained in the general bidder instructions:

**Standardization:** Our bid package contains three products all from the same manufacturer. Komptech USA, located in Westminster, CO is the North American branch of the factory. We are their authorized distributor. The low price bids are from three different manufacturers being represented by a franchise (Doppstadt USA) selling through a third party distributor (Murphy Tractor).....three layers for each product you are purchasing. We are the responsible bidder for long term equipment support as you can rely on one manufacturer for training, parts and service support.

**Production:** It seems that the production requirements have changed since the bids were sent out. Suddenly, the city is willing to scale back production by accepting smaller machines with lesser capabilities. What happens when production capacities cannot be handled by the low cost units? Replacing them prematurely will prove costly. In acceptance of smaller and lesser productive machines, no provision can be made for increased production. Some on site capabilities, such as grinding large stumps will have to be sacrificed. Will the NDEQ and neighbors continue to allow you to burn them? Will the low cost providers be able to handle the bio solids as to make them a non-issue with permit compliance?



P.O.Box 192 • Henderson, CO 80640 • 303.287.0100 • Fax 303.287.0090

[www.powerscreening.com](http://www.powerscreening.com)



**Machine Quality:** Komptech produces a quality field proven product with features and benefits that add value to each piece. Many of these features are contained as standard equipment in the units we bid. We have provided a lengthy comparison to your Environmental Services Division for their review. We would welcome the opportunity to sit and discuss the features and benefits of our units as compared to the low cost providers. We also have demonstrated two of the three units on your site. Your operations have seen firsthand what our units will do. Viewing a prospective machine on a staged site with ideal conditions is not a true comparison for a purchase of this dollar size.

**Machine Specifications:** We respectfully submit that the low cost units bid are not “equal or superior” in any way as compared to our units. The following are only a few key important items that should be considered:

### Crambo 3400 Shredder

-Ability to mix and blend while shredding. This is very important for biosolids because you need a good homogeneous product for active compost as well as reducing odors by having pockets of anaerobic biosolids material.

-Large hopper and dual shafts are more aggressive and will allow the city to process the big stumps and larger materials that come into the facility.

-Better shredded material provides better porosity in the windrow which is important for biosolid composting. The Doppstadt will produce chunks which provide less air movement and greater chance of odors. Their single shaft only has 14 teeth on it. Our dual shaft unit has 134.

### Topturn X53 Windrow Turner

-Larger diameter rotor 47.7” vs. 39.4 “ allows for a bigger windrow.

-Ability to produce a higher peaked windrow. The X53 will peak a windrow up to 8.5 feet were the 21.50 will only go up to 7.9 feet. A higher peaked windrow creates more of a chimney effect and increases airflow throughout the pile.

-Patented scraper bar. This bar behind the rotor picks up all of the compost. The very bottom of the pile if left unturned becomes anaerobic and releases foul odors.

-More HP, more torque. With biosolids, the material is very dense, so in order to turn this material you need the proper amount of HP and torque. The X53 has 100 more HP, and in excess of 500 ft/lbs more of torque for better performance in denser material.

### M2 Starscreen

-Komptech Patented “cleanstar” prevents clogging of screen when running wet and sticky material like biosolids.

-Three section electronic drive vs. hydraulic two sections. With three independent sections of the deck powered electrically, the M2 can fine tune for very sticky wet biosolids, where a hydraulic two section screen can only move at one constant speed, reducing the ability to adapt to varying material.



P.O.Box 192 • Henderson, CO 80640 • 303.287.0100 • Fax 303.287.0090

[www.powerscreening.com](http://www.powerscreening.com)

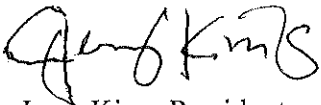


-Dosing drum vs. screw roller feeder. The M2 dosing drum beats up the clumpy material that often comes with biosolids compost. The low cost MA2 has a screw feeder that does not do this.

-Steeper incline deck. The low cost option has a steeper inclined deck which means the material has to work harder to move uphill, producing a bigger finished product and increase the dishing effect on sticky material.

In summary, the bids as submitted per the City's specifications by Power Screening, LLC for the Komptech products are the only machines that meet the City's specifications. As the only responsible responsive bidder, Power Screening, LLC should be favored with the award for each. We ask the council to consider all of the factors mentioned above and not award the purchase to the non-compliant low cost products. Fiscal responsibility should include long term considerations. Your current equipment restricts the capabilities of your operation. A new facility's efficiencies shouldn't be restricted upon onset by equipment that will not allow for future growth.

Sincerely,



Jerry King, President  
POWER SCREENING, LLC



P.O.Box 192 • Henderson, CO 80640 • 303.287.0100 • Fax 303.287.0090

[www.powerscreening.com](http://www.powerscreening.com)



Lynn Garton  
Water Reclamation Supervisor  
City of Scottsbluff  
2525 Circle Drive  
Scottsbluff, NE 69361



TELEPHONE · (308) 630-6292  
E-MAIL · lgarton@scottsbluff.org  
WEBSITE · www.scottsbluff.org

---

November 26, 2013

To: Rick Kuckkan, City Manager

From: Lynn Garton, Wastewater Supervisor

Cc: Nathan Johnson, Assistant City Manager  
Mark Bohl, Public Works Director  
Cindy Dickinson, City Clerk

Re: Power Screening, LLC Letter

In reference to Mr. Kings letter dated November 26, 2013 pertaining to the compost equipment bids. I would like to take a minute and address a few of the issues outlined. When we began the process of investigating the purchase of new equipment for our compost operation, we really only had 3 parties that we could find interested to demo equipment and or close that supplied such equipment. Those 3 being Vermeer, Midwest Bio-Systems and Komptech. Based on our findings during our initial investigation (equipment service, reliability and estimated cost) it was decided to write the bid based upon the Komptech machines. Upon approval and release of the bid spec, Murphy Tractor (locally owned and operated business) approached us about equipment that they represented that we were not even aware they supplied. At that time I told them we would be more than willing to look at the equipment if upon receipt of their bid it proved to be in the best interest of the City. At bid opening on the 29<sup>th</sup> of November it became obvious with the substantially lower bid that we would need to investigate the equipment being supplied by Murphy Tractor. Cody Isom was able to visit sites in Texas and Ohio to view all 3 pieces of equipment in operation at sites similar to ours and discuss the machines operation and maintenance with site operators. Based upon Cody's findings, equipment specification, trade in values and lowest bid price we feel that this equipment will serve our needs and give us many years of service at a substantial savings over the competitors.

Ryan Puckett with Power Screening LLC, that represents the Komptech equipment bid stopped in my office on November 19<sup>th</sup> to talk about the bid and when it would be awarded. I explained to him that after we had done our due diligence in investigating all our possibilities in the bid submissions we had decided it was in the best interest of the City of Scottsbluff to recommend to Council the award of the bid to Murphy Tractor. As you can imagine he was not happy about our decision and was looking for any means to convince us that we should spend the additional funds to purchase their equipment. I did explain to him that we had other issues in regards to our site permitted that just did not justify me arguing the fact to spend the additional funds he was requesting

In reference to Mr. King's statement pertaining to the General Bidding Instruction it actually reads as follows:

- The City of Scottsbluff has evaluated different types of equipment and has determined that this product is best suited for its needs in safety, quality, performance and standardization. This specification is not to be interpreted as restrictive, but rather as a measure of the safety, quality and performance against which all equipment bids will be compared. In comparing proposals, consideration will not be confined to price only. Contract will be awarded for the product, which best serves the interests of the City of Scottsbluff when cost, product, safety, quality and delivery are considered. The City of Scottsbluff reserves the right to reject any or all bids or any part thereof, and to waive any minor technicalities. A contract will be awarded to the bidder submitting the lowest responsible bid meeting the exact requirements of this specification.

As for his statement of us considering these non-compliant machines placing them at a disadvantage in the bidding process and stating they would have considered offering low cost options, they did offer a used machine at still a much larger cost than the machine we are now considering. At no time during our many meetings, demo's or discussions leading up to the writing of the spec did Ryan Puckett, Sales rep for Power Screening offer us any other alternative than what was originally specified.

As for Standardization; Murphy Tractor does represent Doppstadt USA and are locally owned within 20 minutes of our site and are held to the same standard as outlined in the bid spec for long term equipment support, training, parts and service support.

As for Production; in no way have we indicated that production requirements have changed since the bid was released. The statements made in this section simply reflect their frustration in not receiving the bid recommendation. The units that we have looked at and are recommending will accomplish the same tasks as the machines they have proposed for bid. We were very diligent as we investigated the machines offered by Murphy Tractor to ensure we would be able to meet all our needs at the site. As for the last (2) two questions in this statement, both are irrelevant to our operations with the direction we have outlined in the development of the new site.

As for the rest of the body of the letter, it simply outlines a few minor issues that we do not feel are factors that would hinder our operations in any way or form.

Both Cody and I feel comfortable with our decision which leaves us with some \$635,000 in our budgets that could, upon Council approval, be used toward developing our site and allow us to obtain our permit in a quick and timely manner. I have attached a spread sheet for your convenience showing the cost difference of the bids and the savings for each Wastewater and Environmental Services.

If you have any questions or comments feel free to contact me at your convenience.