



# Central Services Department

Ron Lampkin, Interim Director  
Laquona Sanderson, Fleet Manager

2760 Peach Orchard Road, Augusta, GA 30906  
(706) 821-7174 Phone (706) 796-5077 Fax

DEC 27 '24 PM 1:42

## MEMORANDUM

**TO:** Darrell White, Interim Director, Procurement Department  
**FROM:** ~~Ron Lampkin~~, Interim Director, Central Services Department  
**DATE:** December 23, 2024  
**SUBJECT:** Overbudget for Bid #24-181A – 2024/2025 Motor Grader Lease

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On July 26, 2024, three proposals were received for bid #24-181A, 2024/2025 Motor Grader Lease. The estimated budget submitted on the Procurement Solicitation Form was estimated based on previous pricing with a total amount of \$400,000. Fleet Management request the estimated budget to be increased to \$450,000 to purchase the two units. The budget increase is under the 20% threshold outlined in the Procurement Policies and Procedures.

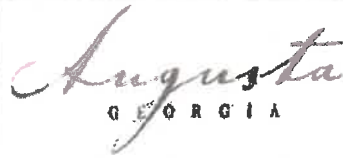
Originally, Utilities – Construction and Maintenance Division requested to purchase three units based on the 2019 cost of \$81,558 each. Due to the 2024-unit price exceeding historical purchase cost, the department has requested to only purchase two units from the lowest compliant local vendor based on current funds available. The purchase price exceeds the estimated budget per unit by \$20,777.00, totaling \$41,554.00. Fleet Management has confirmed with Utilities Construction and Maintenance that funding is available to proceed with this purchase.

Fleet Management recommends awarding bid #24-181A, Motor Grader Lease to Yancey Brothers in the amount of \$220,777.00/unit for a 48-month lease, totaling \$441,554.00. The funds are available in account #506-04-410/54-22910.

Thank you for your assistance. Feel free to contact Fleet Management with any questions or concerns.

RL/lr

  
12/30/24



**Re-Bid Opening Bid Item #24-181A  
2024/2025 Motor Grader Lease for Augusta, GA -  
Central Services Department-Fleet Management  
Re-Bid Date: Friday, July 26, 2024 @ 11:00 a.m. via ZOOM**

**Total Number Specifications Mailed Out: 14**  
**Total Number Specifications Download (Demandstar):**  
**Total Electronic Notifications (Demandstar):**  
**Georgia Procurment Registry:**  
**Total packages submitted:**  
**Total Noncompliant:**

<b>VENDORS</b>	<b>Yancey Brothers 4165 Mike Padgett Hwy Augusta, Ga. 30906</b>	<b>Central Atlanta Tractor Sales Inc. 4240 Martin Luther King Jr. Dr. SW Atlanta, GA 30336</b>	<b>Dobbs Equipment Southeast, LLC DBA Dobbs Equipment 2730 South Falkenberg Rd. Riverview, FL 33578</b>
<b>Attachment B</b>	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>
<b>E-Verify Number</b>	<b>1463813</b>	<b>1174694</b>	<b>1886290</b>
<b>Save Form</b>	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>
<b>OPTION 1</b>			
<b>Total 36 Months Least Cost with Ext Pow Warr</b>	<b>\$184,073.00</b>	<b>\$182,352.56</b> ✓	<b>\$219,103.00</b>
<b>Purchase Amount at End of Lease(Optional or Ret)</b>	<b>\$160,000.00</b>	<b>\$118,348.47</b>	<b>\$162,433.00</b>
<b>OPTION 2</b>			
<b>Total 48 Months Least Cost with Ext Pow Warr</b>	<b>\$220,777.00</b>	<b>\$215,176.32</b>	<b>\$252,118.00</b>
<b>Purchase Amount at End of Lease(Optional or Ret)</b>	<b>\$135,000.00</b>	<b>\$105,107.71</b>	<b>\$148,309.00</b>
<b>243764.4</b>			
<b>Total 60 Months Least Cost with Ext Pow Warr</b>	<b>\$251,158.00</b>	<b>\$243,764.40</b>	<b>\$278,116.00</b>
<b>Purchase Amount at End of Lease(Optional or Ret)</b>	<b>\$115,000.00</b>	<b>\$92,515.25</b>	<b>\$130,653.00</b>
<b>2024/2025 Motor Grader Lease</b>			
<b>Year</b>	<b>2024</b>	<b>2024</b>	<b>2024</b>
<b>Make</b>	<b>Caterpillar</b>	<b>Sany</b>	<b>John Deere</b>
<b>Model</b>	<b>140</b>	<b>SMG200 AWD</b>	<b>670G</b>
<b>Approximate Delivery Time</b>	<b>160 Days ARO</b>	<b>Aug-24</b>	<b>90 Days ARO</b>
<b>Exceptions</b>	<b>None</b>	<b>Yes</b>	<b>Yes</b>




**ENGINEERING & ENVIRONMENTAL SERVICES DEPARTMENT**

**Hameed Malik, Ph.D., P.E.**  
**Director**

**MEMORANDUM**

**TO:** LaQuona Sanderson, Fleet Manager  
Central Services Department

**FROM:**  Hameed Malik, Ph.D., P.E.  
Director

**DATE:** November 19, 2024

**SUBJECT:** Motor Grader Lease

Engineering and Environmental Services recommend awarding Yancey Brothers this lease even though they are the second lowest bidder. The following supports this position:

**1. Machine familiarity.**

We currently run Caterpillar motor graders with full joystick controls. Per our conversation with Central Atlanta Tractor Sales, Robin Lochard, the machine offered by them incorporates a combination of steering wheels and joystick controls. This will require new operator training and a period of adjustment for the operator to get comfortable with the new arrangement.

**2. Section 2.06 of our bid package requires the successful bidder to guarantee that factory-warranted parts and services are available directly from the equipment manufacturer/dealer service center within 25 miles of the Augusta Fleet Management located at 1568-C Broad Street Augusta Ga. 30901. Per our conversation with Central Atlanta Tractor Sales, Inc., their nearest service center is in Atlanta, Ga., in the Six Flags area. They said they have plans to open a center in the Augusta area but could not provide a proposed date.**

**3. Atlanta Tractor Sales included several exceptions to the bid requirements concerning their machine, some of which are.**

\*Bid Package Section Two, item 5.03 requires 179 base horsepower. Central Atlanta Tractor Sales offering is 153 horsepower. This represents an approximate fifteen percent(15%) reduction in power and could result in reduced performance.

\*Bid Package Section Two, item 5.04 requires minimum 100 gallon fuel tank capacity. Central Atlanta Tractor Sales offering has an 80.3 gallon capacity.

\*Bid Package Section Two, item 5.05 requires 150 amp alternator. Central Atlanta Tractor Sales offering has a 120 amp alternator

\*Bid Package Section Two, item 6.03 requires a .87 inch thick cutting edge. Central Atlanta Tractor Sales offering is for a .75 inch thick cutting edge. The thicker cutting edge will allow longer work intervals between replacements.

\*Bid Package Section Two, item 7.02 requires a mid-mounted scarifier. Per our last conversation with Central Atlanta Tractor Sales, they only offered a rear mount. While this is not an insurmountable change, the mid mount offers better visibility of work as it is performed.

**Engineering & Environmental Services Department**  
452 Walker Street, Ste. 110, Augusta, Georgia 30901  
(706) 796-5040 – Fax (706) 706-796-5045  
[WWW.AUGUSTAGA.GOV](http://WWW.AUGUSTAGA.GOV)

4. Cost – For the three-year lease option, while Yancey Brothers is higher it's minimal, it is \$1,720.44 over the three-year lease or \$573.48 per year. The four-year option would put Yancey Brothers \$5600.68 higher over the lease period or \$1,400.17 per year. Yancey Brothers is not the cheapest option but provides us with a machine that our operators are already familiar with and is serviced at a local facility in Richmond County, within our specified twenty-five-mile range and at a location which maintains local parts inventory and service technicians.

All things considered; our recommendation is to award Yancey Brothers for the four-year lease.

Thank you in advance for your time and attention. Please feel free to contact me on 706-796-5040 should you have any questions or require any additional information.

Attachment

Cc: File