



AGENDA ITEM SUMMARY FORM

MEETING DATE: 8/22/22

PREPARED BY: R. Corey Almas, Director of Public Services

AGENDA ITEM CONTENT: DPS - Scheduled Replacement of Forklift #320

AGENDA ITEM SECTION: Bid Awards/Purchases

BUDGETED AMOUNT: \$40,000

FUNDS REQUESTED: \$49,001

FUND: 592-901-982-0000

EXECUTIVE SUMMARY:

The FY 2022-23 Budget includes funding carried-forward for the replacement of Forklift #320, a 1997 Clark lift truck. At 25 years old, the machine is in poor shape, and repair parts are becoming extremely difficult to obtain. It is at the end of its useful life, and as noted in the attached condition analysis, warrants priority replacement.

RECOMMENDATION:

Staff requests that Council consider two motions related to this purchase.

1. To approve a Budget Amendment of \$9,001 to account 592-901-982-0000.
2. To approve the purchase of one Toyota Model 40-8FGU30 Lift Truck from Bell Fork Lift, Inc., of Clinton Township, Michigan, as quoted, in the amount of \$49,001 under the sole source provision of the City's purchasing ordinance.

MEMORANDUM

DATE: August 15, 2022

TO: Melissa R. Marsh, City Manager

FROM: Sean P. Ballantine, Public Works Supervisor
Dan Yamarino, Motor Pool Supervisor
R. Corey Almas, Director of Public Services

SUBJECT: Purchase – Scheduled Replacement of Forklift #320

The FY 2022-23 Budget includes funding carried-forward for the replacement of Forklift #320, a 1997 Clark lift truck. At 25 years old, the machine is in poor shape, and repair parts are becoming extremely difficult to obtain. It is at the end of its useful life, and as noted in the attached condition analysis, warrants priority replacement.

Staff called multiple vendors, and performed several demonstrations of various machines, including Toyota, Doosan, and Heli. It is worth noting that due to the nature of the market, there were multiple calls made to vendors who were unable or unwilling to deliver a demo model to the DPS. Despite this issue, Staff found the Toyota to be a clear leader in all areas, determining that it was by far the best value for money, and would provide the best level of service and functionality for its extended period of use.

Toyota performs on a geographic dealer arrangement, in which individual dealers are guaranteed certain regions as part of their agreement with Toyota. As such, Bell Fork Lift, of Clinton Township, is the sole-source vendor of Toyota power equipment to the City of Madison Heights (attached).

Delivery of this machine, if approved at this meeting, is scheduled for December of 2023. This forklift is used on a daily basis around the DPS yard, and is on a roughly 20 year replacement schedule, depending on condition.

Staff requests that Council consider two motions related to this purchase.

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Department of Public Services

City of Madison Heights
801 Ajax Drive
Madison Heights, Michigan 48071

p (248) 589-2294 | f (248) 589-2679



BELL FORK LIFT INCORPORATED

Corporate Office
34660 Centaur Dr.
Clinton Township, MI 48035
Phone (586) 415-5200
Fax (586) 415-5201

August 15, 2022

Mr. Daniel Yamarino
City of Madison Heights DPS – Motorpool Supervisor
801 Ajax Drive
Madison Heights, MI 48071

New Toyota 40-8FGU30

Mr. Yamarino,

Bell Fork Lift, Inc. is a Toyota Material Handling (TMH) equipment dealer located in Michigan. TMH has many dealers located throughout the USA. However, each specific dealer has geographical rights and privileges as a part of their individual dealer agreement. Because the City of Madison Heights is located within Bell Fork Lift's geographical territory, the City of Madison Heights can only purchase New Toyota Material Handling Equipment through Bell Fork Lift, Inc. per the exclusive dealer agreement.

Please contact me directly with any other questions or concerns.

Sincerely,

Dale A. Chandler
Corporate Controller

cc: Tony Stevens



Bell Fork Lift, Inc.
34660 Centaur Dr
Clinton Township, MI 48035-3700
Phone: 586-415-5200
Fax: 586-415-5203
www.bellforklift.com

To: City of Madison Heights - DPS
801 Ajax Dr.
Madison Heights, MI 48071
Attn: Dan Yamarino

Date: July 22, 2022
Our Ref: 41019398

Phone: 348-588-1200
Fax:

Estimated Delivery December 2023

REVISION 1

We respectfully submit this quotation for the following NEW Toyota Internal Combustion Lift Truck (1 each):

TOYOTA MODEL 40-8FGU30, Internal Combustion Lift Truck, quality engineered with the following specification:

- Pneumatic Tires

This forklift is equipped with a 3-Way Catalytic Muffler System as standard equipment, and conforms to current Federal EPA and California ARB regulations for off-road large spark ignited engines.

- **SYSTEM OF ACTIVE STABILITY™ (SAS)**
Toyota's industry exclusive System of Active Stability (SAS) helps reduce lift truck instability by electronically monitoring and controlling various functions of the lift truck.
 - Active Control Rear Stabilizer
 - Active Mast Function Controller (AMC)
- **AUTOMATIC FORK LEVELING**
- **TOYOTA ENGINE**
- **PREMIUM, 4-WAY ADJUSTABLE, FULL SUSPENSION SEAT WITH ORANGE, NON-CINCHING SEAT BELT**
- **LCD MULTI-FUNCTION DISPLAY II**



Photo may portray optional equipment not included in your quotation.

Mast 3-Stage (FSV) mast with full free lift. Mast specifications:
Maximum Fork Height - 187"
Overall Lowered Height - 89.2" (Overhead Guard Height - 85.50")
Free Lift - 41.2" with standard Load Backrest

Lifting Capacity	Base Model Capacity - 6,000 lbs. @ 24" load center Actual Capacity, based on quoted specifications, - 5,750 lbs. @24" load center to 187" MFH <i>Actual capacity ratings stated above are based on standard features, options, and attachments available through Toyota at the time of quoting. Non-standard features, options, and attachments may affect actual capacity ratings. Please contact your Toyota sales representative for additional information.</i>
Tilt	6 degrees forward and 6 degrees backwards
Carriage	ITA Hook Type 42Carriage
Forks	Forks 54" x 5" x 1.8" - Class III
Load Backrest	48" High Load Backrest
Attachments	Cascade 42" Integral Sideshifting Fork Positioner (Maximum 60" Forks)
Speeds	Travel Speed: 11.50 mph Lift Speed: 94 fpm
Engine	Kubota WG2503 Industrial G/LP Engine 151 cubic inch displacement, 4 cylinder, overhead valve (OHV) Net Torque Rating: 122 @ 1800 rpm SAE ft-lb Net Horsepower Rating: 56 @ 2600 rpm SAE HP
Transmission	Automatic Transmission 1 speed forward, 1 speed reverse standard.
Steering	Load Sensing Hydrostatic Power Steering with Tilt Steering Column
Wheels and Tires	Front Tires: 28x9-15-12PR (Pneumatic) Rear Tires: 6.50-10-10PR (Pneumatic)
Additional Equipment	TK20- 2020 New Standards LED STROBE LIGHT (AMBER) LED Rear Combination Lights Keyless Ignition Switch Rear View Mirrors (Left & Right Sides) Adjustable Volume Back-up Alarm (Smart Alarm) SEATBELT INTERLOCK Rear Assist Grip with Horn Button Solid Pneumatic Tires - Front Rear Solid Pneumatic Tires - Including Rear Side Ring Wheels UL Approved Model Type "G/LP" Dual Fuel (tank not included)"

Warranty

12 Months or 2,000 hours whichever occurs first: Basic
 36 Months or 6,000 hours whichever occurs first: Powertrain

Warranty coverage for non-standard option components will be covered by the manufacturer of that component and not covered under the Toyota forklift standard or powertrain warranty.

We offer a Toyota factory authorized warranty on all new Toyota Material Handling Equipment.

Investment

Price-Toyota Model 40-8FGU30 as specified above: \$49,001 Each

Net Price:

\$49,001 Each

Plus any applicable Taxes. Some States require taxes to be paid upfront on leased or financed transactions. Upfront tax may be financed. Bell Fork Lift does not provide tax, accounting or legal advice. Please consult your own tax advisors, legal counsel or state regulations for specific details on tax calculations or requirements.

Financing and Maintenance

A broad range of competitive and flexible financing options are available through Toyota. Financing requires credit approval. Terms and conditions are subject to change.

In addition, Full Maintenance and Planned Maintenance programs are available.

1. **60-month Lease.** Total monthly payments of **\$722.10** plus applicable taxes. First payment is due in advance.

Usage Hours: 700 per Year

Quantity: _____ Initial Selected Option _____

2. **60-month Lease.** Total monthly payments of **\$933.86** plus applicable taxes. First payment is due in advance. **An end of term purchase option of \$1.00 is available at contract signing.**

Usage Hours: 700 per Year

Quantity: _____ Initial Selected Option _____

Monthly Payments based on current interest rates. Payments subject to change depending on rate

**Terms and
Conditions**

Due to the volatile nature of commodities and interest rates, pricing are subject to change without notice.

Payment: COD or Financed * Subject to credit approval * Payable in U.S. funds.

Late Fee: 1.5% late charge will apply to all past due invoices.

Delivery: Subject to factory production schedule.

Bell Fork Lift does not provide tax, accounting or legal advice.

F.O.B.: Delivered

Prices are exclusive of any sales or use taxes now in force or which may be made effective in the future by any federal, state, or local governments.

Lease offerings subject to credit approval.

Any shipments outside continental US * Customer to provide their own broker & responsible for all costs including; broker/custom fees, import/export fees, freight cost, any taxes incurred

Performance and specifications stated are based on specific testing and operating conditions.

Actual performance and specifications may vary based on application, option configuration, operating conditions, and environmental factors.

Some options and configurations may void UL.

If Battery Charger is ordered, customer is responsible for installation costs by licensed electrician.

Conditions subject to change to those in effect at time of delivery.

Please contact your Toyota sales representative for additional information.

Proposal valid for 30 days, Subject to prior sale.

Cancelled orders subject to 25% restocking charge.

Spec. changes (if available) subject to additional charges.

Carefully review and verify all specifications and details.

Double check Mast, Forks, Attachments, Additional Equipment listed.

NO changes or modifications can be made after factory order has been placed.

Your signature below or purchase order constitutes an approved order.

Payments subject to change, depending on interest rate, terms and conditions approved by finance company. Finance documents must be signed and returned prior to delivery.

This order subject to review and approval by Bell Fork Lift management.

Sign below and return all pages to fax # 586-415-5203

Sincerely,
Bell Fork Lift, Inc.

Accepted:
City of Madison Heights - DPS

Cash Price \$ _____

Financed Payment \$ _____ Per Month _____ Months

By: _____

Name: Tony Stevens

Title: Sales Representative

By: _____

Name: _____

Title: _____

Date: _____

Optional Equipment
(not included in this Quotation)

Item	Price	Accepted*
1. Toyota 360 Support Plus 3 36 Months/6,000 Hrs Carriage to Counterweight Warranty 60 Months/6,000 Hrs Major Parts and Component Warranty Up to First (4) PM's Included (Parts and Labor)	\$799	<hr/>
2. Toyota 360 Support Plus 4 48 Months/8,000 Hrs Carriage to Counterweight Warranty 60 Months/8,000 Hrs Major Parts and Component Warranty Up to First (4) PM's Included (Parts and Labor)	\$999	<hr/>
3. Toyota 360 Support Plus 5 60 Months/10,000 Hrs Carriage to Counterweight Warranty 60 Months/10,000 Hrs Major Parts and Component Warranty Up to First (4) PM's Included (Parts and Labor)	\$1,199	<hr/>

** Customer: please signify acceptance of an option by initialing in the space provided.*

Vehicle Replacement Guidelines & Evaluation Worksheet

(Only those fields shaded in yellow need to be completed.)

Date of Evaluation:8/15/2022

Vehicle #:320

Department / Division:Motorpool

Year / Make / Model:1997Clark Fork Lift

Vehicle Type:C

Type A = Sedans / Light Trucks ≤ 1 Ton

Type B = Medium / Heavy Duty > 1 Ton

Type C = Off Road Equipment

Age: One point for each year of chronological age beginning with in-service date

In Service Date:8/26/1997

Age in Months:299

Age in Years (rounded):25

Score:25

Usage: Type A = 1 point per 10,000 miles; Type B = 1 point per 5,000 miles; Type C = 1 point per 250 hours used

Actual Mileage:

Actual Hours:3,904

as of8/15/2022

Score:16

Service Type: Type A		Type C	
Points	Description	Points	Description
1	Standard sedans and light pickups.	1	Standard duties as equipped.
2	Standard vehicles with occasional off-road usage.	2	Standard duties when used with attachments (sickle bar, backhoes, rear bushhogs).
3	Any vehicle that pulls trailers, hauls heavy loads, continued off-road usage.	3	Multiple duties based on seasons (snow, mowing, leaf).
4	Any vehicle involved in snow removal.	4	Extreme duties in harmful atmosphere (dust, salt, water).
5	Police, Fire, and Rescue service vehicles.	5	Heavy construction work including snow removal.

Type B	
Points	Description
1	Standard use including basic job site duties, some light duty hauling.
2	Standard use with attachments (compressors, lights, etc.) including job site duties, standard load hauling, some towing.
3	Above standard use including job site duties that include idling, standard load hauling, light trailer/equipment towing, leaf collection.
4	Above standard use including job side idling and hauling above standard loads, towing equipment and heavy trailers, light snow removal.
5	Extreme service, high job site idling and duties with attachments, heavy load hauling, heavy trailer/equipment towing, major snow removal duties, refuse collection, etc. (Examples: Sign Truck, Tandem or Single Dump Truck, Snow Removal Truck).

Score:2

Reliability: Note: Based on current conditions. Preventative Maintenance work is not included.

Points	Description
1	In shop 0 or 1 time within the last 3 months, and no major breakdowns or road calls.
2	In shop 1 time within the last 3 months, and 1 breakdown/road call within the last 3 months.
3	In shop more than twice within the last month, and no major breakdowns or road calls.
4	In shop more than once within the last month, and 2 or more breakdowns/road calls within the last month.
5	In shop more than twice monthly within the last 3 months, and 2 or more breakdowns within the last month.

Number of times in shop within the last month:0

Number of times in shop within the last 3 months:0

Any Road Calls or Breakdowns (Y or N):Y

Road Calls / Breakdowns within the last month:0

Road Calls / Breakdowns within the last 3 months:0

In shop more than twice monthly within the last 3 months (Y or N):N

Score:1

Maintenance & Replacement Costs:

Points	Description
1	Maintenance costs are less than or equal to 20% of replacement cost.
2	Maintenance costs are 21-40% of replacement cost.
3	Maintenance costs are 41-60% of replacement cost.
4	Maintenance costs are 61-80% of replacement cost.
5	Maintenance costs are greater than or equal to 81% of replacement cost.

Total Maintenance Cost: \$8,419 as of 8/15/2022

Estimated Purchase Price - New Veh.: \$50,000 as of 8/15/2022

Est. Resale Value of Car to be sold: \$2,500 as of 8/15/2022

Estimated Net Replacement Cost: \$47,500 as of 8/15/2022

Maintenance Cost as % of Replacement Cost: 17.7% as of 8/15/2022

Score:1

Condition: Type A	
Points	Description
1	No visual damage or rust and a good drive train
2	Minor imperfections in body and paint, interior fair (no rips, tears, burns), and a good drive train.
3	Noticeable imperfections in body and paint surface, some minor rust, minor damage from add-on equipment, worn interior (one or more rips, tears, burns), and a weak or noisy drive train.
4	Previous accident damage, poor paint and body condition, rust (holes), bad interior (tears, rips, cracked dash), major damage from add-on equipment, and one drive train component bad.
5	Previous accident damage, poor paint, bad interior, drive train that is damaged or inoperative, and major damage from add-on equipment

Type B	
Points	Description
1	No visual damage or rust, good paint, good interior, no damage from add-on equipment, no body modification, good drive train.
2	Minor imperfections in body and paint, interior fair (no rips, tears, burns), good drive train, minor body modification.
3	Noticeable imperfections in body and paint surface, some minor rust, fair interior, weak/fair drive train, minor body modification, minor damage from add-on equipment.
4	Previous accident damage, poor paint & body condition, major rust/corrosion, poor interior, damage from add-on equip., moderate body modification evidence, 1 drive train component bad.
5	Previous accident damage, poor paint & body condition, bad interior, drive train damaged or inoperative, major body modifications, major damage from add-on equipment and attachments.

Type C	
Points	Description
1	Good condition, fully functional.
2	Fair body, functional.
3	Minor body damage, weak operating system.
4	Severe damage, component not functional.
5	Extreme damage, inoperable.

Number of Notable Accidents:0 (list number)

Paint / Body:Poor comment

Interior:N/A comment

Drive Train:Fair comment

General Condition:3 (pick number from table)

Score:3

Overall: Total Score: 48

0 - 17	Excellent	Do not replace.
18 - 22	Good	Re-evaluate for future budget(s).
23 - 27	Fair	Qualifies for replacement if budget allows.
28+	Poor	Needs priority replacement.