

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

352



FROM: Purchasing and Fleet Services Department

SUBMITTAL DATE:
June 7, 2006

SUBJECT: SOLE SOURCE PROCUREMENT OF AGRICULTURAL TRACTORS WITH SICKLE BAR MOWER AND ARTICULATING ARM WITH FLAIL HEAD MOWER

RECOMMENDED MOTION: That the Board of Supervisors:

Approve without receiving competitive bids, in accordance with Ordinance 459.4, the purchase of three (3) each Massey Ferguson agricultural tractors: one (1) with a Sickle Bar Mower attachment and all three (3) with Articulating Arm with Flail Head Mower attachments, in the amount of \$435,735.77 delivered from Powerland Equipment, Inc. of Valley Center, CA, pursuant to the Purchasing Agent approving the purchase on behalf of the County.

BACKGROUND: On January 30, 2006, Purchasing and Fleet Services solicited responses on a Request For Quotation (#PUARC-00811) for three (3) Massey Ferguson agricultural tractors: model #7475, with a 135-HP Turbo-Diesel engine, and 4-wheel drive. One (1) tractor for the Flood Control District with a Sickle Bar Mower attachment and with a rear-mounted, Articulating Arm with Flail Head Mower attachment. And, two (2) tractors for the County Transportation Department with just the rear-mounted, Articulating Arm with Flail Head Mower attachments.

(Continued on Page 2)

ROBERT J. HOWDYSHELL, Director
Purchasing and Fleet Services

Flood Contr. Departmental Concurrence
TLMA CONCURRENCE

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 435,735.77	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 435,735.77	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY 05/06

SOURCE OF FUNDS: Budgeted Departmental Funds	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:
APPROVE

County Executive Office Signature

- Dep't Recomm.: Policy
- Per Exec. Ofc.: Policy
- Consent
- Consent

Prev. Agn. Ref.: _____ **District:** _____ **Agenda Number:** _____

3.33

Board of Supervisors

Form 11: **SOLE SOURCE PROCUREMENT OF AGRICULTURAL TRACTORS WITH SICKLE BAR MOWER AND ARTICULATING ARM WITH FLAIL HEAD MOWER**

Page 2

BACKGROUND (Continued)

The bid closed on February 27, 2006 with one responsible and responsive bid and two "no bids" having mailed the bid to eight (8) local Massey Ferguson tractor dealers. The Internet showed the bid was opened 50 times and downloaded 30 times. Purchasing staff has contacted the two "no bids"; with one vendor stating he could not meet the specifications and the other vendor felt he could not make enough profit on it – so he "no bid" the RFQ. Staff also contacted a local non-bidding Massey Ferguson vendor, within Riverside County, who stated he had no experience with the "specified" rear-mounted, articulating arm attachments and could not service that equipment. The Massey Ferguson tractor, or any other comparable tractor, could be sourced from numerous County dealers; however the specified "BOMFORD BUZZARD" rear-mounted, articulating arm and flail head mower attachments are made in Worcestershire, England and is distributed by Powerland Equipment of Valley Center, CA (the only So. Cal. Distributor). Hence, this RFQ is now a "sole source" procurement.

JUSTIFICATION

The rear-mounted, articulating arm with flail head mower and the sickle bar mower are very unique pieces of equipment. The dealers that were subsequently contacted, did concede that they did not have any other equipment that had quite the same capabilities or that was built to withstand the environments that the Transportation or Flood Control Departments would be subjecting it too.

The stability, articulation, visibility, operator ergonomics, serviceability, and versatility are all areas where the "BOMFORD BUZZARD" does excel. Powerland Equipment has sold and serviced this brand of rear-mounted, articulating arm and flail head mower for the last 30 years to various agencies.

Stability: Rear-mounted, articulating arm booms are more stable than center mount designs. Many center-mount booms have to carry so much counterweight that the total weight exceeds the maximum test load on the federal roll over protection structure (ROPS). The rear-mounted unit is mounted behind the rear axle and has all of the weight forward of the rear axle to counter balance the mower.

Articulation: Rear-mounted mowers can work on the roadway shoulder; while center-mount mowers have to work in the traffic lane. The rear-mounted boom can articulate well past the vertical allowing the mower head to work up close to the tractor; therefore, the tractor can do work on the shoulder rather than having to move out into the traffic lane. The "BOMFORD BUZZARD" articulating arm has 3 booms as opposed to center-mounted arms having only 2 booms. This extra point of articulation permits the arm to work closer to the tractor at various heights above the ground when cutting trees, brush, or up banks. Additionally, the 3rd arm permits the whole unit to fold up in a compact manner to aid in transportation from site to site without being over the legal height limit.

Visibility: When the center-mount mower is working with the mower head as close to the tractor as possible, the 1st arm is directly in the line of sight, therefore preventing the operator from seeing what is about to be cut by the mower head. On the "Bomford Buzzard" the "cranked forward" arm brings the mower head along side the operator leaving a completely clear viewing area ahead. In other words, the operator sees the rocks before he hits them, not after as with the center-mounted arms.

Board of Supervisors

Form 11: SOLE SOURCE PROCUREMENT OF AGRICULTURAL TRACTORS WITH SICKLE BAR MOWER AND ARTICULATING ARM WITH FLAIL HEAD MOWER

Page 3

JUSTIFICATION (Continued)

Operator Ergonomics: The "BOMFORD BUZZARD" has an electronic joystick control which can be programmed by the operator to suit his personal preferences i.e. the speed in which each ram can extend or retract can be individually set. Other manufacturers have used cable controls which are non-adjustable, much stiffer to use and have resulted in carpal tunnel problems with some long time operators.

Serviceability: Rear-mounted mowers are easy to remove and refit. Routine service and repairs to the tractor are straight forward. Center-mounted mowers are literally built around the tractor. The "BOMFORD BUZZARD's" rear-mounted equipment takes only minutes not hours to remove and replace. No extraneous equipment needs to be removed to service either the tractor or the articulating arm assembly.

Versatility: Since the removal of the "BOMFORD BUZZARD" rear-mounted, articulating arm and mower equipment is a simple and quick operation, the tractor may be used for other duties, or occasional other seasonal tasks such as storm emergencies or mud slides. Disc, ploughs, scrapers, or wide area mowers may be fitted in minutes giving full utilization of the tractor.

Purchasing contacted the County of San Bernardino – Transportation Department, the City of San Diego, and Los Angeles Department of Water and Power on their experiences with the "BOMFORD BUZZARD" arm and mower equipment as well as the service and parts provided by the Powerland Equipment Company. The agencies have used this brand of equipment and supplier for the past 10 to 23 years with excellent service records. The equipment has met their intended expectations and the service and parts availability has been excellent. San Bernardino County now has 6 pieces of this same equipment in use.

PRICE REASONABLENESS

Pricing for this equipment has been deemed to be fair and reasonable based on Internet and direct research by the Purchasing and Fleet Services Department. Equipment of this type, with the specified features, is only distributed by one local vendor. Purchasing's research did uncover two manufacturers of "similar" pieces of equipment; MoTrim, Inc. of Cambridge, Ohio and Alamo Industrial of Seguin, Texas. The MoTrim unit is of a two arm articulation design and we were told they could not meet our specifications and performance requirements. Alamo Industrial's local dealer in Rancho Cucamonga seemed interested in providing a "ball park price" but later declined to return phone calls. Purchasing did obtain a copy of the most recent invoice of the purchase of the "BOMFORD BUZZARD" arm and flail mower head attached to a Massey Ferguson tractor of similar size made by Los Angeles Water & Power in July 2005. Their invoiced price was 2% higher for similarly specified units.