

Purchasing Department
Madison County Board of Supervisors
146 West Center Street
Canton, Mississippi 39046

601-855-5503
hardy@madison-co.com

16 March 2015

District 1 Supervisor John Bell Crosby
District 2 Supervisor John Howland
District 3 Supervisor Gerald Steen
District 4 Supervisor Karl Banks
District 5 Supervisor Paul Griffin

Subject: Award bid for six tandem-axle 25-yard garbage trucks with compactor body

Gentlemen:

Bids were opened March 10 for single-axle and tandem-axle garbage trucks. After meeting with County Administrator Mark Houston, Comptroller Shelton Vance, and Solid Waste Department Head LaTashee Banks, I recommend that the board award the bid to Tri-State for six Mack tandem-axle garbage trucks with 25-yard McNeilus compactor bodies at a price of \$191,458 each. Tri-State's cash price is not the lowest bid; however, when the three-year buyback is taken into consideration, Tri State's bid is the "lowest and best" bid. Detailed calculations are provided on the attached bid tabulation sheet.

Sincerely,

Hardy Crunk
Purchasing Clerk

BID TABULATION TANDEM AXLE GARBAGE TRUCKS WITH COMPACTOR BODY
MARCH 10,2015

TRUCK COMPACTOR BODY	TRI STATE MACK MCNEILUS	TRUCKWORX KENWORTH INGRAM	SANSOM MACK NEW WAY	TRI STATE MACK PAC-MAC	TRI STATE NAVISTAR MCNEILUS	TRI STATE NAVISTAR PAC-MAC
CASH PRICE	191,458	176,548	174,912	184,710	173,099.19	164,351.19
BUYBACK AT 36 MONTHS	107,216	88,038	66,629	88,660	84,818.61	67,383.99
BUYBACK AT 60 MONTHS	64,138	56,344	33,315	49,871	45,871.29	29,583.22
CALCULATIONS:						
CASH PRICE	191,458	176,548	174,912	184,710	173,099.19	164,351.19
BUYBACK AT 36 MONTHS	107,216	88,038	66,629	88,660	84,818.61	67,383.99
PRICE MINUS 36-MONTH BUYBACK	84,242	88,510	108,283	96,050	88,281	96,967
CASH PRICE	191,458	176,548	174,912	184,710	173,099.19	164,351.19
BUYBACK AT 60 MONTHS	64,138	56,344	33,315	49,871	45,871.29	29,583.22
PRICE MINUS 5 YEAR BUYBACK	127,320	120,204	141,597	134,839	127,228	134,768

McNeilus Body

BID SHEET

ONE-OR-MORE NEW TANDEM-AXLE GARBAGE TRUCKS WITH REAR-LOADING COMPACTOR BODY

Bids Due Date: 10 A.M. March 10, 2015

Madison County Chancery Clerk's Office

Madison County Chancery Courthouse

Rooms 225-227, Second Floor

146 West Center Street, Canton, Mississippi 39046

(Any and All Information on Bid Sheet is Part of the Specifications)

TOTAL DELIVERED CASH PRICE: \$ 191,458⁰⁰

GUARANTEED BUYBACK AT 36 MONTHS: \$ 107,216⁰⁰

GUARANTEED BUYBACK AT 60 MONTHS: \$ 64,138⁰⁰

DELIVERY — 60 to 90 days

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRI-STATE TRUCK CENTER

SIGNATURE OF BIDDER: 

BIDDER'S ADDRESS: 412 Highway 49 South
Richland, MS 39218

BIDDER'S TELEPHONE NUMBER: 601-932-3400

BIDDER'S EMAIL ADDRESS: athames@tri.statetruck.com

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.

BID SHEET

ONE-OR-MORE NEW TANDEM-AXLE GARBAGE TRUCKS WITH REAR-LOADING COMPACTOR BODY

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TOTAL DELIVERED CASH PRICE: \$ 174,912 per unit

GUARANTEED BUYBACK AT 36 MONTHS: \$ 66,629 per unit

GUARANTEED BUYBACK AT 60 MONTHS: \$ 33,315 per unit

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: Cole Ryan Gansom Equipment Company

SIGNATURE OF BIDDER: 

BIDDER'S ADDRESS: 7760 Highland Ave. North
Mobile, AL 36608

BIDDER'S TELEPHONE NUMBER: 601-966-1266 or 1-800-435-3044

BIDDER'S EMAIL ADDRESS: cole@secequip.com

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.

BID SHEET

ONE-OR-MORE NEW TANDEM-AXLE GARBAGE TRUCKS WITH REAR-LOADING COMPACTOR BODY

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TOTAL DELIVERED CASH PRICE: \$176548.00

GUARANTEED BUYBACK AT 36 MONTHS: \$ 88,038.00

GUARANTEED BUYBACK AT 60 MONTHS: \$ 56,344.00

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRUCKWORX - KENWORTH OF MS

SIGNATURE OF BIDDER: 

BIDDER'S ADDRESS: 421 HWY 49 SOUTH

RICHLAND MS 39218

BIDDER'S TELEPHONE NUMBER: 601-988-8822

BIDDER'S EMAIL ADDRESS: elises@truckworx.com

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.

PAC-MAC BODY

BID SHEET

ONE-OR-MORE NEW TANDEM-AXLE GARBAGE TRUCKS WITH REAR-LOADING COMPACTOR BODY

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TOTAL DELIVERED CASH PRICE: \$184,710⁰⁰

GUARANTEED BUYBACK AT 36 MONTHS: \$88,660⁰⁰

GUARANTEED BUYBACK AT 60 MONTHS: \$49,871⁰⁰

DELIVERY — 45 to 60 days

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRI-STATE TRUCK CENTER

SIGNATURE OF BIDDER: 

BIDDER'S ADDRESS: 412 Highway 49 South

Rockland, MS 39218

BIDDER'S TELEPHONE NUMBER: 601-932-3400

BIDDER'S EMAIL ADDRESS: athames@tristatetruck.com

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.

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TOTAL DELIVERED CASH PRICE: \$ 173,099.19

GUARANTEED BUYBACK AT 36 MONTHS: \$ 84,818.61

GUARANTEED BUYBACK AT 60 MONTHS: \$ 45,871.29

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRISTATE TRUCK CENTER

SIGNATURE OF BIDDER: Joe Meadows

BIDDER'S ADDRESS: 412 Hwy 49 South

RICHLAND MS 39208

BIDDER'S TELEPHONE NUMBER: 601-932-3400

BIDDER'S EMAIL ADDRESS: UMEADOWS@TRISTATETRUCK.COM

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.

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ONE-OR-MORE NEW TANDEM-AXLE GARBAGE TRUCKS WITH REAR-LOADING COMPACTOR BODY

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TOTAL DELIVERED CASH PRICE: \$164,351.19

GUARANTEED BUYBACK AT 36 MONTHS: \$67,383.99

GUARANTEED BUYBACK AT 60 MONTHS: \$29,583.22

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRI STATE TRUCK CENTER

SIGNATURE OF BIDDER: Joe Meadows

BIDDER'S ADDRESS: 412 Hwy 49 South

RICHLAND MS 39208

BIDDER'S TELEPHONE NUMBER: 601-932-3400

BIDDER'S EMAIL ADDRESS: JMEADOWS@TRISTATETRUCK.COM

NOTE: LEASE-PURCHASE FINANCING QUOTES ARE NOT REQUIRED AS PART OF THIS BID.