



**La Crosse County**  
**Request for Proposal**  
**One (1)**  
**Compact Track Loader**

## Table of Contents

<b>Section 1:</b>	<b>RFP Overview.....</b>	<b>3</b>
<b>Section 2:</b>	<b>Proposal Submittal Instructions.....</b>	<b>3</b>
<b>Section 3:</b>	<b>Specifications, equipment, warranty, training.....</b>	<b>4</b>
<b>Section 4:</b>	<b>How to respond to the RFP .....</b>	<b>7</b>
<b>Section 5:</b>	<b>Evaluation of Proposals.....</b>	<b>7</b>
<b>Section 6:</b>	<b>Cost.....</b>	<b>8</b>
	<b>Certification Regarding Debarment and Suspension.....</b>	<b>9</b>
<b>Section 7:</b>	<b>Terms and Conditions .....</b>	<b>10</b>
	<b>Vendor Signature Form.....</b>	<b>11</b>

## Section 1 - RFP Overview

### 1.1 Introduction

The objective of this procurement process is to select a vendor to provide the La Crosse County Highway Department with one (1) Compact Track Skid Steer Loader.

### Incurred costs

The County is not responsible for any costs incurred by the Vendor in the preparation of the proposal, participation in the Vendors' meeting, or for any other cost to the Vendor associated with responding to the RFP

## Section 2 - Proposal Submittal Instructions

### 2.1 RFP Schedule

The following is a list of the important dates for activities related to the RFP process. The County reserves the right to change these dates and will post the changes on its web site.

Activity	<i>Time</i>	Date
RFP released		5/7/19
Submission of proposals	11:00 AM	5/22/19
Public Works and Infrastructure Committee meeting*	4:00 PM	6/10/19

\*County Administrative Building  
212 North 6<sup>th</sup> Street  
La Crosse, WI  
Room 1107

\*Please note that this is the scheduled date as of the release of this RFP. It is the vendor's responsibility to be aware of Committee Meeting times and dates. This information can be accessed on the County web site at <http://www.co.la-crosse.wi.us> via clicking on the header "Meeting Minutes / Agendas" or by contacting the County Clerks office at 608-785-9623.

### 2.2 RFP location

**The La Crosse County Highway Department is going to begin using Oniva DemandStar Network as the automatic procurement information notification and document distribution system. Oniva DemandStar will also serve as the proposal collection destination.**

### 2.3 Submission of Questions

Scope of Work Questions:

Bob Boecher, Maintenance Superintendent 608-786-3841  
[rboecher@lacrossecounty.org](mailto:rboecher@lacrossecounty.org)

Procurement Process Questions:

Bryan Jostad, Finance Department, 608-785-5879  
[Jostad.bryan@co.la-crosse.wi.us](mailto:Jostad.bryan@co.la-crosse.wi.us)

### 2.4 Submission of Proposals

**All proposals shall be submitted in complete original form using the Oniva DemandStar Network as the automatic procurement information notification and document distribution system. Oniva DemandStar will also serve as the proposal collection destination.**

**La Crosse County Highway Department will no longer accept proposals that are mailed (UPS, Fed Ex, U.S. Postal Service) or dropped off in-person.**

Vendors may register on-line at [www.oniva/WAPP](http://www.oniva/WAPP) (not the general DemandStar website) to ensure free automatic notification of and access to RFPs, RFQs, and Bids. If your business currently subscribes to DemandStar Services, and its service territory includes the entire State of Wisconsin or a larger area, the service connecting your business to WAPP is already included in your subscription.

Proposals submitted will be marked as “Compact Track Loader”, and must be submitted to DemandStar no later than 11:00 AM, CST May 22, 2019

Proposals received after the above date and time will not be accepted.

### **2.5 Opening of Proposals**

The proposals will be publicly opened at 11:05 am, CST, May 22, 2019 in the following location:

Highway Department  
301 Carlson Road  
West Salem, WI 54669

At that time, the names of vendors who properly submitted proposals will be announced. Announcement of the names of the vendors who submitted proposals is not a guarantee that the proposals otherwise comply with the specifications of this RFP.

### **2.6 Ownership of Proposals**

All proposals submitted on time become the property of the County upon submission, and the proposals will not be returned to the Vendors. By submitting a proposal, the Responder agrees that the County may copy the proposal for purposes of facilitating the evaluation.

### **2.7 Other information**

Vendors may submit any other information that is not described in this proposal that would be beneficial to the County. If in the vendor’s opinion the County has overlooked anything material or relevant, such item(s) may be brought to the County’s attention and be included in the proposal.

### **2.8 Amendments to the RFP**

**Amendments to the RFP will be placed on the Oniva DemandSar website and can be downloaded**

### **2.9 Public Records Law**

All proposals are subject to the Wisconsin Public Records Law.

## **Section 3 Specifications, equipment, warranty and training**

**Vendors shall describe their approach to provide the equipment and service described herein, including, but not limited to:**

		VENDOR COMPLIES	
		YES	NO
<b>General:</b>	<p>The following specifications describe the minimum requirements for one (1) Compact track loader, diesel powered, enclosed cab, with roller type suspension undercarriage.</p> <p>The application for this equipment will be for highway right-a-way maintenance using various attachments.</p> <p>The equipment proposed will be 2019 or newer, of current design and regular production models for which specifications are available. Machine modifications to meet the operational and capacity requirements shall be limited to the manufacturer's published standard and operational equipment. All operating specifications are based on current SAE standards and shall be the basis for determining compliance with specified requirements.</p> <p><i>A low hour demonstrator may be considered, no older than a 2018 model year. It must be new and submitted as a separate proposal. The demonstrator must have full factory warranty to be considered for purchase.</i></p>		
<b>Demonstrator:</b>	<p>Equipment proposed by the vendor will be subject to inspection by a group of La Crosse County operators to determine viability of the loader for the Highway Department's operation.</p> <p>An example of the proposed equipment will be brought to the Highway Department shop at 301 Carlson Road, West Salem, WI. for an appraisal team to test operate and evaluate the equipment for adherence to the RFP.</p> <p>If the vendor has multiple units, the evaluation team can come to the vendor's location with prior approval.</p> <p>Demonstrations are to be set up with the Highway Shop Superintendent, with a minimum of 3 business days before the equipment is to be demonstrated.</p>		
<b>Operating Weight:</b>	10,573 lbs.		
<b>Dimensional Specs:</b>	<p>Overall Width 17.7" Tracks: 78.0"  Width with Standard Bucket: 80.0"  Length of Track on Ground: 63.7"  Turning Radius with Standard Bucket: 88"  Rollback Angle @ Carry Position: 31.5 °  Carry Position: 9.2"  Overall Operating Height: 66.6"  Length with Standard Bucket: 141.6"  Length without Attachment: 114.3"  Cab Height: 81.3"  Height to Hinge Pin: 132.0"  Ground Clearance: 7.8"  Reach @ Maximum Height: 33.6"  Dump Height with Standard Bucket: 104.3"  Dump Angle @ Maximum Height: 37°  Angle of Departure: 29°</p>		
<b>Performance:</b>	<p>Rated operating capacity: 3,325 lbs.  Rated capacity with 400 lb counter weight option: 3,575 lbs.</p>		

		VENDOR COMPLIES	
		YES	NO
	<p>Tipping load: 9,500 lbs.  Operating weight: 10,573 lbs.  Travel speed:  Low range: 6 MPH.  High Range: 11 MPH  Lift breakout force: 6,994 lbs.  Tilt breakout force: 9,237 lbs.  Push force: 9,428 lbs.  Ground pressure: 4.3 PSI</p>		
<b>Engine:</b>	<p>4 cylinder, liquid cooled, turbo-charged 92 HP diesel engine, at rated engine RPM.  258 lb/ft torque, at rated engine RPM.  Engine must meet EPA Tier 4 Emission compliance.  Spark arrestor device.  Glow plug cold weather assist.  Engine block heater  Engine shut down system: will be provided as standard equipment, which will monitor engine coolant temperature, engine oil pressure and engine RPM to prevent engine damage.</p>		
<b>Electrical Syst:</b>	<p>Battery shall be a 12 volt with a minimum of 1000 cold-cranking amps.  Alternator shall be a minimum 120 amp.  Starter shall be a 12 volt, gear type.</p>		
<b>Air Cleaner:</b>	<p>Dual element engine air filter.  Air intake pre-cleaner shall be included in the air cleaner housing.  Air filter restriction indicator.  Air intake pre-cleaner shall be included in the air cleaner housing.</p>		
<b>Cooling:</b>	<p>Hydraulically driven, variable speed cooling fan.  Cooling fan will have a reversing option.  Reversing fan shall include three modes:  - Off  - Manual Operation: Operator can momentarily reverse fan direction as desired.  - Automatic Operation: Loader will reverse the fan automatically based on fluid temperatures.  Loader shall be equipped with a dual path cooling system which brings cool, clean air from above the machine for engine and hydraulic system cooling. While at the same time removing hot air from the engine and hydrostatic area.</p>		
<b>Fuel System:</b>	<p>Fuel recirculation system that can bypass fuel cooler to aid in cold weather operation shall be standard equipment.  Fuel filter shall have a 4 micron C rating at 99.6% efficiency.  45 gallon fuel tank.  6 gallon DEF tank.</p>		
<b>SCR:</b>	<p>Loader shall require Diesel Exhaust Fluid.  Loader shall indicate when the SCR system is in Desox. (Re-generation)  An SCR DeSox Inhibit Switch shall be available.</p>		

	VENDOR COMPLIES	
	YES	NO
<p>Loader shall be equipped with a Dosing Control Unit to electronically monitor and control the performance of the SCR system.</p> <p><b>Drive System:</b> Shall have a fully hydrostatic track drive.  Transmission shall be infinitely variable tandem hydrostatic piston pumps, driving two fully reversing hydrostatic motors.  Hydrostatic piston pumps shall be belt driven from the engine.  Parking brake shall be spring applied, pressure release multi-disk brake.</p> <p><b>Undercarriage:</b> The unit will have a suspension undercarriage, which will include:  4 suspended triple flange forged steel rollers per side.  Single flange forged steel rear idlers.  Dual flange forged steel front idlers.  All steel suspension design.  Steel rollers and idlers shall be permanently sealed and lubricated requiring no routine maintenance.  Shall use austempered ductile iron sprockets.  Grease cylinder shall be used for adjustment.  Track tension shall be adjusted by adding grease to the tensioning cylinder.</p> <p><b>Rubber Tracks:</b> Rubber track shall have steel cables and embeds.  Tracks: 17.7", multi-track, wide track type rubber tracks.</p> <p><b>Hydraulic System:</b>  Pump type shall be a gear type pump for standard and high flow hydraulics.  Hydraulic pump capacity for standard flow shall be capable of providing 23 gpm (87.1 L/min) for bucket, lift arm and attachment operation.  Hydraulic pump capacity for high flow shall be capable of providing 36.6 gpm (138.5 L/min) for high flow hydraulic attachment operation.  Dual front hydraulic remote: This will allow the operation of two hydraulic functions at one time: ie. A grapple set up with a tilt attachment.  Hydraulic system shutdown shall be provided as standard equipment and shall monitor hydraulic oil temperature and hydrostatic charge pressure.  A hydraulic oil cooler shall be standard equipment.  Hydraulic filter shall be cartridge style design.  Hydraulic oil level sight gauge shall be easily visible from the loader outside.</p> <p>Variable flow auxiliary hydraulics shall be standard equipment, including:  Flush-face pressure release quick couplers.  Dual direction detent.</p> <p>Control valve shall be three spool, open center, series type, including:  Lift spool shall include a de-tent position for lift arm float function.  Front auxiliary hydraulic spool shall include a de-tent function in both forward and reverse directions.  Valve shall allow tilt to function when auxiliary hydraulics are at relief.</p> <p>Cylinders shall be a double-acting type, with a cushioning feature.  Auxiliary hydraulic hoses shall be routed inside the lift arm.  Auxiliary quick coupler block shall be mounted to the lift arm front and must be protected with steel guarding.  A feature for relieving pressure from the auxiliary hydraulics circuit shall be provided by pressing in and holding the quick couplers.  Lift circuit port relief valve shall be standard equipment.</p>		

		VENDOR COMPLIES	
		YES	NO
	<p>Auxiliary hydraulics circuit port relief valve shall be standard equipment.</p>		
<b>Controls:</b>	<p>Selectable Joystick Control system shall be available to allow operator to switch between ISO control pattern (loader direction, steering and travel speed on left hand joystick; loader lift and tilt functions on right hand joystick) or H-Pattern (left hand joystick controls lift function and left side drive function; right hand joystick controls tilt function and right side drive function).</p> <p>Speed Management will be available on the machine to allow the loader to be maneuvered at a slower travel speed, even during maximum movement of the joysticks.</p> <p>Drive Response will be available on the machine to change how responsive the loader's drive and steering systems are when the operator moves the joysticks.</p> <p>Steering Drift Compensation will be on the machine to compensate for normal variations such as track tension and wear, driving on uneven terrain such as crowned road surfaces and when using side shift attachments such as trenchers.</p> <p>Horsepower Management will be on the machine to allow the engine to operate at maximum horsepower and torque.</p> <p>Auto Idle will be on the machine to automatically reduce the engine speed to idle after a set time interval of loader drive and/or hydraulic inactivity.</p> <p style="padding-left: 40px;">Auto Idle shall be turned on or off with the press of a button.</p> <p style="padding-left: 40px;">The time interval before the engine speed reduces to idle shall be adjustable from 4 to 250 seconds.</p> <p>Lift and Tilt Compensation will be on the machine to adjust the lift and tilt control sensitivity.</p> <p>The front auxiliary hydraulics will be controlled by electrical switches located on the right hand joystick.</p> <p>Electrical switches on the joystick handles shall activate the turn signals, all attachment control functions, continuous flow control for auxiliary hydraulics, front horn and two-speed control.</p> <p>Parking brake shall be controlled by a finger operated rocker switch on left hand cab post.</p> <p>Engine starting and shutdown functions shall be controlled with a key switch.</p>		
<b>Operators Cab:</b>	<p>The machine will have a fully enclosed operators cab.</p> <p>Cab will have heat and air conditioning.</p> <p>Front door shall be a one piece curved design that opens to the side opposite of the auxiliary quick couplers.</p> <p>The front door shall be a one piece curved design that opens to the side opposite of the auxiliary quick couplers.</p> <p>HEPA cab air filter.</p> <p>Air ride seat operator's seat with arm rests.</p> <p>Lock-out seat bar with 3 point seat belt.</p> <p>The selectable joystick control system shall be mounted to the seat and shall be able to adjust independently of the seat.</p> <p>Sound reduction kits.</p> <p>Top and rear windows as standard equipment.</p> <p>Front and rear window wipers, with front intermittent wiper.</p> <p>Front and rear external operating work lights with an internal dome light.</p> <p>AM/FM radio.</p> <p>12 volt auxiliary power supply.</p> <p>Clean out holes in the foot well.</p>		



		VENDOR COMPLIES	
		YES	NO
<p>The cab will meet ISO 5006:2006: <i>Earth-moving Machinery. Operator's Field of View. Test Method and Performance Criteria</i> without aides such as rear view mirrors. Standard loader instrumentation package.</p>			
<b>Filters:</b>	Two (2) <u>complete sets</u> of all replacement filters for this equipment will be provided at time of delivery. This includes engine oil, air, fuel, cab air filters and hydraulic system filters.		
<b>Training:</b>	The equipment manufacturer will provide online access to OEM training and diagnostic programs on the equipment for a period of two (2) years from the equipment's in service date. After the two year period, the County would be able to continue the access by paying an annual access fee, which is to be determined.		
<b>Manuals:</b>	1(one) complete set of Operations, Maintenance, and Repair manuals or CD's will be provided for this equipment and all added sub-systems at the time the machine is delivered.		
<b>Warranty:</b>	The warranty period is to begin on the date of final equipment delivery to the County of La Crosse.		
<p><b>Total cost for one (1) – Diesel Powered, Compact Track Loader as specified above, F.O.B.  La Crosse County Highway Department  301 Carlson Road  West Salem, WI 54669</b></p> <p style="text-align: center;">\$ _____</p>			
<b>Equipment:</b>	<b>Make:</b> _____		
	<b>Model:</b> _____		
<p><b>Expected delivery time of the machine after receipt of a County Purchase Order: _____, 2019</b></p>			

## SPECIFICATION EXCEPTION PAGE

Write any exceptions to the above specifications, note if the exception exceeds the specification, or does not meet the specification.

## Section 4 How to respond to this RFP

4.1 Provide the information requested in Section 3

4.2 Complete the Cost Schedule page in Section 6 page 8

4.3 Complete the Certifications Regarding Suspension and Debarment on Page 9

- This document certifies that your organization has not been declared ineligible from doing business with the Federal Government
- If your organization has not been declared ineligible, then sign and include this document with your proposal

## Section 5 Evaluation of Proposals

### 5.1 Evaluation Criteria

La Crosse County will evaluate the proposals using the criteria described below.

Category	Points
Equipmentspecifications and features	30
Cost	50
Warranty	20
Total	100
Vendor History	0 to -15
Grand Total	

### 5.2 Vendor History with La Crosse County

The equipment in this RFP is crucial to an important public service performed by the La Crosse County Highway Department. As part of this evaluation, a vendor may have up to 15 points subtracted based on the vendor's past historical integrity in regards to providing required equipment specifications and supporting the performance of equipment.

**Vendors with no previous history will be scored a zero**

**Section 6 Cost Schedule**

**Equipment Manufacturer:** \_\_\_\_\_

**Equipment Model:** \_\_\_\_\_

**Cost for the purchase one (1) diesel powered compact track loader as specified above, F.O.B.:**

**La Crosse County Highway Department  
301 Carlson Road  
West Salem, WI 54669**

**\$** \_\_\_\_\_

**CERTIFICATION REGARDING DEBARMENT AND SUSPENSION**

The undersigned (authorized official signing for the applicant organization) certifies to the best of his or her knowledge and belief that the applicant defined as the primary participant in accordance with 45 CFR Part 76, and its principles:

- (1) are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from covered transactions by any Federal department or agency.
- (2) have not within a 3-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain or performing a public (Federal, State, or local) transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statement, or receiving stolen property;
- (3) are not presently indicated or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (2) of this certification; and
- (4) have not within a 3-year period preceding this application/proposal had one or more public transactions (Federal, State, or local) terminated for cause or default.

Should the applicant not be able to provide this certification, an explanation as to why should be placed after the assurances page.

The applicant agrees that it will include, without modification, the clause titled "Certification Regarding Debarment, Suspension, In-eligibility, and Voluntary Exclusion-Lower Tier Covered Transaction". Appendix B to 45 CFR Part 76 in all lower tier covered transactions (i.e., transactions with subgrantees and/or contractors) and in all solicitations for lower tier covered transactions.

VENDOR NAME \_\_\_\_\_

BY \_\_\_\_\_

Date \_\_\_\_\_

## **Section 7 - Terms and Conditions**

**7.1** The County reserves the right to accept or reject any or all proposals or portions thereof without stated cause.

**7.2.** The County reserves the right to re-issue any requests for proposals.

**7.3.** Upon the selection of a finalist vendor, the County by its proper officials, employees, or agents shall attempt to negotiate and reach a final agreement with this vendor. If the County, for any reason, is unable to reach a final agreement with this vendor; the County reserves the right to reject such vendor and negotiate a final agreement with the vendor who has the next most viable proposal. The County may also elect to reject all proposals and re-issue a request for proposal.

**7.4** Clarification of proposals: The County reserves the right to obtain clarification of any point in a vendor's proposal or obtain additional information.

**3.5** The County is not bound to accept the proposal with the lowest cost, but may accept the proposal that demonstrates the best ability to meet the needs of the County.

**7.5.1** The County will award the purchase to the vendor whose proposal is most advantageous to the County. In determining the most beneficial offer, the County will consider such criteria as, but not limited to, cost, quality/workmanship, capability, standardization, major and minor exceptions to our specifications, superior design features, warranty, delivery, past experience, installation, equality, discount, customer satisfaction, bidder's past performance and/or service reputation, and servicing capabilities. The County may opt to establish alternate selection criteria to protect its best interest, or to meet performance and operational standards.

**7.6** The County reserves the right to waive any formalities, defects, or irregularities in any proposal, response, and/or submittal where the acceptance, rejection, or waiving of such is in the best interests of the County.

**7.7** The County reserves the right to disqualify any proposal, before or after opening, upon evidence of collusion, intent to defraud, or any other illegal practice on the part of the vendor.

**7.8** The Vendor agrees to the fullest extent permitted by law, to indemnify, defend and hold harmless, the Purchaser, and its agents, officers and employees, from and against all loss or expense including costs and attorney fees by reason of liability for damages including suits at law or in equity, caused by any wrongful, intentional, or negligent act or omission of the Vendor, or its (their) agents and / or sub-contractors which may arise out of or connected with activities covered by this contract.

**7.9** The selected vendor shall not subcontract or assign any interest in the contract and shall not transfer any interest in the same without prior written consent of the County.

**7.10** No reports, information, or data given to or prepared by the firm under contract shall be made available to any individual or organization by the firm without the prior written approval of the County.

**7.11** Should the selected vendor merge or be purchased by another individual or firm contract continuation would be at the County's option.

**7.12** Brand names and brand specific specifications are used to establish general characteristics and standards of quality and performance. They are not used to limit competition. Vendors are encouraged to propose substitutes they consider equal to or better than what is specified and to state such substitutions on the exceptions page. Failure to list substitutions on the exceptions page may cause rejection of the bid, even at the time of delivery.

**Vendor Signature Form**

Description of bid or proposal \_\_\_\_\_

Name of Vendor \_\_\_\_\_

Legal Name of Vendor \_\_\_\_\_

Street Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone Number \_\_\_\_\_

The enclosed bid/proposal is true and correct to the best of my knowledge.

I understand that La Crosse County reserves the right to accept or reject any or all bids without stated cause. I also understand that La Crosse County may allocate said bids in any way most advantageous to the County.

Authorized Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

Federal Identification Number \_\_\_\_\_

**End of RFP**

