

Tender 4 of 2010/11 - Supply & Delivery of a Motor Grader

Tenderer	Hitachi Construction Machinery Aust. 111 McDowell St Welshpool 6106	Westrac P/L 1 Wilson Rd Bunbury WA 6230	Westrac P/L 1 Wilson Rd Bunbury WA 6230	CJD Equipment P/L 10 Kerr St Picton WA 6229	Komatsu Aust. P/L 33 McCombe Rd Bunbury WA 6230	Hitachi Construction Machinery Aust. 111 McDowell St Welshpool 6106
Make & Model	John Deere 670G	CAT 120M	CAT 12M	Volvo G930	Komatsu GD555-5	John Deere 670GP
Operational Weight	18,591kg	16,900kg	17,670kg	18,750kg	18,120	18,120kg
Hydraulics	Closed centre	Cat load sensing	Cat load sensing	Load sensing	Komatsu Hydraumind	Closed centre
Engine Power (Kw)	9.0 lt, 145kw, 195hp	6.6 lt, 104kw,	6.6 lt, 118-129kw,	7.1 lt, 115kw,155hp, 906Nm@1200rpm	6.69 lt, 146kw, 196hp@ 1450rpm	9.0 lt, 145kw, 195hp
Transmission	8 Forward/8 Reverse	8 Forward/8 Reverse	8 Forward/8 Reverse	11 Forward/6 Reverse	8 Forward/4 Reverse	8 Forward/4 Reverse
Tyres	Bridgestone 14.00 R24			Michelin 1400x24xGLA	Bridgestone 14.00 R24	Bridgestone 14.00 R24
Min Turn Radius	7.21m	7.4m	7.4m	7.265m	7.3m	7.21m
Fuel Tank	416.4 Litres	378 Litres	378 Litres	340 Litres	416 Litres	416 Litres
Air Conditioning	Air Suspension	Cat	Cat	Volvo	Komatsu	Air Suspension
Window Tinting	Darkest allowable	Local	Local		Protec Premium 3D	Darkest allowable
External Mirrors	Included			Included	Included	Included
Fire Extinguisher	Included	\$950	\$950	\$443	Included	Included
Workshop Manuals	Included	\$2800	\$2800	\$1380	Included	Included
Stereo radio cassette CD	Included	\$950	\$950	\$690	Included	Included
Heavy duty cloth seat covers*	Included	\$275	\$275	\$288	Included	Included
Radio suppression equipment	Included	\$250	\$250	Included	Included	Included
Floor Coverings*	Included			Included	Included	Included
Convertor*	Included			Included	12v system	Included

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2x Flashing amber beacons	Included	\$950	\$950	\$1610	Included	Included
LED Taillights-E/O	Included			\$357	Included	Included
Reversing Lights*-E/O		na	na	Included	Included	
Sets of Spare Keys	2	2		2	3	2
Full Warranty	12mths or 2000hrs	36mths or 6000hrs	36mths or 6000hrs	12mths or 2500hrs	60mths or 6000hrs	12mths or 2000hrs
Vehicle Price inc GST	\$355,300	\$329,670	\$361,790	\$347,600	\$358,775	\$379,500
Less Trade-in	\$82,500	\$55,000	\$55,000	\$66,000	\$71,500	\$82,500
Total cost inc GST	\$272,800	\$274,670	\$306,790	\$281,600	\$287,275	\$297,000
Total non-standard items.		\$6175	\$6175	\$4768		
Total Cost inc non-standard items	\$272,800	\$280,845	\$312,965	\$286,368	\$287,275	\$297,000

Evaluation Criteria and Assessment:

Tenderer #	MAKE	MODEL	Criteria A Score 20%	Criteria B Score 30%	Criteria C Score 40%	Criteria D Score 10%	Sub Total (100%	Weighting Score	Vehicle Price	Trade In Price	Weighted Price
Hitachi	John Deere	670G	7	29	40.00	6	82.00	1.00	\$272,800.00	\$82,500.00	\$272,800.00
Westrac	CAT	120M	19	20	38.85	9	86.85	0.94	\$280,845.00	\$55,000.00	\$265,161.66
CJD Equipment	Volvo	G930	8	23	38.10	6	75.10	1.09	\$286,368.00	\$66,000.00	\$312,678.77
Komatsu P/L	Komatsu	GD555-5	19	29	38.00	9	95.00	0.86	\$287,275.00	\$71,500.00	\$247,963.68
Hitachi	John Deere	670GP	7	29	37.00	6	79.00	1.04	\$297,000.00	\$82,500.00	\$308,278.48
Westrac	CAT	12M	19	20	34.86	9	82.86	0.99	\$312,965.00	\$55,000.00	\$309,716.75

Evaluation Criteria	Weighting
(A) Task Suitability	
Operator Occupational Health & Safety	
Serviceability and Reliability	
Spare Parts and Service, Technical backup & Warranty	20%
Practicability (operator assessment)	
(B) Specification	
Compliance with Specification	30%
Shire of Denmark Fleet Standardisation	
(C) Price	
Price of unit offered	40%
Annual Depreciation	
(D) Councils Regional Price Policy (see attached)	
Local supply content advantage	10%