



State of South Carolina

Invitation For Bid

Amendment 1

Solicitation: 5400010280
 Date Issued: 12/1/2015
 Procurement Officer: SHEILA O. WILLIS, CPPB
 Phone: 803-737-4417
 E-Mail Address: swillis@mimo.sc.gov
 Mailing Address: SFAA, Div. of Procurement Services, MMO
 PO Box 101103
 Columbia SC 29211



ORIGINAL

DESCRIPTION: **SW Backhoes (Medium, Heavy & Super Duty) & Motor Graders (Heavy Duty)**

USING GOVERNMENTAL UNIT: **Statewide Term Contract**

RECEIVED

The Term "Offer" Means Your "Bid" or "Proposal". Your offer must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior. See "Submitting Your Paper Offer or Modification" provision.

SUBMIT YOUR OFFER ON-LINE AT THE FOLLOWING URL: <http://www.procurement.sc.gov> **Procurement Management Office**

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES: **11:00 A.M.**

MAILING ADDRESS:
 SFAA, Div. of Procurement Services, MMO
 PO Box 101103
 Columbia SC 29211

PHYSICAL ADDRESS:
 SFAA, Div. of Procurement Services, MMO
 1201 Main Street, Suite 600
 Columbia SC 29201

SUBMIT OFFER BY (Opening Date/Time): **12/17/2015 11:00:00** (See "Deadline For Submission Of Offer" provision)

QUESTIONS MUST BE RECEIVED BY: **12/08/2015 17:00:00** (See "Questions From Offerors" provision)

NUMBER OF COPIES TO BE SUBMITTED: **One (1) original hardcopy** marked "Original", **One (1) hardcopy** marked "Copy" on CD/USB Drive & **One (1) Redacted Copy** via electronic media (marked "redacted") (See "Submitting Redacted Offers" provision Section IV., "Submitting Confidential Information" Section II.A., & "Electronic Copies-Required Media & Format" provision Section II.B.)
Initial here if NO redacted copy is necessary _____

CONFERENCE TYPE: ~~Pre-Bid Conference~~
DATE & TIME: ~~11/24/2015 10:00:00~~

LOCATION: ~~SFAA, Div. of Procurement Services, MMO
Capitol Center Building
1201 Main Street, Suite 600
Columbia, SC 29201~~

(As appropriate, see "Conferences - Pre-Bid/Proposal" & "Site Visit" provisions)

AWARD & AMENDMENTS

Award will be posted on **12/31/2015**. The award, this solicitation, any amendments, and any related notices will be posted at the following web address: <http://www.procurement.sc.gov>

You must submit a signed copy of this form with Your Offer. By signing, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of thirty (30) calendar days after the Opening Date. (See "Signing Your Offer" provision.)

NAME OF OFFEROR
Hills Machinery Company, LLC

(full legal name of business submitting the offer)

Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror. The entity named as the offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

AUTHORIZED SIGNATURE

(Person must be authorized to submit binding offer to contract on behalf of Offeror.)

DATE SIGNED
December 17, 2015

TITLE
Government Sales Manager

(business title of person signing above)

STATE VENDOR NO.
7000154890
(Register to Obtain S.C. Vendor No. at www.procurement.sc.gov)

PRINTED NAME
James F. Hicklin Jr

(printed name of person signing above)

STATE OF INCORPORATION
South Carolina
(If you are a corporation, identify the state of incorporation.)

OFFEROR'S TYPE OF ENTITY: (Check one) (See "Signing Your Offer" provision.)

Sole Proprietorship Partnership Other _____
 Corporate entity (not tax-exempt) Corporation (tax-exempt) Government entity (federal, state, or local)

PAGE TWO

(Return Page Two with Your Offer)

<p>HOME OFFICE ADDRESS (Address for offeror's home office / principal place of business)</p> <p>Hills Machinery Company, LLC 1014 Atlas Way Columbia, SC 29209</p>	<p>NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent.) (See "Notice" clause)</p> <p>Hills Machinery Company, LLC 1014 Atlas Way Columbia, SC 29209</p> <p>803-658-0200 803-233-4482 _____ Area Code - Number - Extension Facsimile jhicklin@hillsmachinery.com _____ E- mail Address</p>
---	---

<p>PAYMENT ADDRESS (Address to which payments will be sent.) (See "Payment" clause)</p> <p><input checked="" type="checkbox"/> Payment Address same as Home Office Address <input type="checkbox"/> Payment Address same as Notice Address (check only one)</p>	<p>ORDER ADDRESS (Address to which purchase orders will be sent) (See "Purchase Orders and "Contract Documents" clauses)</p> <p><input checked="" type="checkbox"/> Order Address same as Home Office Address <input type="checkbox"/> Order Address same as Notice Address (check only one)</p>
--	---

ACKNOWLEDGMENT OF AMENDMENTS
Offerors acknowledges receipt of amendments by indicating amendment number and its date of issue. (See "Amendments to Solicitation" Provision)

Amendment No.	Amendment Issue Date						
1	12/1/15						

DISCOUNT FOR PROMPT PAYMENT (See "Discount for Prompt Payment" clause)	10 Calendar Days (%) 0%	20 Calendar Days (%) 0%	30 Calendar Days (%) 0%	_____ Calendar Days (%) 0%
--	----------------------------	----------------------------	----------------------------	-------------------------------

PREFERENCES - A NOTICE TO VENDORS

Preferences do not apply to a single unit of an item with a price in excess of fifty thousand dollars (\$50,000) or a single award with a total potential value in excess of five hundred thousand dollars (\$500,000) Reference 11-35-1524 (E) (2) of the SC Consolidated Procurement Code and Regulations

PREFERENCES - ADDRESS AND PHONE OF IN-STATE OFFICE:

Not applicable to this procurement

VIII. BIDDING SCHEDULE / PRICE-BUSINESS PROPOSAL

BIDDING SCHEDULE (NOV 2007)

NOTE: The quantities below are estimates for a 1-year period. These numbers are based on prior purchasing history. The quantities are subject to change.

Line Number	Quantity	Unit of Measure	Unit Price	Extended Price
0001	12.000	each	\$54,721.33	\$656,655.96
Product Catg.: 76004 - Backhoe/Loader Combination				
Item Description: Medium-Duty Backhoe				

Line Number	Quantity	Unit of Measure	Unit Price	Extended Price
0002	10.000	each	\$62,537.00	\$625370.00
Product Catg.: 76004 - Backhoe/Loader Combination				
Item Description: Heavy-Duty Backhoe				

Line Number	Quantity	Unit of Measure	Unit Price	Extended Price
0003	10.000	each	\$75,233.85	\$752,338.50
Product Catg.: 76004 - Backhoe/Loader Combination				
Item Description: Super-Duty Backhoe				

Line Number	Quantity	Unit of Measure	Unit Price	Extended Price
0004	10.000	each	No Bid	No Bid
Product Catg.: 76033 - Graders Motorized				
Item Description: Heavy-Duty Motor Grader				

ATTACHMENT A
QUESTIONNAIRE

(To be completed and returned with bid)

MAKE and MODEL of BACKHOE LOADERS

Size Category of Backhoe Loader	Make	Model
Medium Duty	Case	580N EP
Heavy Duty	Case	580SN
Super Duty	Case	590SN

CHARACTERISTICS

Size Category of Backhoe Loader	Weight (As Bid) in Pounds	Wheelbase in Inches	Number of Engine Cylinders	Engine Net Horsepower	Number of Forward Gear Speeds	Number of Reverse Gear Speeds	Max Speed Fwd on level Ground in MPH
Medium Duty	15,810	84	4	72	4	4	21.3
Heavy Duty	19,067	84	4	95	4	4	24.0
Super Duty	20,532	84.5	4	108	4	4	25.2

LOADER BUCKET (Front End)

Size Category of Backhoe Loader	Lift Capacity to full height in Pounds	Bucket Capacity in Cubic Yards	Bucket width in Inches	Dump Clearance in Inches	Reach at max Dump Clearance in Inches
Medium Duty	6,503	1.03	82	104	26.7
Heavy Duty	7,044	1.29	93	106	31.5
Super Duty	8,202	1.3	93	107	29.2

LOADER BACKHOE (Rear End)

Size Category of Backhoe Loader	Boom Lift Capacity in Pounds at 10 ft.	Digging Depth	Max Reach in Inches	Bucket Width in Inches	Dump Clearance in Inches	Bucket Breakout Force in Pound Foot	Crowd Digging Force in Pound Foot
Medium Duty	2,966	15'	222	24	139	11,517	6,710
Heavy Duty	3,784	14' 6"	218	24	145	14,452	9,070
Super Duty	4,456	15' 6"	235	24	157	15,853	11,080

SUPPLEMENTAL QUESTIONS

Is the transport width of the backhoe loader(s) you've bid no greater than 97 inches? (Yes or No) Yes

Will the backhoe loader(s) you've bid run on B20 biofuel diesel? (Yes or No) Yes

Is/Are the engine(s) bid on the backhoe loader(s) Tier IV compliant? (Yes or No) Yes

Does/do the backhoe loader(s) you've bid have a hydraulic reverser? (Yes or No) Yes

Where are your service facilities located? *2 Current Locations:

1) 1014 Atlas Way, Columbia, SC 29209

2) 7168B Cross County Road, North Charleston, SC 29418

*a 3rd South Carolina branch is scheduled to open 1Q2016 in Greenville, SC at 11 Dixie Circle, Greenville, SC 29605

BRAKES (Describe): Individually applied, power assisted, hydraulically actuated, maintenance-free, self-adjusting, outboard mounted, wet disc

REPLACEMENT PARTS (List AC, Fram, Wix, Donaldson, or Baldwin part number):

Air filter Case 87682993

Oil filter Case 504075145

Fuel filter/water separator Case 84559022

Hydraulic filter Case 84475948

Transmission filter Case 84255607

SERVICE LITERATURE (List title and manufacturer's part number for each manual to be furnished): _____

Operator Manual: Case TLB OM

Service Manual: Case TLB SMCD

Parts Manual: Case TLB PCCD

LUBRICANTS (List SAE grade and API classification, as needed for South Carolina conditions, and list Shell, Exxon, Texaco, or Citgo product name):

Engine oil Case #1 Engine Oil / 15W40 / CJ4

Transmission fluid Case Engine Oil / 15W2/0 / CJ-4

Hydraulic oil Case Hy-Tran Ultra

Differential oil Case 80W90

Brake fluid Case Hy-Tran

WARRANTY (Describe): Standard 12 month/unlimited hour factory warranty and 24 month/2000 hour engine warranty. Included in this price is an additional warranty for powertrain and hydraulics to cover a total of 36 months or 5000 hours.

TRAINING AND TRAINING MATERIALS (Describe): Operator training dvd and onsite operator training will be provided

GENERAL: Where is unit manufactured? Burlington, IA

When will current production period end? Unknown

What is model number of the succeeding unit? Unknown

How many authorized dealers in South Carolina? One

Does this unit meet full OSHA requirements? Yes

ATTACHMENT C

CERTIFICATION FORM

****MUST BE COMPLETED & RETURNED WITH BID SUBMITTAL****

NAME OF MANUFACTURER: CNH Industrial America LLC

ADDRESS: 621 State Street
Racine, WI 53402

NAME OF BIDDER: Hills Machinery Company, LLC

ADDRESS:
1014 Atlas Way
Columbia, SC 29209

THIS SERVES AS CONFIRMATION THAT THE ABOVE NAMED BIDDER IS AN
AUTHORIZED DISTRIBUTOR/DEALER FOR:
CASE Construction, a brand of CNH Industrial America LLC (MANUFACTURER)

AND IS AUTHORIZED TO PROVIDE **SERVICE & WARRANTY WORK** TO END USERS
OF THE STATE OF SOUTH CAROLINA CONTRACT FOR MOTOR GRADERS (HEAVY
DUTY), BACKHOES (MEDIUM, HEAVY DUTY & SUPER DUTY), OR BOTH,
PURSUANT TO THE TERMS AND CONDITIONS OF THE CONTRACT.

Heidi Hansen (Signature of Manufacturer's Representative)

Heidi Hansen (Printed name of Manufacturer's Representative)

Manager, Network Development (Title of Manufacturer's Representative)

11/18/15 (Date Signed)



Performance you can count on

Equipment • Parts • Service • Rentals

Phone: 803-658-0200

Fax: 803-233-4482

Prepared for:

December 17, 2015

Sheila O. Willis
Procurement Manager
South Carolina State Fiscal Accountability Authority
1201 Main St, Suite 600
Columbia, SC 29201

RE: Qualifications

Hills Machinery Company, LLC
South Carolina Vendor Number: 7000154890
F.E.I.N: 26-0671992

Ms Willis,

Hills Machinery Company, LLC conducts business throughout South Carolina and North Carolina. Operations currently include six, full service, branch locations employing approximately 68 individuals, with a seventh branch projected to open in the first quarter of 2016 in Greenville, SC. Each branch includes a Service Department that is capable of performing repair services, and factory authorized to perform and administer warranty work. These services are performed at branch shop locations as well as in the field by factory trained mobile technicians with company owned service trucks. Each branch also includes a Parts Department that is factory authorized to distribute OEM parts. A listing of each South Carolina location, including Service Manager and Parts Manager contact information, can be found on the following page. Further company detail can also be viewed at: www.hillsmachinery.com.

Sincerely,

Jimmy Hicklin
Government Sales Manager
Hills Machinery Company, LLC
1014 Atlas Way
Columbia, SC 29209
803-467-3105 *mobile*
803-658-0200 *office*
803-233-4482 *fax*
jhicklin@hillsmachinery.com
www.hillsmachinery.com

South Carolina Locations

1) Columbia
1014 Atlas Way
Columbia, SC 29209

Toll Free: 888-830-5939
Phone: 803-658-0200
Fax: 803-233-4482

SC Operations Manager
Stephen Davis
sdavis@hillsmachinery.com

Parts
Jeff Manchester
jmanchester@hillsmachinery.com

Service Manager
Nick Walker
nwalker@hillsmachinery.com

3) Greenville -- (coming 1Q2016)
11 Dixie Circle
Greenville, SC 29605

Branch Manager
Stony Gilmore
sgilmore@hillsmachinery.com

2) Charleston
7168B Cross County Road
North Charleston, SC 29418

Toll Free: 866-830-7577
Phone: 843-225-9377
Fax: 843-225-9378

SC Operations Manager
Stephen Davis
sdavis@hillsmachinery.com

Parts
Donald Howard
dhoward@hillsmachinery.com

Service Manager
Paul Caldwell
pcaldwell@hillsmachinery.com



Performance you can count on

Equipment • Parts • Service • Rentals

Phone: 803-658-0200

Fax: 803-233-4482

Additional Information

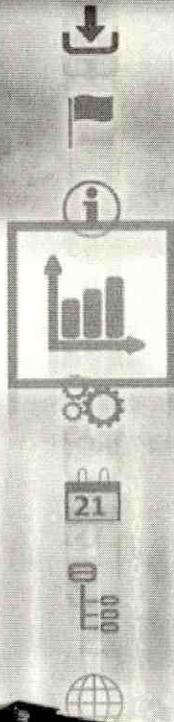
Re: Solicitation Number: 5400010280

Bid Schedule Line Items 1, 2, and 3

The three models offered, Case 580 N EP, Case 580 SN, and Case 590 SN, come with SiteWatch Telematics, including all hardware and a 3 year advanced data subscription, as standard equipment at no extra charge. Further information regarding SiteWatch can be found in the attached brochure.

CASE
CONSTRUCTION

Site**Watch**[™]





Remote. Control.

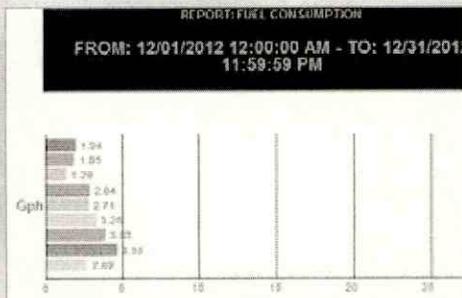
CASE SiteWatch™ telematics breaks the boundaries of fleet management by allowing you to monitor and manage multiple machines and jobsites from your office, wherever that may be. No more manually tracking down engine hours and fuel levels. Get vital machine performance, location and utilization data remotely sent to you in real time, all the time, to keep crews accountable and projects running efficiently.

INCREASED PRODUCTIVITY

Idle time burns, working time earns. SiteWatch provides real-time analytics to make it easy for you to track, measure and manage engine idle time, fuel levels and machine performance throughout the workday. It allows you to address inefficiencies and cut down on operating costs.

ACCURATE JOB COSTING

Accurate tracking of machine usage and performance is key to reliable forecasting and bids. SiteWatch makes it simple to get a detailed picture of your fleet's capabilities and minimizes manual data entry so you can allocate your resources more effectively.



Analyze fuel use and performance

Equip/Inst	Date	Actual Engine Phrs. ..	Actual fuel consump. ..	GEF Tank Level (%)	Engine Coolant Temp. ..
WL 0011036600 1121F	03/04/2013 0	0.0000	0.00000	79.2200	25.2
WL 0011036600 1121F	03/04/2013 0	0.0000	0.00000	90.0000	26.0
WL 0011036600 1121F	03/04/2013 0	22.0000	2.78800	100.0000	134.0
WL 0011036600 1121F	03/04/2013 0	19.0000	2.15648	100.0000	162.4
WL 0011037193 1121F	03/04/2013 0	15.0000	1.28737	90.0000	145.4
WL 0011037193 1121F	03/04/2013 0	14.0000	1.22333	90.0000	161.6
WL 0011037193 1121F	03/04/2013 0	2.0000	2.82884	90.2000	180.0
WL 0011037193 1121F	03/04/2013 1	48.0000	0.30150	80.0000	150.0
WL 0011037193 1121F	03/04/2013 1	29.0000	4.23004	80.0000	180.0
WL 0011037193 1121F	03/04/2013 1	29.0000	4.90240	80.0000	183.0

Get operation details from the machine

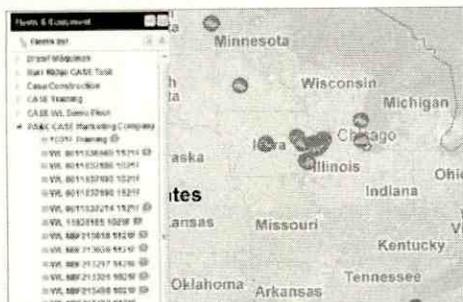
CUSTOMIZED DATA

SiteWatch monitors 12 parameters (8 customizable)– more than any other competitive solution.



DEPENDABLE SECURITY

Protect your fleet with features such as **machine curfew**, **geofencing** and **motion detection** – one of the only services that tracks machine movement even when the machine is turned off. Not only will SiteWatch send text or email messages whenever unauthorized usage or movement occurs, but if a machine does leave the premises, the system can aid in tracking and recovery as well.



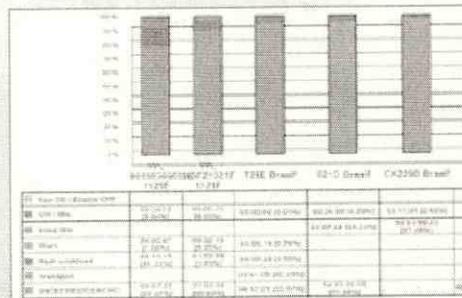
Locate your machines and receive alerts

SIMPLIFIED MAINTENANCE

Stay a step ahead of machine maintenance. Track maintenance history, set automatic alerts and have reminders sent via text, email or both to you and your dealer. It gives your team time to prepare and you one less thing to remember.

FLEXIBLE REPORTING

Have up-to-the-minute spreadsheets at the ready and customize the information received to meet your needs. Plus, the SiteWatch application programming interface (API) enables you to aggregate data from several telematics systems into a single database for simple, **mixed-fleet data management**.



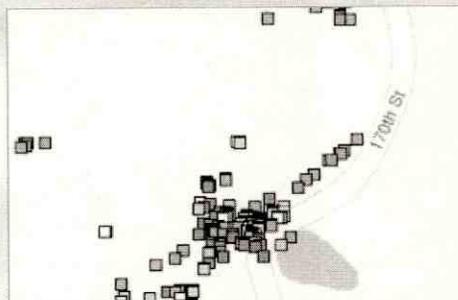
Compare how your machines are being used

PROACTIVE DEALER SUPPORT

With SiteWatch, your CASE dealer is also able to monitor your fleet and receive equipment alerts. This enables them to help diagnose issues remotely, minimize service response time, pinpoint part needs and give you some extra backup to oversee your operation.

EFFICIENT UTILIZATION

Get the most from your fleet and offset rental costs by identifying under- or over-used machines. Improve job assignment effectiveness and make informed adjustments of equipment or crew as needed.



Check machine utilization around the site



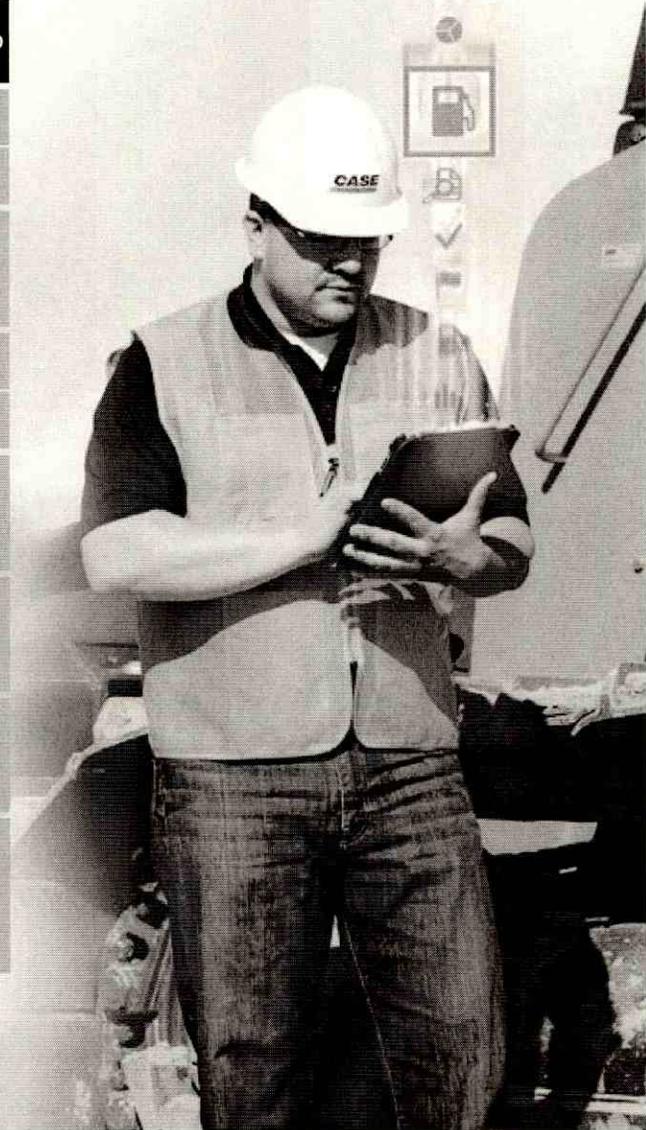
Run your operation from any location.

Experience the ultimate in remote fleet management with CASE SiteWatch. You get real-time performance metrics, idle-time analytics, scheduled maintenance intervals and programmable security alerts sent to any computer, anytime, anywhere.

SiteWatch is available in two convenient subscriptions – Basic and Advanced.

Talk to your CASE dealer to see which subscription is right for your business needs.

PLAN FEATURES		BASIC	ADVANCED
 Fleet Management	Locating and pinging machines for project management	✓	✓
	Machine hour reporting	✓	✓
 Planned Maintenance	Plan and prepare for maintenance intervals (ordering parts, scheduling)	✓	✓
 Security	Geofencing: Real-time notification of unplanned movements	✓	✓
	Curfew	✓	✓
 Utilization Analysis & Reporting	Reporting: Machine run times, idle time vs. operation, travel time, machine utilization by location	✓	✓
 Performance Analysis	Engine load data to compare machines and operators to identify operation trends		✓
 Fuel Info & Reporting	Fuel rate and consumption data to track fuel use for one machine or a fleet		✓
 Machine Health Parameters	Track machine operating characteristics: Temperatures, pressures, alerts for out-of-range parameters and CAN-bus parameters for diagnostics and troubleshooting		✓



CASE
CONSTRUCTION

Site**Watch**™

See SiteWatch
in action:



Visit CaseCE.com/SiteWatch

© 2013 CNH America LLC. All rights reserved. CASE is a registered trademark of CNH America LLC.
Form No. CCE201305SW