

# The *Bell* Ringer Volume V

## Bell Equipment Awarded State of Michigan MiDeal Purchasing Contract

Many of our municipal and governmental customers have benefitted over the years by utilizing the State of Michigan's MiDeal contracts for purchasing items such as pick-up trucks, road salt, fuel and tires to name a few.

We are pleased to announce the awarding of Contract # 071B1300075 for "Safety Work Zone, Street Sweeping and Snow & Ice Control Equipment" which includes Addco Portable Changeable Message Signs, Addco/Galaxy Portable Traffic Signal Systems, Elgin Street Sweepers and Epoke Salt & Liquid Spreaders. You are now able to purchase these items off of the "State Contract".

Contract and pricing information can be accessed by visiting the MiDeal web site [www.michigan.gov/localgov](http://www.michigan.gov/localgov) and clicking on "Complete List of Contracts". You will find our contract on page 10. Contract can also be accessed by visiting our web site [www.bellequip.com](http://www.bellequip.com). Direct link can be found under the "News & Event" section of our web site.



## Street Sweeper Rentals



Need to rent a sweeper? We have both mechanical and air machines available for daily, weekly, monthly or longer rentals. Rent-to-own programs are also available. Unit delivery, pick-up and operator training can also be provided. Call us today for rates and availability.

## Saginaw County Road Commission First in US to Utilize Epoke Epo Therm System

This past October, the Saginaw County Road Commission took delivery of seven Epoke 3800 AST (Advanced Spreading Technology) salt spreaders. These units were equipped with the Epoke Epo Therm automated ground based temperature system which automatically adjusts application rates based on road surface temperatures. Although there are many Epoke fleets throughout North America, Saginaw County was the first to utilize the Epo Therm system.

Already committed to the reduction of salt and the cost savings that accompany the practice, Saginaw County had implemented the use of liquids a few years ago. The Epokes have enhanced this program and will increase their salt savings and route efficiencies for many years to come.



## Bell Equipment Named MB MSV Municipal Tractor Dealer for MI & OH

Effective January 1<sup>st</sup>, Bell Equipment became the exclusive authorized dealer for the MB Multi Service Vehicle (MSV) for the entire States of Michigan and Ohio. Based out of New Holstein, Wisconsin, the MB MSV is the only US made tractor in its class. MB is recognized world-wide as a high quality manufacturer and supplier of airport maintenance equipment, striping machines and tractor attachments.

Ideal for many municipal and airport applications such as snow removal and turf maintenance, the MB MSV is a four wheel driven, articulated, multi-purpose work horse. Bell Equipment Company has recently taken delivery of our own demo unit. Call and arrange a demonstration in your City today.



## **Bell Equipment Parts Department**

The Bell Equipment parts professionals take great pride in serving all of your needs in order to maintain your World Class equipment.

Here are just a few of the top manufacturers that we service: Elgin street sweepers, Heil refuse equipment, Epoke bulk and towed spreaders, Cargill brine makers, Wayne Engineering refuse equipment, Avalanche and Wausau snow plows, and United Rotary street sweeper brooms.

We have a full staff of factory trained technicians to assist you as well.

We have a large inventory of parts available for immediate delivery – we also stock Ameri-Kan rear load dumpsters and Toter curbside refuse carts.

We offer free daily parts delivery to customers in the metropolitan Detroit area, and same day shipping for orders placed before 5:00 PM.

At the Lake Orion facility, Steve Sauer and Josh Calabris are available to assist you.

You may contact them by phone (866-597-0716), fax (248-370-0088), or email ([ssauer@bellequip.com](mailto:ssauer@bellequip.com) or [jcalabris@bellequip.com](mailto:jcalabris@bellequip.com))

Scott Cunningham runs our Mobile Parts Warehouse – you may contact him at 586-506-6017.

Our specialist for Western and Northern Michigan is Bob Boruta, who also has an extensive service background – please feel free to contact him at 248-760-5169.

Located in Ohio? We have a facility located in Mansfield – Randy Hubler will accommodate all of your needs. He can be reached by phone at 888-666-7266, by fax at 419-589-2355, or by email at [rhubler@bellequip.com](mailto:rhubler@bellequip.com).

We are proud to say that we have well over 80 years of combined experience, and look forward to serving you.

## **From the Service Department**

During any given year Bell Equipment Co. delivers a number of Elgin street sweepers, Heil refuse trucks plus 25 other products we sell and service. We at times receive Tech Tips, Service Bulletins and though they are few, sometimes a product recall is issued. We address the recalls in a similar fashion as the auto dealers do, however we also make service calls. In the event there is a recall, the customer will be notified, usually by the company which manufactured the product. Unless the recall requires major repair or a service that cannot be performed in the field we will perform the recall at the customer's location in a reasonable time.

In the summer of 2011 we will be offering an inspection service for the many customers who have purchased an Epoke spreader (truck mount models). It includes a number of checks including lubrication and filter change for a nominal fee. We will be notifying customers of this service in the very near future. Call us for all your service needs. We are factory trained on many types of street sweepers, refuse trucks, snow and ice equipment as well as other products.

John Horvath, Service Manager

## **Village of Decatur Purchases LP Crosswind**

The Village of Decatur recently took delivery of their new Elgin Crosswind. Martin Super, Village Manager, worked diligently for three years to procure a CMAQ (Congestion Mitigation and Air Quality) Grant that enabled the Village to purchase a new regenerative air sweeper.

CMAQ funding is available to counties whom the EPA deems to have very poor air quality. The entity then has to establish the improvement of the emissions on their old piece of equipment, compared to a new unit.

Dale Avery, Director of Public Works, did his due-diligence by having Vendors bring their units in for evaluation. They then had a pre-bid meeting to collectively choose the option content and formulate a specification.

They chose the Freightliner M2 Chassis due to the logistics of the nearest dealer, and the Freightliners progressive stance on alternative fueled chassis. The Sweeper is capable of having enough fuel to be equivalent of 57 Gallons of Diesel, and will be provided by a local Farm Supply establishment.

The Village will begin using their new sweeper this spring.



## Get Green Columbus

City of Columbus orders (7) more automated side load refuse trucks, (3) with compressed natural gas, "CNG" and (4) with hydraulic assist "HLA" increasing City of Columbus green fleet of trucks.

In 2004, the EPA officially, designated six central Ohio counties as non-attainment for failing to meet federal standards for either/both ozone and PM2.5 pollution. Columbus is located in three of these counties. According to EPA estimates an average refuse truck emits 9 tons of air-pollutants per year through exhaust emissions.

Mayor Coleman announced his "Get Green Columbus" initiative in January, 2005. Refuse Fleet, received their first CNG rear-loader in mid 2009. Along with reduced emissions, CNG typically costs between 25-50% less per mile of operation than diesel.

The main impediment to the operation of CNG vehicles has been the lack of fueling stations. Columbus has been using a county CNG fuel site. However Fleet Management has been awarded a grant to construct a fast fill fueling station at the Fleet facility on Groves Road. This fueling station is expected to be operational by the fall with additional fueling stations in the planning stages.

The city ordered (4) automated side loaders with (HLA) options. The automated side load refuse truck is an ideal application for the HLA system because of the stop and go duty cycles. During braking, approximately 70% of the kinetic energy is stored in the high pressure accumulator. During acceleration the energy is released to assist in the acceleration of the truck. With a typical payback of 2-3 years on a refuse truck application and reduced emission the HLA is another option for the City of Columbus to reach their "Get Green Columbus" goals.



## Annual Open House & Equipment Show

Our 16<sup>th</sup> Annual Open House & Equipment Show will take place on Thursday, May 19<sup>th</sup> at our headquarters in Lake Orion, MI. This is an excellent chance to see the latest in refuse, recycling, street sweeping, leaf collection and snow & ice control equipment. Numerous factory representatives will also be on hand. The now infamous BBQ buffet lunch will also be served! Invites will go out during the month of April. All are welcome to attend.



## City of Taylor and Midwestern Sanitation enter into unique public/private Partnership

After 15 months of hard work and negotiations back and forth, the City of Taylor and Midwestern Sanitation recently entered into a (7) Year contract for trash removal and recycling. This new contract will be a transition from manual rear load collection to automated collection for both the trash and the recycling. The city has purchased 38,600 Toter carts through Bell Equipment Company and Toter Incorporated, with each residence being given two carts. The carts will be serviced by (6) Heil Multitask drop frame automated side loaders mounted on Mack LEU truck chassis also purchased through Bell Equipment Company. The unique part of this contract is that the City of Taylor will own the trucks and lease them back to Midwestern Sanitation, with the city providing the fuel and Midwestern providing the insurance and maintenance for the trucks. David Mackie, the Executive Director of Public Works for Taylor estimates that this new contract will save the City of Taylor approximately \$300,000.00 when compared to the last contract. In trying to do more with less and thinking outside of the box, the City of Taylor, Midwestern Sanitation, Bell Equipment Company, the Heil Company, and Toter Incorporated all worked in unison to show that Public/Private partnerships can and do work! Please contact Bell Equipment Company today to see if we can help you create similar programs that may help your city save money.



## Bell Equipment Mobile Parts Truck

As part of Bell Equipment's goal to serve our customers needs to the fullest extent we have provided a Mobile Parts Truck to assist our parts department. The parts truck is on the road every day making deliveries and calls on customers and is fully stocked with numerous parts for the different lines of equipment that Bell Equipment represents. Brooms and more are also part of the Mobile Parts Truck Stock which is run by Scott Cunningham.

In his travels, any other needs the customer might have such as service issues can be taken care of or scheduled that day. If you ever need to contact Scott Cunningham he can be reach at 586-506-6017 or [scunningham@bellequip.com](mailto:scunningham@bellequip.com).

## Refuse Equipment Rentals via Premier Truck Rentals

Bell Equipment in conjunction with Premier Truck Rentals, stocks rear loaders, front loaders, roll off hoists, automated side loaders and knuckleboom bulk trash loaders for daily, weekly, monthly or seasonal rentals.

These units are ideal for new contract start-ups, down truck situations or seasonal work such as compost and leaf collection. These late model units are equipped right and are ready to go. Trucks are staged at both our Lake Orion, MI and Mansfield, OH facilities for immediate pick up or delivery.

Please contact us at 1-866-597-0716 or Premier at 1-800-825-1255 for additional information.



## Used & Refurbished Equipment

Have you ever considered used equipment? In light of today's current economic climate, good used equipment can provide for a significant cost savings compared to new equipment acquisition costs. We consistently stock numerous pieces of previously owned street sweeping and refuse collection equipment. Some of these units are available with warranties and can qualify for financing or leasing packages. Complete listings, specifications and photos can be found on the Used Equipment page of our web site [www.bellequip.com](http://www.bellequip.com).



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