



9669-D Main Street  
Fairfax, VA 22031  
1-800-347-3440  
[www.alantylifts.com](http://www.alantylifts.com)

## Lift Proposal for



Presented by





9669-D Main Street  
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**SALES ♦ SERVICE ♦ INSTALLATION ♦ SAFETY INSPECTIONS**

Date: August 5, 2022

Regional Sales Manager = John Ward  
571-422-6861 [John@alantylifts.com](mailto:John@alantylifts.com)

**Proposal for**

**Town of Vienna**

**Removal of Existing Lifts and Replacement with Stertil-Koni ECO60 Lifts**

**Sourcewell Contract # - 013020-SKI – Vehicle Lifts & Associated Equipment**

*\*Pricing assumes that both lifts are purchased at the same time.*

➤ **Equipment – Bay #2**

Furnish one (1) Stertil-Koni ECO 60-13 Heavy Duty Lift - 60,000 lbs. capacity with 13 ft. (156") travel range

Also includes –

- Detachable wired remote control (RBV050-00)
- Adapter Stand (AS100-00)
- Sump pump

**Equipment Price Bay #2 = \$170,164.00**

➤ **Equipment – Bay #3**

Furnish one (1) Stertil-Koni ECO 60-10 Heavy Duty Lift - 60,000 lbs. capacity with 10 ft. (120") travel range

Also includes –

- Detachable wired remote control (RBV050-00)
- Adapter Stand (AS100-00)
- Sump pump

**Equipment Price Bay #3 = \$164,459.00**

➤ **Removal, Construction and Installation – pricing based on performing removal and construction for both lifts at the same time.**

Scope of work –

- Scan floor
- Construct dust walls
- Removal of lifts
- Layout and saw cut floor
- Break floor and excavate
- Install rebar and pour base
- Install utility chase piping
- Pour base footings
- Install pit wall forms and pour

- Install pit frame around forms
- Pin existing concrete to new
- Strip forms
- Install new ECO60 lifts
- Clean up
- Training of users

**Removal, Construction, and Installation Price = \$155,089.00**

➤ **Architectural Drawings and 3<sup>rd</sup> Party Inspections**

**Architectural Drawings and Inspections Price = \$7,000.00**

➤ **Electrical Connection Price**

Scope of work - Wire Bays # 2 and 3 for 480V 3 phase lifts. Price includes scissor lift and permit

**Electrical Connections Price = \$8,000.00**

➤ **Permit at cost**

**= \$TBD**

<b>Total Price Summary</b>	
<b>Equipment – Bay #2 – ECO60-13</b>	<b>\$170,164.00</b>
<b>Equipment – Bay #3 – ECO60-10</b>	<b>\$164,459.00</b>
<b>Removal, Construction and Installation</b>	<b>\$155,089.00</b>
<b>Architectural Drawings and Inspections</b>	<b>\$7,000.00</b>
<b>Electrical Connection</b>	<b>\$8,000.00</b>
<b>Permit at cost</b>	<b>\$TBD</b>
<b>Tax – not included</b>	<b>Not included</b>
<b>Total</b>	<b>\$504,712.00</b>

**Exclusions:**

1. Demolition of concrete in excess of 8 inches depth is not included.
2. Any concealed conditions discovered during the excavation of soils associated with this project such as rock formations, obstructions, high water tables, unmarked utilities, piping, contaminated soils or other environmentally related issues is not covered in this quote.
3. Contaminated soil remediation.
4. Concrete demolition containing rebar may result in additional charges.
5. Electric and compressed air to be provided to lift control console by others.
6. Quote excludes cost of any required bonds, or taxes.
7. Quote excludes cost of any required permits or cost of certified shop drawings needed to obtain permits.
8. Quote excludes any de-watering or removal of fluids in existing lift pit.
9. Quote excludes certified payrolls.
10. Quote excludes payment and performance bonds.



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**Customer Installation Responsibilities:**

1. Provide clear and unobstructed unloading area, within close proximity (not to exceed 100'-0) to the installation area.
2. Provide clear/unobstructed path from receiving area to installation area.
3. Provide clear and unobstructed workspace for the staging of items and the safe and effective installation of the unit(s).
4. Provide access (not to exceed 100'-0) to 110 V AC power for operation of power tools, etc.
5. Provide access to a dumpster for the disposal of all trash.
6. Debris removal and costs associated are the responsibility of the client, unless specifically noted in this offer.
7. Provide, without cost, a secure parking area for installation technician vehicles.

Terms: Due Upon Receipt

1. **Issuance of Purchase Orders & Payment to:**  
**Stertil-Koni** – [orders@sterdil-koni.com](mailto:orders@sterdil-koni.com)
2. **Quote valid for 30 days.**

Any and all applicable taxes are purchaser responsibility.

**ACCEPTANCE:**

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## **TABLE OF CONTENTS**

### **ABOUT ATA**

<b>Who We Are</b>	<b>1</b>
<b>Key Employees</b>	<b>1</b>
<b>What We Sell</b>	<b>1</b>
<b>Our Service Department</b>	<b>2</b>
<b>Importance of ALI inspections</b>	<b>2</b>
<b>How We Handle Service Calls</b>	<b>3</b>
<b>Annual ALI Inspections</b>	<b>3</b>
<b>Installation and Construction</b>	<b>3</b>

### **PROPOSAL: SERVICE**

<b>Process Management</b>	<b>4</b>
<b>New Lift Delivery</b>	<b>4</b>
<b>Annual Inspections</b>	<b>4</b>
<b>Warranty and Service</b>	<b>4</b>

### **PROPOSAL: SALES**

<b>About the Manufacturer</b>	<b>5</b>
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## 1. About ATA

### Who we

are:

Established in 1996, Alan Tye & Associates (ATA) was the first distributor in the United States for Stertil-Koni USA products and has remained the highest selling and largest distributor for Stertil in North America since our inception.

### Key Employees:

Owner: Alan Tye	<a href="mailto:alan@alantylifts.com">alan@alantylifts.com</a>
General Manager: Bob Barry	<a href="mailto:bob@alantylifts.com">bob@alantylifts.com</a>
Operation Manager: Dave Bradley	<a href="mailto:dave@alantylifts.com">dave@alantylifts.com</a>
Service Manager: Megan Malone	<a href="mailto:megan@alantylifts.com">megan@alantylifts.com</a>
Parts & Service Coordinator: Becky Shay	<a href="mailto:becky@alantylifts.com">becky@alantylifts.com</a>
Controller: Carolyn Stephan	<a href="mailto:carolyn@alantylifts.com">carolyn@alantylifts.com</a>
Construction Manager: Gregg Parater	<a href="mailto:gregg@alantylifts.com">gregg@alantylifts.com</a>
Senior Project Manager: Kurt Polins	<a href="mailto:kurt@alantylifts.com">kurt@alantylifts.com</a>

### What we sell:

Based in Fairfax, Virginia, and serving Pennsylvania, Maryland, Delaware, DC, Virginia, North Carolina and West Virginia, ATA provides sales, installation, and service on a full range of shop service equipment. In addition to Stertil Koni lifts, ATA also supplies InterClean vehicle wash equipment, Challenger automotive lifts, Balcrank lubrication equipment, Saylor-Beall air compressors, and Harvey exhaust equipment.



## Our Service Department

### At a glance:

- 15 team members
- 11 service and installation technicians
- 9 service technicians are ALI certified
- 15 service vehicles with average \$40,000 in parts at all times
- Service orders electronically dispatched
- ALI lift inspections electronically cataloged

ATA operates one of the largest service organizations for heavy duty shop equipment in the region. As an Associate member of the Automotive Lift Institute, ATA prides itself on having a staff of highly qualified, factory certified technicians. ATA currently has 9 ALI certified lift inspectors in the field providing valuable and necessary annual lift safety inspection.



### Importance of ALI Inspections

The ALI Lift Inspector Certification Program provides third-party qualification of vehicle lift inspectors and certifies those who demonstrate they are capable of properly inspecting vehicle lifts in accordance with the ANSI standard governing vehicle lift inspection.



Annual vehicle lift inspections conducted by a “qualified automotive lift inspector” are required by the ANSI National Standard covering vehicle lift operation, inspection, and maintenance (ANSI/ALI ALOIM current edition) and included by reference in regulations in the United States.

### **How a service call is dispatched:**

Service is requested by calling our main office in Fairfax at 800-347-3440, or by emailing [service@alantylifts.com](mailto:service@alantylifts.com). If call is received after normal business hours, our Service Manager, Megan Malone's cell number is provided in the voice mail message. Emails to service are received by Megan Malone, Dave Bradley, and Becky Shay to ensure no request is missed.

Service tickets are entered into our Electronic Service Control (ESC), and the service ticket is dispatched to the technician closest to the service location. The dispatch is received via the ESC app on their smart phone or device.

Each dispatch contains information such as address, phone, contact, shop hours, and specific instructions. In addition, pertinent info including lift model numbers, serial numbers, and service history are available to the technician for reference.

### **Annual ALI Inspections:**

The ALI inspection form for each lift is completed electronically by the certified inspector. The results of the inspection are reviewed with and signed by the shop manager or person having authority. The completed form is emailed to the contact listed on the inspection form for the customer, and to the main office of ATA. An electronic database of all inspections performed is maintained by ATA.

### **Installation and Construction:**



ATA has a staff of professional lift installers to install new lifts or replace old equipment. We can provide and install reels, wash systems, or shop accessories including air compressors, exhaust systems, lube equipment, tanks and turnkey shop installation. Our staff can provide recommendations for equipment as well as comprehensive estimates and project management. We hold a Class A Contractors License in Virginia, North Carolina, Maryland, Delaware, West Virginia and DC, and can serve as either General Contractor or sub-contractor.

## 2. Service Proposal

### Overall Process Management

#### New Equipment Coordination

- *Bob Barry* – General Manager: equipment ordering and shipping coordination
- *Dave Bradley* – Operations Manager: lift start-up and training coordination

#### Warranty repairs and Inspection Coordination

- *Megan Malone* – Service Manager: scheduling

### New lift delivery

- New lifts will be delivered via a flatbed carrier. Unloading is the customer's responsibility.

### Annual Inspection

- Annual Automotive Lift Institute (ALI) inspections are required
- Based upon the original delivery date per location, an annual inspection schedule will be developed.
- ATA Service Manager Megan Malone and her team will coordinate each visit with the facility supervisor.
- Completed ALI Inspection reports will be shared with the facility supervisor and/or designated contact.

### Warranty and Service

- Service requests can be communicated to ATA via:

**Email:** [service@alantyelifts.com](mailto:service@alantyelifts.com)

**Phone:**

ATA Office : 800-347-3440

Megan Malone Svc Mgr. cell: 703-731-4371

Dave Bradley, Ops Mgrs. cell: 571-722-9221



### **3. About the manufacturer**

Stertil Koni, a member of the Stertil Group, is the global market leader in heavy duty vehicle lifting systems. Operating in 45 countries worldwide, Stertil Koni specializes in the design, manufacture, sales, installation and maintenance of mobile column lifts, four post lifts, two post lifts, heavy duty platform lifts and heavy duty inground lifts. With a nationwide network of lift distributors that provide sales and service to every state in the US, Stertil Koni USA can support the customer wherever and whenever lifts and service are needed.