



# Memorandum

## MONTEREY REGIONAL WASTE MANAGEMENT DISTRICT

Reviewed by:  Date: 6/14/19  
General Manager

DATE: June 14, 2019  
TO: General Manager  
FROM: Equipment Maintenance Manager  
SUBJECT: Purchase of One New Caterpillar 950M Wheel Loader

**RECOMMENDATION:** That the Board of Directors 1) Adopt Resolution 2019-09 (attached) authorizing the purchase of one new Caterpillar 950M Wheel Loader with general purpose top clamp bucket attachment using the preferential competitive pricing offered through Sourcewell (formally known as National Joint Powers Alliance, NJPA); 2) Accept the proposal (attached) by Quinn Company of Salinas, CA, dated May 14, 2019, to provide a Caterpillar 950M Caterpillar Wheel Loader with top clamp bucket for the total price of \$411,551.86 (including sales tax and freight).

### BACKGROUND

Funds in the amount of \$425,000 are included in the FY 2019/20 Capital Outlay Budget for this purchase. District staff has determined that Unit MR27 a Caterpillar 938G wheel loader with 23,300 hours of operation, has reached the end of its useful life as a front-line machine and should be scheduled for replacement during FY 19/20. Useful life expectancy of a wheel loader this year model is 22,000 to 24,000 hours of operation. This new wheel loader will be used by the Material Recovery Facility (MRF) operations for various task associated with processing and recycling refuse. Upon arrival of the new 950M wheel loader, Unit MR27 will be moved to a back-up roll to be used when maintenance and repair is required on other wheel loaders that operate in the MRF.

### DISCUSSION

As staff prepared for this purchase there were several distinct considerations that prompted the decision to move from the 938 size wheel loader to the larger 950 size wheel loader; they are as follows;

- 1) Currently the MRF uses of a 938 size wheel loader in the receiving area for curbside recyclables and at times requires assistance from the larger 966 size wheel loader to help push up material piles as floor space decreases due to volumes being received.
- 2) Diverting the 966 from its work area to assist with piling of the curbside materials can create challenges in keeping self-haul tipping areas cleared for in-bound customers.
- 3) A larger machine for loading the processing line, moving and managing storage piles will be needed as the MRF begins processing municipal solid waste (MSW) in the near future. Compared to curbside recyclables, MSW can be considerably heavier and will require the larger machine.
- 4) The 950 size wheel loader is common in many transfer stations and MRF facilities; it offers the power and agility to effectively and efficiently manage curbside and MSW materials without needing assistance when operating space and volumes become an issue.
- 5) The 966 size wheel loader is oversized for this application and would experience maneuverability challenges when having to load the processing line as floor space decreases.

Anticipated delivery of this new wheel loader is 14 to 18 weeks from date order is placed.

### **PURCHASE CONTRACT**

The District is a member of Sourcewell (formally NJPA). Sourcewell is a public agency serving member agencies across the country as a municipal contracting agency. Sourcewell establishes and provides nationally leveraged and competitively solicited purchasing contracts under the guidance of the Uniform Municipal Contracting Law (M.S. 471.345 Subd. 15). The Joint Exercise of Power Law (M. S. 471.59) allows its members to legally purchase through its contracts without duplicating their own competitive bidding process and requirements. The result of this cooperative effort is a high-quality selection of nationally leveraged, competitively bid contract solutions to allow member agencies access to top national contract volume pricing.

### **FINANCIAL IMPACT**

Funds in the amount of \$425,000 are included in the Capital Outlay Budget for FY2019/20 for this purchase. Quinn Company has also included a 3-year or 5,000-hour powertrain and hydraulic warranty worth approximately \$35,000 at no charge.

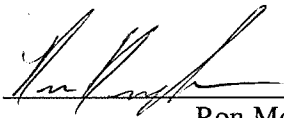
### **STRATEGIC PLAN**

The purchase of this wheel loader is not related to the District's Strategic Plan, although it facilitates compliance with Federal and State emission regulations.

### **CONCLUSION**

It is therefore recommended that the Board of Directors:

- 1) Adopt Resolution 2019-09 authorizing the purchase of the new Caterpillar 950M Wheel Loader without competitive bidding using the preferential competitive pricing offered through the Sourcewell program; and
- 2) Accept proposal by Quinn Company of Salinas, CA, to provide a new Caterpillar 950M Wheel Loader for a total price of \$411,551.86 (including freight and sales tax)



\_\_\_\_\_  
Ron Mooneyham

Board of Directors  
Monterey Regional Waste Management District

**RESOLUTION NO. 2019-09**

**AUTHORIZING THE PURCHASE WITHOUT COMPETITIVE BIDDING OF ONE  
CATERPILLAR 950M WHEEL LOADER UTILIZING THE COMPETITIVE  
PRICING PROGRAM OFFERED THROUGH THE SOURCEWELL (FORMALLY  
NATIONAL JOINT POWERS ALLIANCE, NJPA) PROGRAM**

**-oOo-**

**WHEREAS**, the Monterey Regional Waste Management District has a requirement for a new Materials Recovery Facility (MRF) operations wheel loader; and

**WHEREAS**, Sourcewell establishes and provides nationally leveraged and competitively solicited purchasing contracts under the guidance of the Uniform Municipal Contracting Law (M.S. 471.345 Subd. 15). The Joint Exercise of Powers Laws (M.S. 471.59) allows its members to legally purchase through its contracts without duplicating their own competitive bidding process and requirements. The result of this cooperative effort is a high quality selection of nationally leveraged, competitively bid contract solutions to help meet the challenging needs of current and future member agencies.

**WHEREAS**, when the competitive bidding requirement is satisfied through the Sourcewell contracts, therefore, such duplication of our own competitive bidding process is not required; and

**NOW, THEREFORE, BE IT RESOLVED** by the Board of Directors of the Monterey Regional Waste Management District, as follows: That the Board does hereby authorize the purchase of a Caterpillar 950M Wheel Loader with top clamp bucket attachment for a total cost of \$411,551.86 (including freight and sales tax), offered through the competitive pricing program of Sourcewell, from Quinn Company of Salinas as described in that Company's proposal dated May14, 2019.

**PASSED AND ADOPTED** at a regular meeting by the Board of Directors of the Monterey Regional Waste Management District duly held on June 21, 2019, by the following votes:

**AYES:**

**NOES:**

**ABSENT:**

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Carrie Theis, Chair

**ATTEST:**

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Timothy S. Flanagan, General Manager/Secretary



Quote 132507-01

May 14, 2019

MONTEREY REGIONAL WASTE MGMT DIST  
ATTN ACCOUNTS PAYABLE  
P O BOX 1670  
MARINA  
California  
93933-1670

Attention: Ron Mooneyham

Dear Sir,

We would like to thank you for your interest in our company and our products, and are pleased to quote the following for your consideration.

**CATERPILLAR INC. Model: 950M-BR Wheel Loader**

We wish to thank you for the opportunity of quoting on your equipment needs. This quotation is valid for 30 days, after which time we reserve the right to re-quote. If there are any questions, please do not hesitate to contact me.

Sincerely,

Justin Brown  
Machine Sales Representative

**CATERPILLAR INC. Model: 950M-BR Wheel Loader****STANDARD EQUIPMENT****POWERTRAIN**

Engine, Cat C7.1 ACERT	with Integrated Braking System (IBS)
Torque converter, with lock-up clutch free wheel stator	Brake wear indicators
Transmission countershaft, automatic, powershift (5F/3R)	Fan drive hydraulic, electronically controlled, temperature sensing, on demand
Pump transmission, split flow	Fuel priming pump (electric)
Productive Economy Mode (fuel consumption optimization)	Fuel/Water separator
Brakes, full hydraulic enclosed wet-disc	Engine air intake with strata-tubes
	Parking Brake, disk and caliper

**HYDRAULICS**

Load sensing system with variable displacement piston pump.	Hydraulic oil cooler (swing out)
Hoses, Caterpillar XT	Oil sampling valves
Couplings, Caterpillar O-ring face seal	Remote diagnostic pressure taps
	Hydraulic Service Center

**ELECTRICAL**

Batteries (2), maintenance free 1400CCA	Receptacle remote start (cables not included)
Starting and charging system (24V)	Starter, electric, heavy duty
Alternator, 115-amp brushed	Emergency shut-off switch
Alarm, back-up	Rear camera
Ignition key; start/stop switch	Electrical Service Center
Main disconnect switch	

**OPERATOR ENVIRONMENT**

A-Post mounted membrane 16 switch keypad	-Pressures: engine oil, fuel pressure
Climate control	Hi/Low, primary steering oil, service brake oil
Bucket/Work tool function lockout	-Battery voltage Hi/Low
EH Parking Brake	-Engine air filter restriction
Intermittent front wiper control	-Hydraulic oil filter restriction
Horn, electric	-Hydraulic oil level low
Lights, cab dome (2)	-Parking brake
Radio ready (entertainment) includes antenna, speaker and converters (12V 10A)	-Transmission filter bypass
3 receptacles, 12V	Multi-function monitor:
Beverage holders (2) with storage compartment for cell phone/MP3 player	-180mm(7") color LCD touch-screen display
Coat hooks (2)	-Rear-view camera image display (reverse travel activated)
Sliding window	

Ergonomic Cab Access  
Sun visor, front  
Computerized monitoring system  
Front dash information display with:  
-Speedometer/Tachometer  
-Digital gear indicator  
-Temperatures: engine coolant,  
hydraulic oil, transmission oil  
-Fuel level  
Warning Indicators:  
-Temperatures: axle oil, engine intake  
manifold

Machine utilization information:  
-Total fuel consumption  
-Average fuel burn rate  
-Engine fuel consumption  
-Total idle time  
-Total operating hours  
-Travel distance (odometer)  
-Total idle fuel  
-Total operating hours, neutral  
-Total operating hours with hydraulic  
filter in bypass

**OTHER STANDARD EQUIPMENT**

Engine idle management system and auto  
idle shutdown  
Filters: fuel, engine air, engine oil,  
hydraulic oil, transmission  
Hitch, drawbar  
Kickout, lift and tilt, automatic

(adjustable)  
Sight gauges: engine coolant, hydraulic  
oil, and transmission oil level  
Lift and tie down points  
Articulation locking bar  
Parallel Z-bar lifting

**MACHINE SPECIFICATIONS**

Description	Reference No	List Amount
950M WHEEL LOADER	464-2600	\$304,530.00
LANE 2 - AVAILABLE FROM PIRACICABA FACTORY		
LANE 3 - AVAILABLE FROM PIRACICABA FACTORY		
WORKTOOL'S LITERATURE	0P-4108	
HOOD, NON-METALLIC	336-0000	
QUICK COUPLER, FUSION	349-5246	\$6,579.00
GUARD, TILT CYLINDER	360-8835	\$1,395.00
COOLING CORES, 6 FPI	364-9808	\$337.00
AIR INLET PRECLEANER, TRASH	365-0121	\$950.00
AXLES, LOCK/OPEN, ED, SG	366-9906	\$2,120.00
HYDRAULIC OIL, STANDARD	366-9912	
RADIO, AM/FM/USB/MP3 BLUETOOTH	372-1600	\$580.00
QUICK COUPLER READY, STD LIFT	373-3900	\$3,685.00
STARTING, STANDARD	373-3910	
LINES GP-IMPLEMENT 3V (QC)	378-8421	\$543.00
MANUAL DIFF, LHD JOYSTICK	384-7004	
STEERING, LHD JOYSTICK	384-7007	\$9,810.00
COUNTERWEIGHT, 1460KG	393-0072	\$2,125.00
GUARD, HINGED, POWERTRAIN	399-4332	\$3,265.00
PRODUCT LINK, CELLULAR PLE641	434-0691	
SEAT BELT, 3" W/INDICATOR	450-1592	\$102.00
FILM, WASTE	468-0171	
FENDERS, NARROW	478-8371	\$2,995.00
GUARDS, LIGHT	485-4387	\$1,565.00
OBJECT DETECTION	486-9204	\$2,755.00
SOUND SUPPRESSION, INDUSTRIAL	488-1138	\$1,070.00
LIGHT, WARNING BEACON	491-7467	\$486.00
WINDOWS, RUBBER MTD, FRONT GRD	493-9617	\$8,710.00
HYDRAULICS, 3V RC, STD/LOGGER	500-2566	\$10,270.00
JOYSTICK W/FNR, 3V	502-0339	\$1,670.00
OIL CHANGE SYSTEM, HIGH SPEED	503-4735	\$287.00
FAN, VPF, ANSI	503-6414	\$5,170.00
INDUSTRIAL PACKAGE	505-1506	\$10,180.00
CAB TRIM, HEATED (LHD)	505-1515	\$825.00
FILTRATION, STEEL, ACF PRECLNR	505-1522	\$3,480.00
CAB, DELUXE (LHD)	505-1530	\$2,605.00
LIGHTS, LED, PREMIUM	506-3489	\$3,360.00
TIRES, 23.5X25 BR SMOOTH	540-4374	\$16,970.00

Description	Reference No	List Amount
ANTIFREEZE WINDSHIELD WASHER	0P-1939	
STORAGE PROTECTION	0P-2918	
INSTRUCTIONS, ENGLISH	0P-3380	
PROTECTION, CYLINDER ROD	0P-3940	
ROLL ON-ROLL OFF	0P-6619	\$259.00
LANE 3 ORDER	0P-9003	
ANTIFREEZE, -34C (-29F)	371-7064	
LUBRICATION, MANUAL, STD/LOG	495-7493	
LINKAGE, STANDARD LIFT	505-1552	
REGIONAL PACKAGE, AM-N	543-3577	



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<b>List Price</b>	<b>\$408,678.00</b>
NJPA Member Discount - 18 %	(\$73,562.04)
6 CYD GP Bucket w/ top clamps w/ 15 % NJPA Discount	\$36,834.72
Freight, Prep & Pre delivery	\$10,000.00
<b>Net Balance Due</b>	<b>\$381,950.68</b>
Sales Tax (7.75%)	\$29,601.18
<b>After Tax Balance</b>	<b>\$411,551.86</b>

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**WARRANTY**

Standard Warranty:           12 Months Full Machine  
   3 Year or 5,000 hour powertrain and hydraulic

**F.O.B/TERMS**

Salinas Earthmoving

**FINANCING**

Finance terms and conditions subject to credit approval by Caterpillar Financial Services Inc.(CFSC). Payment amounts, down payments, and terms are estimates only, final amounts must be determined by CFSC.

**ADDITIONAL CONSIDERATIONS**

- 6 CYD CAT Top Clamp Bucket is 18 weeks out
- Delivery is 10-14 weeks

Accepted by \_\_\_\_\_ on \_\_\_\_\_

\_\_\_\_\_  
Signature