



# Memorandum

## MONTEREY REGIONAL WASTE MANAGEMENT DISTRICT

Reviewed by: *[Signature]* Date: 6/14/19  
General Manager

DATE: June 14, 2019  
TO: General Manager  
FROM: Equipment Maintenance Manager  
SUBJECT: Purchase of One New Caterpillar 966M Wheel Loader

**RECOMMENDATION:** That the Board of Directors 1) Adopt Resolution 2019-10 authorizing the purchase of one new Caterpillar 966M Wheel Loader with fork attachment using the preferential competitive pricing offered through Sourcewell (formally known as National Joint Powers Alliance-NJPA) from Quinn Company of Salinas, CA, for the price of \$487,192.11 (including sales tax and freight and four (4) foam fill pneumatic tires from East Bay Tire of Salinas, CA at an estimated price not to exceed \$12,000) for a total combined cost not to exceed \$499,192.11.

Staff is also requesting the Board declare Unit LF13 a 966F wheel loader as surplus (upon arrival of the new wheel loader) and authorize disposition by competitive bid process.

### BACKGROUND

Funds in the amount of \$505,000 are included in the FY 2019/20 Capital Outlay Budget for this purchase. District staff has determined that Unit LF13 a 1997 Caterpillar 966F wheel loader with 25,120 hours of operation, has reached the end of its useful life and should be scheduled for replacement during FY 19/20. Useful life expectancy of a wheel loader this year model is 18,000 to 20,000 hours of operation. This new wheel loader will be used by Landfill and Site operations for various task associated with processing refuse, moving cover materials, drainage/erosion control maintenance and installation, landscaping and road maintenance.

### DISCUSSION

Back in 2012 when the District purchased Unit LF46 a 966K model wheel loader for MRF operations; part of that purchase included two attachments, a Tink roll-out bucket and a general-purpose dirt bucket. Since the only bucket being utilized by Unit MR46 is the Tink bucket, staff has determined it is not necessary to purchase a second general purpose bucket for the new 966M. The new 966M will use the general-purpose bucket already owned by the District. Additionally, by adding the fork attachment to the new 966M wheel loader provides more versatility of the machine to assist landfill and site operations. As a preventative measure to avoid repeated costly tire repairs due to the puncture hazards associated with operating large equipment with pneumatic tires on and around the landfill face, all four tires on this new wheel loader will be foam filled. Anticipated delivery of this new wheel loader is 10 to 14 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 contacts 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 \$505,000 are included in the Capital Outlay Budget for FY 2019/20 for this purchase. Quinn Company has also included a 3-year or 5,000-hour powertrain and hydraulic warranty worth approximately \$40,000 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.

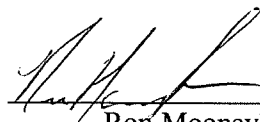
**CONCLUSION**

It is therefore recommended that the Board of Directors:

- 1) Adopt Resolution 2019-10 authorizing the purchase of the new Caterpillar 966M 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 966M Wheel Loader for a total price of \$487,192.11 (including freight and sales tax); and
- 3) Approve foam fill of four (4) pneumatic tires by East Bay Tire of Salinas at an estimated price not to exceed \$12,000; and
- 4) Declare Unit LF13 as surplus; following delivery of the new wheel loader, Unit LF13 wheel loader and its capital repairs (see information below) would become surplus and sold to the highest bidder.

Asset#	Asset Name	Purchase Date	Purchase Amount	Accumulated Depreciation	Net Book Value	Estimated Market Value	Status
00589	Caterpillar 966F Wheel Loader	12/1/97	255,582.11	255,582.11	0	15,000	Fair Condition
00903	Capital Repair-Axles, Front/Rear	1/22/07	27,078.91	27,078.91	0	0.00	
943	Capital Repair-Eng/Transmission	8/1/09	51,331.42	51,331.42	0	0.00	

Total combined cost for the new 966M Caterpillar wheel loader with fork attachment and foam fill of four (4) pneumatic tires not to exceed \$499,192.11

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

Board of Directors  
Monterey Regional Waste Management District

**RESOLUTION NO. 2019-10**

**AUTHORIZING THE PURCHASE WITHOUT COMPETITIVE BIDDING OF ONE  
CATERPILLAR 966M 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 landfill and site 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 966M Wheel Loader with fork attachment for a total cost of \$487,192.11 (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 May 14, 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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Tim S. Flanagan, General Manager/Secretary



Quote 132511-01

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: 966M-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: 966M-BR Wheel Loader**

**STANDARD EQUIPMENT**

**OTHER STANDARD EQUIPMENT**

Hoses, Caterpillar XT  
 Hydraulic oil cooler (swing out)  
 Hydraulic System, load sensing  
 Kickout, lift and tilt, automatic  
 (adjustable in cab)  
 Linkage, Z-Bar, cast crosstube/tilt lever  
 Oil sampling valves  
 Platform, window washing  
 Remote diagnostic pressure taps  
 Service Center (electrical and hydraulic)  
 Sight gauges: engine coolant, hydraulic  
 oil, and transmission oil level  
 Steering, load sensing  
 Toolbox

Vandalism protection caplocks  
 Couplings, Caterpillar O-ring face seal  
 Ecology drains for engine, transmission,  
 and hydraulics  
 Ether aid ready  
 Hoses, Caterpillar XT  
 Hydraulic oil cooler (swing out)  
 Hydraulic system, load sensing  
 Oil sampling valves  
 Platform, window washing  
 Remote diagnostic pressure taps  
 Steering, load sensing  
 Vandalism protection caplocks

**POWERTRAIN**

Brakes, full hydraulic enclosed wet-disc  
 with Integrated Braking System (IBS)  
 Brake wear indicators  
 Engine, Cat 9.3  
 Fan, radiator, electronically  
 controlled, hydraulically driven,  
 temperature sensing, on demand  
 Fan, radiator, electronically  
 controlled, hydraulically driven,  
 temperature sensing, on demand

Economy mode (for fuel reduction)  
 Fuel priming pump (electric)  
 Fuel/Water separator  
 Precleaner, engine air intake  
 Parking brake, disk and caliper  
 Switch, transmission neutralizer lockout  
 Torque converter, locking clutch with  
 free wheel stator  
 Transmission, automatic planetary power  
 shift (4F/4R)

**ELECTRICAL**

Alarm, back-up  
 Alternator, 145-amp brushed  
 Batteries (2), maintenance free 1400CCA  
 Ignition key; start/stop switch  
 Lighting system:  
 -4 halogen work lights  
 -2 halogen roading lights (w/ signals)

-2 halogen rear facing lights (hood  
 mounted)  
 Rear view camera  
 Main disconnect switch  
 Receptacle start (cables not included)  
 Starter, electric, heavy duty  
 Starting and charging system (24V)

**OPERATOR ENVIRONMENT**

Air conditioner, heater, and  
 defroster (auto temp and fan)

With following warning indicators:  
 -Temperature: axle oil, engine intake

Beverage holders (2) with storage compartment for cell phone/MP3 player  
 Bucket/Work tool function lockout  
 Cab, pressurized and sound suppressed, (ROPS/FOPS), radio ready (entertainment) includes antenna, speakers and converter (12V-10amp)  
 Coat hook (2)  
 EH Controls, lift and tilt function  
 EH Parking Brake  
 Ergonomic cab access ladders and handrails  
 Horn, electric  
 Light, two dome (cab)  
 Mirrors, rearview external with integrated spot mirrors  
 Post mounted membrane 16 switch keypad 2 receptacles, 12V  
 Seat, Cat Comfort (cloth) air suspension  
 Seat belt, retractable, 76mm (3") wide with indicator  
 Steering, EH joystick, speed sensing with force feedback  
 Sun visor, front  
 Wet-Arm wipers/washers front and rear, intermittent front wiper  
 Window, sliding (left and right sides)  
 Viscous mounts  
 Computerized monitoring system  
 With following gauges:  
 -Speedometer/Tachometer  
 -Digital gear range indicator  
 -Temperature: engine coolant, hydraulic oil, transmission oil  
 -Fuel level

manifold  
 -Pressure: engine oil, fuel Pressure Hi/Low, primary steering oil, service brake oil  
 -Battery voltage Hi/Low  
 -Engine air filter restriction  
 -Hydraulic oil filter restriction  
 -Hydraulic oil Low  
 -Parking brake  
 -Transmission filter bypass  
 Multi-function monitor:  
 -Machine settings and health parameters  
 CAT CONNECT (on-board, utilizing multifunction monitor)  
 -180mm (7 in) color LCD touch-screen monitor)  
 Core app software to monitor and display:  
 -Rear-view camera image display (reverse travel activated)  
 -Machine settings and health parameters  
 CAT CONNECT (on-board, utilizing multi-function monitor)  
 Core App software to monitor and display:  
 -Total fuel consumption  
 -Average fuel burn rate  
 -Engine fuel consumption  
 -Total idle time  
 -Total operating hours  
 -Travel distance (odometer)  
 Basic app software to monitor and display:  
 -Total idle fuel  
 -Total operating hours, neutral  
 -Total operating hours with hydraulic filter in bypass

**FLUIDS**

Extended life coolant with freeze

protection to -34C (-29F)

**OTHER STANDARD EQUIPMENT**

Auto idle shutdown  
 Vandalism protection caplocks  
 Couplings, Caterpillar O-ring face seal  
 Ecology drains for engine, transmission, and hydraulics  
 Ether aid ready  
 Fenders, steel front with mud-flap/rear with extension

Filters: fuel, engine air, engine oil, hydraulic oil, transmission  
 Fuel cooler  
 Grease zerks  
 Grill, airborne debris  
 Hitch, drawbar with pin  
 Hood, non-metallic power tilting with rear clamshell

**MACHINE SPECIFICATIONS**

Description	Reference No	List Amount
966M WHEEL LOADER	361-1910	\$447,790.00
LANE 3 - AVAILABLE FROM PIRACICABA FACTORY		
WORKTOOL'S LITERATURE	0P-4108	
QUICK COUPLER, FUSION	310-9390	\$7,950.00
LINES GP-IMPLEMENT 3V (QC)	323-9292	\$1,050.00
AIR INLET PRECLEANER, TRASH	365-0221	\$940.00
OIL CHANGE SYSTEM, HIGH SPEED	365-0265	\$284.00
COUNTERWEIGHT, 1000KG	367-2330	
ANTIFREEZE, -34C (-29F)	371-7066	
RADIO, AM/FM/USB/MP3 BLUETOOTH	372-1600	\$580.00
STEERING, STANDARD	372-6549	
QUICK COUPLER READY	372-7403	\$3,955.00
GUARD, HINGED, POWERTRAIN	380-0327	\$3,010.00
HOOD, NON-METALLIC	391-5800	
HYDRAULIC OIL, STANDARD	396-4672	
GUARD, TILT CYLINDER	430-4090	\$1,565.00
PRODUCT LINK, CELLULAR PLE641	434-0691	
AXLES, LOCK/OPEN, ED, SG	434-3950	\$2,270.00
SOUND SUPPRESSION, INDUSTRIAL	465-2776	\$2,835.00
FILM, WASTE	468-0171	
FENDERS, NARROW	478-8372	\$2,965.00
GUARDS, LIGHT	485-4387	\$1,565.00
OBJECT DETECTION	486-9204	\$2,755.00
LIGHT, WARNING BEACON	491-7467	\$486.00
WINDOWS, STANDARD, FRONT GUARD	493-9625	\$3,540.00
HYDRAULICS, 3V RC, STD/SHORT	500-2559	\$7,100.00
FILTRATION, STD, ACF PRECLNR	505-1523	\$1,850.00
INDUSTRIAL PACKAGE	506-7659	\$10,640.00
CARRIAGE GROUP, 96"	520-7957	\$7,765.00
TINE GROUP, 72"	520-7979	\$6,588.00
FAN, VPF, ANSI	524-0294	\$5,540.00
CAB TRIM, DELUXE (LHD)	538-2774	\$1,175.00
JOYSTICK, 3V, LHD	539-6046	\$1,520.00
COOLING CORES, 6 FPI	540-0608	\$333.00
TIRES, 26.5R25 MA MS302 **E3/L3	547-8403	\$9,560.00
SEAT BELT, 3"	551-3397	\$102.00
LIGHTS, LED, PREMIUM	561-8777	\$3,325.00

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	
LUBRICATION, MANUAL, STD	495-7506	
LINKAGE, STANDARD LIFT	506-2533	
STARTING, STANDARD	506-4545	
REGIONAL PACKAGE, AM-N	561-5560	



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List Price	\$520,177.00
<b>NJPA Member Discount 15 %</b>	<b>(\$78,026.55)</b>
Freight, Prep & Pre Delivery	\$10,000.00
<b>Net Balance Due</b>	<b>\$452,150.45</b>
Sales Tax (7.75%)	\$35,041.66
<b>After Tax Balance</b>	<b>\$487,192.11</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**

- Delivery is 10-14 weeks

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

\_\_\_\_\_  
Signature