



Memorandum

MONTEREY REGIONAL WASTE MANAGEMENT DISTRICT

Reviewed by: AA Date: 7/15/2020
General Manager

DATE: July 17, 2020
TO: General Manager
FROM: Operations Director
SUBJECT: Purchase of One New Caterpillar 323 Excavator

RECOMMENDATION: That the Board of Directors 1) Adopt Resolution 2020-10 (attached) authorizing the purchase of one new Caterpillar 323 Excavator with CAT G120B Grapple using the preferential competitive pricing offered through Sourcewell (formerly known as National Joint Powers Alliance, NJPA); 2) Accept the proposal (attached) by Quinn Company of Salinas, CA, dated June 23, 2020, to provide a Caterpillar 323 Excavator with CAT G120B Grapple for the total price of \$301,166.73 (including sales tax and freight).

BACKGROUND

Funds in the amount of \$350,000 are included in the FY 2020/2021 Capital Outlay Budget for this purchase. District staff has determined that Unit MR42 a Caterpillar 324DL with 18,179 hours of operation and no major component rebuilds, has reached the end of its useful life as a front-line machine and should be scheduled for replacement during FY 20/21. Useful life expectancy of an excavator this year model is 17,000 to 18,000 hours of operation. This new excavator will be used by the Material Recovery Facility (MRF) operations for various tasks associated with processing and recycling refuse.

DISCUSSION

The District currently operates three excavators, of which two are used approximately 120 hours each per month on MRF tip floor operations, the MR42 (CAT 324DL) and the MR43 (CAT 324DL). MR20 (John Deere 230CLC) is used for site projects, which operates an average of 20 hours per month. When a new excavator is purchased by the District, it is placed into the highest usage function of operations with the remaining excavators placed accordingly based on usage demands. District staff has determined that unit MR42, with 18,179 hours of operation, should be replaced.

Reliable usage expectations of an excavator in MRF operations are 17,000 to 18,000 hours of operation. With the MR43 excavator not having any major component rebuilds at 13,015 hours of usage, and the MR20 excavator with 13,862 hours, the need for a new excavator is crucial.

PURCHASE CONTRACT

The District is a member of Sourcewell (formerly 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 \$350,000 are included in the Capital Outlay Budget for FY2020/20 for this purchase. Quinn Company has also included a 5-year or 7,000-hour powertrain and hydraulic warranty worth approximately \$25,000 at no charge.

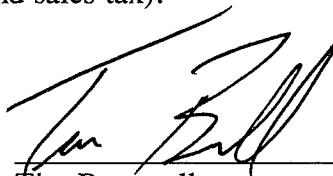
STRATEGIC PLAN

The purchase of this Excavator 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 2020-10 authorizing the purchase of the new Caterpillar 323 Excavator with CAT G120B Grapple 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 323 Excavator for a total price of \$301,166.73 (including freight and sales tax).



Tim Brownell

Director of Operations



Quote 137939-01

June 23, 2020

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

Attention: EFRAIN LOPEZ

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: 323 Excavator

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: 323 Excavator

STANDARD EQUIPMENT

POWERTRAIN

C7.1e single turbo Tier 4 Final diesel engine
 Electric fuel priming pump
 Reversible electric cooling fans
 Two-stage fuel filtration system with

water separator and indicator
 Sealed double element air filter with integrated pre-cleaner
 Biodiesel capable (up to B20)

UNDERCARRIAGE

Grease lubricated track link
 Tie down points on base frame

(ISO 15818 compliant)

HYDRAULICS

Electronic main control valve
 Auto warm up
 Tandem type electronic main pump
 Boom and stick regeneration circuits

Automatic two speed travel
 Boom and stick drift reduction valve
 Element type main hydraulic filter

ELECTRICAL

Maintenance free battery
 Centralized electrical disconnect switch
 CAT product link
 After engine shut down 90 seconds

programmable time delay LED working lights:
 One chassis mounted, one LH boom mounted

OPERATOR ENVIRONMENT

Increased rear window size as emergency exit
 2 inch (51mm) orange seat belt
 Tilt up left side console
 Automatic bi-level air conditioner with pressurized function
 Washable floor mat
 Roller front sunscreen
 Beacon ready
 2 x 12V DC outlet and USB port
 Dome and lower LED interior lights, coat hook, cup holder, console storage
 rear storage with net, and overhead storage with net

(Deluxe cab)
 -Sound-suppressed ROPS cab (ISO 12117-2 compliant) w/viscous mount
 -Openable tempered front upper windshield w/ assist device and removable tempered lower windshield with in cab storage bracket
 -Air suspension deluxe seat w/ headrest w/ 2 step seat heater, console height adjustment w/o tools, arm rest height and angle adjustment
 -Upper radial wiper for 70/30
 -Openable polycarbonate hatch for 2P windshield

SAFETY AND SECURITY

RH hand rail and hand hold
(ISO 2867 compliant)
Service platform with anti-skid plate
and countersunk bolts
Hydraulic lock out lever neutralizes

all controls
Ground level accessible secondary engine
shutoff switch in cab
Signaling / warning horn

OTHER STANDARD EQUIPMENT

Side entry to service platform
Grouped location for engine oil
and fuel filters
Ground level 2nd dipstick for engine oil

Sampling ports for scheduled oil
Sampling (S.O.S)
Remote flash

MACHINE SPECIFICATIONS

Description	Reference No	List Amount
323 07C HEX AM-N CFG2	580-3211	\$221,830.00
5.4T (11,900lb) Counterweight, HD Base Frame, Base machine for HD reach boom with heavy counterweight and heavy lift boom cylinders configuration. To be configured with Cat Grade as standard and have a capability for all the Ease of Use features such as Assist or Payload. Well suited for heavier applications and those requiring maximum machine stability and lifting performance, and advanced technology solutions for the jobsite.		
Must be completed by selecting Mandatory / Optional attachments.		
INCLUDES:		
547-3691 323 HEX		
578-6724 COMMON ARRANGEMENT		
507-4824 FRAME, SWING, HD		
575-2661 COUNTERWEIGHT, 5.4MT(11,900lb)		
577-2734 BEARING, SWING, HD		
561-1743 SWING DRIVE NG,		
573-5698 UNDERCARRIAGE HD, W/SD ROLLER		
494-4986 CYLINDER, BOOM, HL		
513-3210 BOOM TUBE W/EOU		
489-2950 LINES, FRONT, STD		
513-3214 SENSOR, PRESSURE, EOU		
546-0101 CAB, DELUXE		
577-7866 LINES, AIR CONDITIONER		
490-7715 PEDAL, STRAIGHT TRAVEL		
524-8272 RECEIVER, BLUETOOTH		
511-9428 MONITOR, 10"	511-9428	
516-2545 ALARM, TRAVEL	516-2545	
577-3907 LIGHT, CHASSIS		
488-6816 MACHINE ECM		
502-7150 COOLING, HIGH AMBIENT		
488-9288 GUARD, TRAVEL MOTOR, HD	488-9288	
134-8875 GUARD, SWIVEL, STD	134-8875	

Description	Reference No	List Amount
493-9765 FINE SWING		
520-9418 FILM, OPERATING PATTERN, 2WAY	520-9418	
GUARD, TRACK GUIDE, FULL	346-7146	\$2,490.00
WIPER, RADIAL W/LOWER	484-8022	\$299.00
SUCTION LINE, PUMP, STD	489-2952	
CYLINDER, STICK	490-4143	\$3,025.00
CYLINDER, BKT, B1	490-4179	\$2,060.00
STICK, R9'6" HD THUMB	490-7676	\$4,200.00
SCREEN, RADIATOR	491-8272	\$205.00
LINKAGE, BKT, B1 W/EYE GRADE	492-8537	\$2,515.00
LINES, DRAIN, STD	493-4907	
RADIO, W/BLUETOOTH	502-7166	\$575.00
BATTERIES, 2	506-5013	\$590.00
HANDHOLDS, RAD COMPARTMENT	508-9617	\$58.00
QUICK DRAINS READY	511-7398	
GRADE W/2D, ASSIST and PAYLOAD	516-0550	
GRADE SENSOR, REACH BOOM	516-9880	
GRADE SENSOR, R9'6"/9'8" STICK	516-9883	
TRACK, 31" TG HD	526-6475	\$4,975.00
FILM, EMC	528-4738	
HYDRAULIC PKG, JOYSTICK	532-9539	\$1,960.00
NETWORK MANAGER, GRADE ADV.	555-7287	
LIGHTS, CAB, W/RAIN PROTECTOR	555-9458	\$715.00
DECALS, STICK WARNING, ANSI	567-3815	
DECAL, ROPS	567-3816	
DECALS, CAB, ANSI	573-4351	
GUARD, BOTTOM, HD	576-9412	\$1,405.00
BOOM, REACH 18'8" HD	577-5865	\$7,690.00
CAMERA, REAR and RH VIEW	578-1165	\$780.00
CAMERA, 360 VISIBILITY	578-1166	\$2,335.00
DECALS, EXTERIOR, ANSI	578-2907	
LIGHTS PKG, BOOM LH and RH	579-5428	\$324.00
ROLL ON-ROLL OFF	0G-4202	\$130.00
INSTRUCTIONS, ENGLISH	0P-3380	
LANE 3 ORDER	0P-9003	
KIT, SIDE RUBBER BUMPER	528-3290	\$970.00
KIT, MESH/NET GUARD, FULL	528-3292	\$1,540.00
SEATBELT 3" RETRACTABLE	528-7420	\$86.00

Description	Reference No	List Amount
PROD LINK, PLE683/PLE783 RADIO	580-5994	\$316.00

FACTORY FIT REVERSING FAN

FACTORY FIT RESPA SYCLONE CAB AIR PRE CLEANER

Sell Price	\$262,256.00
NJPA Member Discount - 15 %	(\$39,338.40)
CAT G120B Grapple w/ 15 % NJPA Discount	\$31,107.00
Freight, Prep, Delivery, Radiator	\$20,000.00
Net Balance Due + 2021 Delivery 2 %	\$279,505.09
Sales Tax (7.75%)	\$21,661.64
After Tax Balance	\$301,166.73

WARRANTY

12 Months Full Machine

Standard Warranty:

5 Year or 7,000 hour powertrain and hydraulic warranty included at no extra charge

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 12-15 weeks

Accepted by _____ on _____

Signature

Monterey Regional Waste Management District

RESOLUTION NO. 2020-10

AUTHORIZING THE PURCHASE WITHOUT COMPETITIVE BIDDING OF ONE CATERPILLAR MODEL: 323 EXCAVATOR UTILIZING THE COMPETITIVE PRICING PROGRAM OFFERED THROUGH SOURCEWELL (FORMERLY THE NATIONAL JOINT POWERS ALLIANCE (NJPA) PROGRAM)

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WHEREAS, the Monterey Regional Waste Management District has a requirement for a new Materials Recovery Facility (MRF) Operations Excavator for various tasks associated with processing and recycling refuse; and

WHEREAS, NJPA 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 NJPA 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 Model: 323 Excavator for a total cost of \$301,166.73 (including freight and sales tax), offered through the competitive pricing program of Sourcewell (formerly the NJPA), from Quinn Company of Salinas as described in that Company's proposal dated June 23, 2020.

PASSED AND ADOPTED at a regular meeting by the Board of Directors of the Monterey Regional Waste Management District duly held on July 24, 2020 by the following votes:

AYES:

NOES:

ABSENT:

Carrie Theis, Chair of the Board

ATTEST:

Timothy S. Flanagan
General Manager/Secretary of the Board