

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20050679

1. ACTION REQUESTED/PURPOSE: Approve Bid Waiver # W-050475 to waive the formal quotation procedure and allow DOT and Parks to each purchase a Case Model 321D loader (at a cost of \$74,002.60 each) from Briggs Equipment; the exclusive/sole source dealer for the Case product line. Grand total cost for the two loaders: \$148,005.20.

2. WHAT ACTION ACCOMPLISHES: Provides DOT and Parks with new and reliable machines; replacing asset numbers 030457 and 018937 which have met Fleet Management's replacement criteria (please see Attachment #4).

3. MANAGEMENT RECOMMENDATION: Approve as stated.

4. Departmental Category:

A I I A

5. Meeting Date: *06-07-2005*

- 6. Agenda:**
- Consent
 - Administrative**
 - Appeals
 - Public
 - Walk-On

- 7. Requirement/Purpose: (specify)**
- Statute
 - Ordinance
 - Admin. Code** *AC-4-1*
 - Other

8. Request Initiated:
 Commissioner _____
 Department Parks & DOT
 Division _____
 By: **John Yarbrough, Director**
Scott Gilbertson, Director

9. Background: On May 6, 2005, the Division of Purchasing received a request from Fleet Management to waive the formal quotation procedure and purchase two Case loaders for Parks and DOT. Fleet, in conjunction with user departments, is working to standardize on one brand of rubber tire loader in an attempt to reduce the overall amount of mechanic training required; to reduce parts inventory; and to increase interchangeability of attachments and operator familiarity with one brand of machine in an effort to reduce the liability to the County due to operator error. Fleet has negotiated a discount of 30% off of list on the machines; matching the State of Ohio's state contract price and saving the County over \$63,000. (The Florida state contract for loaders has expired; and the Florida Sheriff's Association Bid does not have this size loader.)

Funds are available: JB5191059401.506430

Attachments:

- (1) Request for Bid Waiver/Justification for Waiver Purchase
- (2) Sole Source Verification Letter from Case Corporation
- (3) Briggs Equipment's Quotation for the Two Loaders
- (4) Repair History of the Equipment Being Replaced

10. Review for Scheduling:

CCM

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services			County Manager/P.W. Director
<i>[Signature]</i>	<i>[Signature]</i>		<i>by 5-18-05</i>	<i>[Signature]</i>	Analyst	Risk	Grants	Mgr.
				<i>5/23/05</i>	<i>5/24/05</i>	<i>5/24/05</i>	<i>5/24/05</i>	<i>5/24/05</i>

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

Rec. by CoAtty
 Date: *5/24/05*
 Time: _____
 Forwarded To: _____

RECEIVED BY
 COUNTY ADMIN *GA*
 5/23/05
 4:45
 COUNTY ADMIN
 FORWARDED TO: *PL*
 5/25/05
 1:30 PM



ATTACHMENT #1

DIVISION OF
FLEET MANAGEMENT

To: Janet Sheehan, Purchasing Director
From: Marilyn L. Rawlings, Fleet Manager *for Marilyn*
Date: 5/6/2005
Re: Sole Source for Case

Please prepare a Blue Sheet for the purchase of two Case rubber tire loaders. One is for the Department of Transportation and one for Parks and Recreation.

ACTION REQUESTED:

Approve the Bid Waiver to waive the formal quotation procedure and allow Lee County DOT Operations to proceed with the purchase of a new Case, model 321D in the amount of \$74,002.60. Also allow Parks and Recreation to purchase a new Case, model 321D in the amount of \$74,002.60, for a grand total of \$148,005.20. A waiver has been requested to this vendor, the only authorized Case dealership in Lee County. (See attached documents)

WHY ACTION IS NECESSARY:

Board approval is required, as this expenditure will exceed \$50,000.

WHAT ACTION ACCOMPLISHES:

This purchase will provide the Department of Transportation and Parks and Recreation with two new reliable machines. These two new machines will replace asset numbers, 030457 and 018937, which meet Lee County Fleet Management's replacement criteria (See attached documents)

Funds for this purchase are available from account string:

#JB5191059401.506430.

BACK GROUND:

Lee County needs to replace two rubber tire loaders, one from Parks & Recreation (030457) and one from DOT Operation (018937). 018937, a Case W14C that has reached its life cycle, and 030457, a Case W14B loader that has also reached its life cycle. *** (See attached sheets)***

The reason for this sole source is for Lee County to standardize with one brand of rubber tire loaders within the departments. Parks & Recreation and DOT Operations only have Case loaders in their fleet of equipment. The only other departments that have John Deere Loaders, is Solid Waste and Utilities, which Fleet Management only maintains one.

This standardization will help the operators to only have to know and understand the operation of one brand machine. Each different brand of machine is operated differently. For example; the controls inside the machine are different, one handle may move or change something totally different than another machine. This causes a problem with the operators if they switch from one machine to another. This could also become a safety hazard if the operator doesn't pay attention to which machine he/she is operating. The other issue is the tooling, stocking parts, and knowledge for the Mechanics that repair them. Having only one brand machine we allow Fleet Management to concentrate on learning one brand and not have to learn multiply different machines. Fleet Management can also stock fewer parts if we standardize with one brand. This will keep our part inventory down to minimum. We have a letter from Case Construction Corporation stating that Briggs is the only authorized Case dealership in Lee County and the surrounding areas for sales, parts, and service.

Fleet Management has worked with Mark Anthony from Briggs Equipment to obtain two quotes to replace these machines. Mark is able to match the State of Ohio's State contract price and give us a 30% discount off of the list price for the 321D loaders. This will save Lee County over \$63,000. The loaders on the Florida State contract, is closed and the Sheriff's Association does not have this size loader.

Parks & Recreation, DOT Operation, and Fleet Management have all agreed to standardize with the Case brand rubber tire loaders for Lee County. Parks and DOT has other Case loaders in their fleet and also have numerous different attachments that will interchange with all the loaders.

H:\Acquisition Specialist\Blue Sheets\Case Loaders-2005.doc

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER _____ DATE May 2, 2005

DEPARTMENT DOT Operations / Parks & Rec BUSINESS UNIT _____

SUGGESTED VENDOR

Briggs Construction Equipment. (Vendor # 210704)

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:
(MAY ALSO BE ATTACHED AS A MEMO)

*** See attached letter from the vendor ***

TECHNICAL CHARACTERISTICS:

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

****Case Equipment****

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

Revision Date:

() TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS
BECAUSE:

() NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

() OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM
REQUIREMENTS:

MANUFACTURER'S NAME: _____

REASON: _____

MANUFACTURER'S NAME: _____

REASON: _____

MANUFACTURER'S NAME: _____

REASON: _____

() OTHER _____

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE
FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

**** See attached letter from vendor ****

Vendor has agreeded to match the Ohio State Contract price

which gives a 30% discount. **See Attached Contract**

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

Operations Manager *5/12/05*
[Signature] for *Marilyn Rawlings Fleetman*
 SIGNATURE AND TITLE OF REQUESTER

I, *Robert D. Franceschini*, AUTHORIZED BUYER,
 CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

[Signature] *5-12-05*
 BUYER

[Signature] *5-13-05*
 PURCHASING DIRECTOR

The logo for CASE, featuring the word "CASE" in a bold, italicized, sans-serif font.

A brand of CNH

CNH AMERICA LLC
700 STATE STREET
RACINE, WI 53404 USA
TEL: (262) 636-6011

May 2, 2005

Briggs Construction Equipment, Inc.
5489 Leeper Drive
West Palm Beach, FL 33407

To Whom It May Concern:

This is to inform you that Briggs Construction Equipment is the authorized Case Construction Equipment Dealer in the state of Florida. In addition, this full-line Case dealer is authorized by Case to provide Parts and Service on Case equipment.

Sincerely,

A handwritten signature in black ink that reads "Jeff Edwards".

Jeff Edwards
CE Distribution Development Manager




Danny R. Brashear
Operations Manager
Lee County Fleet Management
2955 Van Buren St.
Ft. Myers, FL 33916

April 21, 2005

Briggs Equipment is the exclusive and only authorized Case Construction Equipment Dealer for the entire State of Florida. We are the largest Case Dealer in North America and offer factory authorized Service, Warranty and OEM Parts for the Case CE product line. We are sole source for the entire product line.

Thank you for choosing Briggs Equipment.

Sincerely,



Mark D. Anthony, GSM
(800) 446 2474 Office
(561) 762 1556 Cell



Danny Brashear
Lee County
Division of Fleet Management
2955 Van Buren Street
Fort Myers, Florida 33916

April 21, 2005

We are pleased to quote the following Case Industrial Product for your consideration:

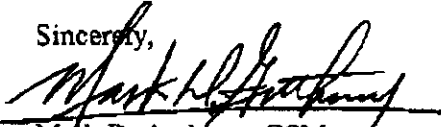
1 U03 Case 321D Compact Wheel Loader	List Price	- 30%
2 C Tire II Z-Bar linkage with integrated coupler	\$ 81,011.00	\$56,707.70
3 A Cab w/AC	4,045.00	2,831.50
4 B Limited Slip differential in rear axle	1,930.00	1,351.00
5 D 405/70 R20 XM27 Michelin Tires		in base
6 M English Decals		in base
7 AU Third Function Hydraulics	788.00	551.60
RC Ride Control	3,224.00	2,256.80
CF 4-in-1 Bucket w/bolt-on-edge	7,354.00	5,147.80
AH Bucket position indicator	102.00	71.40
BW Sliding Window for Cab	378.00	264.60
AP Rotating Beacon	325.00	227.50
BN Work Lights, Rear	151.00	105.70
AZ Counterweight add'l 440 lbs.	<u>725.00</u>	<u>507.50</u>
	\$ 100,033.00	\$70,023.10

Selling Price: \$ 70,023.10
FOB Delivered

Warranty Pricing:	List Price	- 30%
5 years/5,000 hour Full Machine:	\$ 5,685.00	\$ 3,979.50
6 years/6,000 hour Full Machine	8,982.00	6,287.40

Our Price includes Operator, Parts, and Technical Repair Manuals as well as Operator Training and (3) three extra sets of keys.

Thank you for choosing Briggs Equipment.

Sincerely,

Mark D. Anthony, GSM
(800) 446 2474 Office
(561) 762 1556 Cell

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF STATE PURCHASING
4200 SURFACE ROAD, COLUMBUS, OHIO 43228-1395

TO: ALL STATE AGENCIES, STATE INSTITUTIONS OF HIGHER EDUCATION AND PROPERLY REGISTERED COOPERATIVE PURCHASING MEMBERS OF THE COOPERATIVE PURCHASING PROGRAM OF THE DEPARTMENT OF ADMINISTRATIVE SERVICES, AS APPLICABLE.

FROM: C. SCOTT JOHNSON, DIRECTOR, DEPARTMENT OF ADMINISTRATIVE SERVICES

SUBJECT: PURCHASING INFORMATION, SCHEDULE NUMBER 777515M (03/31/07)

TERM SCHEDULE

STATE AND LOCAL GOVERNMENT PRICING SCHEDULE

CASE CONSTRUCTION BUSINESS

LAWN, GARDEN & HEAVY CONSTRUCTION EQUIPMENT

CONTRACTOR, PRICES, TERM SCHEDULE ETC.

Corporate Office
CNH America LLC
Case Construction Business
621 State Street
Racine, WI 53404

DELIVERY: 30-60 Days A.R.O.
F.O.B. Destination

TERMS: **Net 30 Days

CONTRACTOR'S CONTACT:

Mr. Cole Renken
Telephone: (262) 636-5761
Fax: (262) 636-6941
Email: cole.renken@cnh.com
Web: www.casece.com

CONTRACTOR'S MIS/IT CONTACT:

Mr. Cole Renken
Telephone: (262) 636-5761
Fax: (262) 636-6941
Email: cole.renken@cnh.com
Web: www.casece.com

EFFECTIVE DATE: This term schedule is effective for a period beginning 03/26/04 through 03/31/07 unless renewed by the Department of Administrative Services. Contact "Contractor's Contact" for information, approved literature and certification letter.



C. Scott Johnson, Director
Department of Administrative Services

PLACEMENT OF ORDERS: All purchases placed against this schedule must be accomplished on an ADM-0523, State of Ohio Purchase Order. This does not apply to State Colleges, Universities, Vocational Schools, Community Colleges or Properly Registered School Districts, Counties, Townships, Regional Transit Authorities or Municipal Corporations located within the State of Ohio. These agencies will utilize their own procurement document. State agencies will no longer be required to use the ADM-0523 Purchase Order Form (ORDE) for purchases under \$500.00. In lieu of the ADM-0523 Purchase Order Form, each agency will have the option of placing a Debit Purchase Request, either verbal or written, with the contractor. When placing a debit request, the agency is required to provide the contractor with an order number to ensure validity of the purchase.

APPROVED PRODUCTS/SERVICES: Only those vendors, products or services as listed in the price pages, approved by the Office of State Purchasing, may be purchased from this State Term Schedule. Any vendors, prices, terms, conditions, products or services not listed in the approved price sheets are outside the scope of this schedule.

MANDATORY USE CONTRACTS: All General Distribution Contracts (GDC's) and Limited Distribution Contracts (LDC's) take precedence over this State Term Schedule (STS). This STS is only for governmental entities without a mandatory use contract.

****PAYMENT DUE DATE:**

- A. Payments under this Agreement shall be due on the 30th calendar day after the later of:
1. The date of actual receipt of a proper invoice in the office designated to receive the invoice, or
 2. The date equipment, materials, goods, supplies or services are accepted in accordance with the terms of this Agreement.
- B. The date of the warrant issued in payment shall be considered the date payment is made.
- C. Without diminishing the foregoing payment rights and obligations, the payment shall not be overdue unless it is not received by the 60th day after the later of:
1. The date of actual receipt of a proper invoice in the office designated to receive the invoice, or
 2. The date equipment, materials, goods, supplies or services are accepted in accordance with the terms of this Agreement, then interest shall be due pursuant to Section 126.30 of the Ohio Revised Code.

SPECIAL NOTE: THE STATE OF OHIO INCLUDING BUT NOT LIMITED TO ITS AGENCIES, BOARDS, COMMISSIONS, DEPARTMENTS, STATE UNIVERSITIES, STATE VOCATIONAL SCHOOLS, STATE COMMUNITY COLLEGES OF OHIO, AND ANY ENTITY AUTHORIZED BY LAW TO USE THIS STATE TERM SCHEDULE (THE "STATE") IS NOT OBLIGATED TO PROCURE ANY PRODUCTS OR SERVICES FROM THIS STATE TERM SCHEDULE. THIS TERM SCHEDULE SHALL NOT BE CONSTRUED TO PREVENT THE STATE FROM PURCHASING PRODUCTS OR SERVICES USING OTHER PROCUREMENT METHODS AS AUTHORIZED BY LAW.

EXCLUDED ITEMS: (State Agencies Only) In accordance with the Ohio Revised Code Sections 5147.07, 4115.31, through 4115.35, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); State Use Program, Ohio Industries for the Handicapped, Inc. (SUP/OIH); Department of Mental Health (DMH), Office of Support Services (Central Warehouse and Pharmacy Services) and Rehabilitation Services Commission (RSC) State agencies must obtain a waiver from OPI,OIH, Central Warehouse or Pharmacy Services, DMH and RSC to procure from this schedule.

***NOTICE TO VENDOR:** Effective immediately - all invoices to the state of Ohio MUST show the vendor's E. I. number. This contract shows your number as part of the address and is also your current vendor number.

***NOTICE TO INSTITUTIONS:** Your purchase orders against this schedule MUST include the vendor number as shown on page 3, unless otherwise noted.

BASIC ORDER LIMITATIONS

Minimum: \$25.00

Maximum: \$150,000.00 Agencies should contact State Purchasing when they expect to exceed the Maximum Order Limitation.

** Rate Schedule: Addition of January 2005 Price Book and new Discount Matrix, Contact the Contractor's Contact to obtain a STS Price List and Catalog. Updated January 2005 price list with new models, Skid Steers and Compaction Excavators, changing the discount matrix as shown below.

Model #	% Off List
Loader Backhoe	
580M	40%
580MT	40%
580SM	40%
580SM +	40%
590SM	40%
Tractor Loader	
570M XT	30%
Vertical Forklift	
580G	37%
Skid Steer	
410/420/430	33%
435/440	33%
445/450/465	33%
40XT/60XT/70XT	33%
75XT	27%
85XT/90XT/95XT	27%
Crawler Dozer	
550H	36%
650K	36%
750K	36%
850K	38%
1150H	37%
1650K	31%
1850K	31%
Wheel Loader	
21D	30%
221D	30%
321D	30%
521D	38%
621D	38%
721D	38%
821C	38%
921C	35%
Crawler Excavator	
CX14	18%
CX27B/CX25	18%
CX31B/CX31	18%
CX36B/CX36	19%
CX50B/CX47	21%
CX75/CX80	35%
CX130	35%
CX135	35%

** Indicates the update of products and discount matrix

****Rate Schedule (Cont')**

Model #	% Off List
Crawler Excavator	
CX160	35%
CX210	35%
CX225	35%
CX240	35%
CX290	35%
CX330	35%
CX460	35%
Compaction	
DV201	28%
DV202	28%
DV204	28%
SV208	32%
SV210	32%
SV212	32%
SV216	32%
Articulated Trucks	
325/330	28%
335/340	28%
Motor Graders	
845	46%
865/856 DHP	48%
885	48%
Attachments	
Attachments	5%
Parts	
Parts	0%

Contractor/Pay Direct Dealer Index

NIGP CODE NUMBERS: All purchase orders placed against this state term schedule shall list the following class, item, group numbers, detail and check digits for the respective items.

Contractor	Contractor's Contact:
Case Construction Business Attn: Government Sales 621 State Street Racine, WI 53404	Mr. Cole Renken Email: cole.renken@cnh.com Telephone: (262) 636-5761 Fax: (262) 636-6941 Web: www.casece.com

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
*34-1033618 Eckert Bros. Inc. P.O. Box 493 Sugar creek, OH 44681-0493	*34-1033618 Eckert Bros. Inc. P.O. Box 493 Sugar creek, OH 44681-0493	Mr. Ronald Eckert Email: eckert@tusco.net Telephone: (330) 852-2611

Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:
Tractors, Farm (Case/Eckert)	020-89-99-024-2	All 88 counties
Backhoe for Farm Tractor (Case/Eckert)	020-02-99-004-8	
Tractor Bulldozers (Case/Eckert)	765-83-99-002-3	
Ditch & Trenching Machines (Case/Eckert)	760-15-99-002-1	
Parts & Accessories (Case/Eckert)	760-59-99-008-5	

** Indicates the update of discount matrix due to addition of products

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
*34-1304357 Meyer Equipment P.O. Box D Ridgeville Corners, OH 43555	*34-1304357 Meyer Equipment P.O. Box D Ridgeville Corners, OH 43555	Mr. Dennis Meyer Email: meyereq@bright.net Telephone: (419) 267-3848 Fax: (419) 267-5595
Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:
Tractors, Farm (Case/Meyer)	020-89-99-025-9	All 88 counties
Backhoe for Farm Tractor (Case/Meyer)	020-02-99-005-5	
Tractor Bulldozers (Case/Meyer)	765-83-99-003-1	
Ditch & Trenching Machines (Case/Meyer)	760-15-99-003-9	
Parts & Accessories(Case/Meyer)	760-59-99-009-3	

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
*31-1192553 New Carlisle Tractor, Inc. P.O. Box 197 New Carlisle, OH 45344	*31-1192553 New Carlisle Tractor, Inc. P.O. Box 197 New Carlisle, OH 45344	Mr. Robert Smart Email: nctractor@sbcglobal.net Telephone: (937) 845-3843
Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:
Tractors, Farm (Case/New Carlisle)	020-89-99-026-7	All 88 counties
Backhoe for Farm Tractor (Case/New Carlisle)	020-02-99-006-3	
Tractor Bulldozers (Case/New Carlisle)	765-83-99-004-9	
Ditch & Trenching Machines (Case/New Carlisle)	760-15-99-004-7	
Parts & Accessories(Case/New Carlisle)	760-59-99-010-1	

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
*34-1503254 Southeastern Equipment Co., Inc. P.O. Box 536 Cambridge, OH 43725	*34-1503254 Southeastern Equipment Co., Inc. P.O. Box 536 Cambridge, OH 43725	Mr. Brian James Email: bjames@southeasternequip.com Telephone: (614) 889-1073 Fax: (330) 494-7739
Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:
Tractors, Farm (Case/Southeastern)	020-89-99-027-5	All 88 counties
Backhoe for Farm Tractor (Case/Southeastern)	020-02-99-007-1	
Tractor Bulldozers (Case/Southeastern)	765-83-99-005-6	
Ditch & Trenching Machines (Case/Southeastern)	760-15-99-005-4	
Parts & Accessories(Case/Southeastern)	760-59-99-011-9	

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
*31-0861832 Twin Valley Equipment, Inc. 1980 US Route 35 East Eaton, OH 45320	*31-0861832 Twin Valley Equipment, Inc. 1980 US Route 35 East Eaton, OH 45320	Mr. Curt Caplinger Email: twinvalleyequip@core.com Telephone: (937) 456-6281
Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:
Tractors, Farm (Case/Twin Valley)	020-89-99-028-3	All 88 counties
Backhoe for Farm Tractor (Case/Twin Valley)	020-02-99-008-9	
Tractor Bulldozers (Case/Twin Valley)	765-83-99-006-4	
Ditch & Trenching Machines (Case/Twin Valley)	760-15-99-006-2	
Parts & Accessories (Case/Twin Valley)	760-59-99-012-7	

P.O.'s To:	Remit To:	Contractor/Dealer Contact:	
*S1-1666939 Horner Construction, Inc. (HCI) 203 Sprowl Road PO Box 532 Huron, OH 44839	*S1-1666939 Horner Construction, Inc. (HCI) 203 Sprowl Road PO Box 532 Huron, OH 44839	Mr. Robert Hunt Email: hcibob@aol.com Telephone: (419) 433-2071 Fax: (419) 433-2544	
Contractor/ Pay Direct Dealer NIGP Codes:		Service Counties:	
Tractors, Farm (Case/Twin Valley)		020-89-99-135-6	All 88 counties
Backhoe for Farm Tractor (Case/Twin Valley)		020-02-99-009-7	
Tractor Bulldozers (Case/Twin Valley)		765-83-99-018-9	
Ditch & Trenching Machines (Case/Twin Valley)		760-15-99-023-7	
Parts & Accessories (Case/Twin Valley)		760-59-99-021-8	

Summary of Amendments

**

Amendment Number	Revision Date	Description
3	01/01/05	Update of price book, add new models and change the discount matrix on page three(3) and four (4); and add page seven (7) for Summary of Amendments
2	12/20/04	Addition of authorized dealer Homer Construction, Inc. (HCI)
1	12/15/04	Addition of new price catalog January, 2005 with new discount matrix on page three (3) and four (4), and to add page six (6) for Summary of Amendments.

** Indicates an update to the price book with new models and updated discount matrix on pages three (3) and four (4); and added page seven (7) for the Summary of Amendments

Lee County Loader Information

Revised: April 29, 2005

All Current Active Loaders

Asset #	Year	Make	Model	Acquired Date	Number Of Months	Acquired Cost	LifeExp Months	MaintenanceLTD	Maintenance Cost Per Month
018937	1987	Case	W14B	1/1/1987	220	\$ 42,166.00	144	\$ 73,814.91	\$ 335.52
030457	1990	Case	W14B	1/1/1990	184	\$ 44,033.55	144	\$ 36,720.87	\$ 199.57
031908	1997	John Deere	344G	9/25/1997	91	\$ 72,926.40	144	\$ 29,045.45	\$ 319.18
031985	1999	Case	721C	9/9/1999	67	\$ 112,737.00	144	\$ 30,062.20	\$ 448.69
031986	1999	Case	621C	9/9/1999	67	\$ 92,017.50	144	\$ 18,581.15	\$ 277.33
045561	2003	Case	721D	10/13/2003	18	\$ 118,784.98	144	\$ 5,653.16	\$ 314.06
045565	2003	John Deere	270	10/16/2003	18	\$ 41,584.04	144	Fleet doesn't maintain this equipment.	
045568	2003	John Deere	710G	1/4/2003	18	\$ 125,034.80	144	Fleet doesn't maintain this equipment.	
045698	2004	Case	521D	10/1/2004	7	\$ 91,335.00	144	\$ 1,357.70	\$ 193.96
045699	2004	Case	621D	10/1/2004	7	\$ 102,815.00	144	\$ 1,289.50	\$ 184.21
Totals					697	843434	1440	\$ 196,524.94	\$ 2,272.53

Average maintenance cost per month: **\$ 284.07**

John Deere Loaders

Asset #	Year	Make	Model	Acquired Date	Number Of Months	Acquired Cost	LifeExp Months	MaintenanceLTD	Maintenance Cost Per Month	Sold Date
031814	1994	John Deere	544G	4/18/1994	132	\$ 73,705.00	144	\$ 70,151.03	\$ 531.45	2/05/2005
031908	1997	John Deere	344G	9/25/1997	91	\$ 72,926.40	144	\$ 29,045.45	\$ 319.18	
045565	2003	John Deere	270	10/16/2003	18	\$ 41,584.04	144	Fleet doesn't maintain this equipment.		
045568	2003	John Deere	710G	1/4/2003	18	\$ 125,034.80	144	Fleet doesn't maintain this equipment.		
Totals					259	\$ 313,250.24	576	\$ 99,196.48	\$ 850.63	

Average maintenance cost per month for John Deere: **\$ 425.31**

Case Loaders

Asset #	Year	Make	Model	Acquired Date	Number Of Months	Acquired Cost	LifeExp Months	MaintenanceLTD	Maintenance Cost Per Month	Sold Date
018370	1981	Case	W20B	1/1/1981	292	\$ 32,471.00	144	\$ 57,204.85	\$ 195.91	2/5/2005
018937	1987	Case	W14B	1/1/1987	220	\$ 42,166.00	144	\$ 73,814.91	\$ 335.52	
019272	1991	Case	W14C	1/1/1991	159	\$ 49,585.00	144	\$ 42,712.06	\$ 268.63	2/21/2004
030457	1990	Case	W14B	1/1/1990	184	\$ 44,033.55	144	\$ 36,720.87	\$ 199.57	
031985	1999	Case	721C	9/9/1999	67	\$ 112,737.00	144	\$ 30,062.20	\$ 448.69	
031986	1999	Case	621C	9/9/1999	67	\$ 92,017.50	144	\$ 18,581.15	\$ 277.33	
045561	2003	Case	721D	10/13/2003	18	\$ 118,784.98	144	\$ 5,653.16	\$ 314.06	
Totals					848	\$ 491,795.03	1,008	\$ 264,749.20	\$ 2,039.71	

Average maintenance cost per month for Case: **\$ 291.39**

FIAT Loaders

<u>Asset #</u>	<u>Year</u>	<u>Make</u>	<u>Model</u>	<u>Acquired Date</u>	<u>Number Of Months</u>	<u>Acquired Cost</u>	<u>LifeExp Months</u>	<u>Maintenance ID</u>	<u>Maintenance Cost Per Month</u>	<u>Sold Date</u>
018654	1984	FIAT	FR15	7/1/1984	172	\$ 78,175.00	144	\$ 52,748.63	\$ 306.68	12/11/1999
018655	1984	FIAT	FR15	7/1/1984	186	\$ 78,175.00	144	\$ 65,733.55	\$ 353.41	1/26/2002
				Totals	358	\$ 156,350.00	288	\$ 118,482.18	\$ 660.08	

Average maintenance cost per month for FIAT: **\$ 330.04**

As you can see, the Case loaders have the lowest cost per month.

**EQUIPMENT HISTORY
 COST & QTY PER METER**

Report based on information from 4/29/2002 - 4/28/2005.
 Totals for class: G51D.
 Loader, Rubber Tire, Articulating, Diesel

Asset #	Year	Make	Model	Department	Current Odometer	Fuel CPM	Maint & Repair CPM	Accident CPM	Operating CPM	Total CPM
18937	1987	Case	W14B	TOP S MOW	4580	0.410	21.730	0.226	22.140	22.366
30457	1990	Case	W14C	PARKS 155	2267	0.000	18.466	0.000	18.466	18.466
31908	1997	John Deere	344G	SW DISP	3181	0.000	13.377	0.000	13.377	13.377
31985	1999	Case	721C	TOP RD CON	2878	1.587	13.100	0.000	14.687	14.687
31986	1999	Case	621C	PARKS 155	1677	0.000	15.792	0.498	15.792	16.290
45561	2003	Case	721D	TOP RD SHD	763	3.154	7.438	0.000	10.592	10.592
45565	2003	John Deere	270	UT CONST.	???	0.000	0.000	0.000	0.000	0.000
45568	2003	John Deere	710G	UT CONST.	???	0.000	0.000	0.000	0.000	0.000
45698	2004	Case	521D	PARKS 155	136	0.000	10.057	0.000	10.057	10.057
45699	2004	Case	621D	TOP CANAL	317	0.000	4.120	0.000	4.120	4.120

Fleet Management doesn't maintain the two John Deere loaders for Utilities, 045565 & 045568. Utilities has a contract with Nor Trax to do their work.

As you can see, 018937 is the oldest loader in the Fleet and is also the highest CPM. This loader has also met all the criteria for replacement with Fleet Management. The loader has 15-points (see below).

Age: 5.0
 Based on 144 months of life. This loader has exceeded the expected life by 76 months.
 Maintenance: 10.0
 Based on 50% of the new purchased price of \$42,166.00. The maintenance cost is at \$73,814.91.
 Meter: 4.6
 Based on 5,000 hours of life. This loader has 4,580 hours on it.
 Total: 19.6
 Points stop counting at 15. When a vehicle reaches 15 points, this is the ultimate replacement time.

As you can see, 030457 is the next oldest loader in the Fleet and also has a very high CPM. This loader has also met all the criteria for replacement with Fleet Management. The loader has 15-points (see below).

Age: 5.0
 Based on 144 months of life. This loader has exceeded the expected life by 40 months.
 Maintenance: 8.3
 Based on 50% of the new purchased price of \$44,033.55. The maintenance cost is at \$36,720.87.
 Meter: 2.3
 Based on 5,000 hours of life. This loader has 2,267 hours on it.
 Total: 15.6
 Points stop counting at 15. When a vehicle reaches 15 points, this is the ultimate replacement time.