



**PUBLIC SERVICE BOARD MEETING
AGENDA ITEM**

**REGULAR MEETING
Wednesday, April 12, 2017**

SUBJECT

Purchase of Two Backhoe Loaders

BACKGROUND

The backhoe loader is a key piece of equipment that is used in many facets of operations. When there are emergencies, this is one of the first pieces of equipment that is deployed. On the day to day operations, the backhoe loader is one of the most used pieces of equipment that is required to excavate the path for the piping. The current backhoe loaders have reached their useful life and have become unreliable.

EVALUATION PROCESS

Staff obtained a quote from 4 Rivers Equipment utilizing the Education Services Center (ESC) Region 19 contract number 15-7180. Staff evaluated the quote and determined that the quote satisfied the requirements for this procurement. Therefore, staff recommends the purchase of two backhoe loaders from 4 Rivers Equipment.

FINANCIAL IMPLICATIONS

Sufficient funds are available in account number 1215-077, and the funding source is the Improvement Fund.

PROPOSED ACTION REQUESTED

Approve the purchase of two backhoe loaders through the ESC Region 19 Contract Number 15-7180 from 4 Rivers Equipment in the amount of \$188,754.20.

SUPPORTING DOCUMENTATION PROVIDED

-) 4 Rivers Equipment quote
-) Region 19 contract # 15-7180



Formal Quote

Date: 3/28/2017 Contract Used: Region 19

Customer: El Paso Water Utilities

Contact: Beto Ramos

Address: 1154 Hawkins Blvd.

City: El Paso

State: TX Zip: 79925

Phone: (915)594-5500

Email: aramos@epwu.org

Make: Deere Model: 310SL

JD List Price: \$157,692.00

Region 19 Discount: 41.5% (\$65,442.18)

Factory Freight: \$2,238.28

Extended Warranty: \$3,989.00

Vendor Attachments:

Freight (If Applicable):

PM Package (If Applicable):

Total Sales Price: \$98,477.10

Notes: Additional cost to paint machine EPWU blue \$2,900

Additional EPWU Discount (\$7,000)

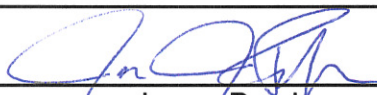
Final sales price to EPWU is \$94,377.10 each

Total Sales Price for 2 units is \$188,754.20

Warranty is a 5 year/ 4,000 hour comprehensive

Quote Expires: 4/27/2017

Accepted By: _____

Quoted By: 
Jason Bowles

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Construction & Heavy Equipment – ESC Region 19 Allied States Cooperative
RFP NUMBER: 15-7180
RFP OPENING DATE: February 3, 2016
CONTRACT TERM: Date of award until February 28, 2017 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor **(Extended by Region 19 until February 28, 2018)**

FUNDING SOURCE: Various
RFP's ISSUED: 92
RESPONSES: 5
ADVERTISEMENT DATES: The Washington Post – January 28, 2016 & February 4, 2016
The El Paso Times - January 28, 2016 & February 4, 2016
BOARD MEETING DATE: May 19, 2016

RECOMMENDED FOR AWARD **4 Rivers Equipment
Cruise Car, Inc.
Prana Machinery, Inc.**

TOTAL (estimated) **\$3,500,000.00/ year**

EXPLANATIONS:

Award of this contract will enable Region 19 Purchasing Cooperative members to purchase from vendors who can provide turnkey sales, service, parts, warranty work, and related as it pertains to Construction and Heavy Equipment, for the entire range of Construction and Heavy Equipment that can be used by schools, universities, cities, counties, special governments, state governments, and other governments that must comply with competitive procurement when spending tax funds. The ability to service, repair, factory warranty, and maintenance agreements is a critical component of the pricing and weight factors were taken into consideration on these matters during the evaluation process. All awarded vendors scored above an 80. A proposal from FMH Handling Solutions, Inc. and Precision Saw and Tool Tex, Inc. were incomplete Vendors were contacted by phone and notified by email for information needed to completely evaluate the proposal submitted. No response was received therefore their proposals were not considered.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Debra Oropeza
ESC Region 19 Allied States Cooperative

Contact Information:

4 Rivers Equipment

Thad Bennett

11323 Rojas Drive El Paso, TX 79936

915-780-3011

Fax: 915-598-0479

www.4riversequipmnet.com / tbennett@4riversequipment.com

Articulated Trucks - An articulated vehicle is a vehicle which has a permanent or semi-permanent pivoting joint in its construction, allowing the vehicle to turn more sharply

MODEL: 370E-410E-460E at **22.5% off Manufacturer's List Price**

Crawler Dozers - A bulldozer is a crawler (continuous tracked tractor) equipped with a substantial metal plate (known as a blade) used to push large quantities of soil, sand, rubble

MODEL: 650K-700K-750K-850K at 26.5%

MODEL: 1050K at **23.5% off Manufacturer's List Price**

Compact Excavators/Track Excavators - Excavators are heavy construction equipment consisting of a boom, dipper, bucket and cab on a rotating platform known as the "house"

MODEL: 75G-85G-130G -135G at **29.5%**

MODEL: 160G-180G-210G- 245G-250G at **31.5%**

MODEL: 290G-300G-350G-470G at **25.5% off Manufacturer's List Price**

Backhoe - A backhoe loader, also called a loader backhoe, digger in layman's terms, or colloquially shortened to backhoe within the industry, is a heavy equipment vehicle that consists of a tractor like unit fitted with a shovel/bucket on the front and a small backhoe on the back. Due to its (relatively) small size and versatility, backhoe loaders are very common in urban engineering and small construction projects (such as building a small house, fixing urban roads, etc.)

MODEL: 310L-310LEP-310SLHL-310SL-410L-31SSL at **41.5% off Manufacturer's List Price**

Landscape Wheel Loaders - A loader (bucket loader, front loader, front-end loader, payloader, scoop, shovel, skip loader, or wheel loader) is a heavy equipment machine used in construction to move aside or load materials such as asphalt, demolition debris, dirt, snow, feed, gravel, logs, raw minerals, recycled material, rock, sand, woodchips, etc.

MODEL: 210L-LEP SERIES at **33.2% off Manufacturer's List Price.**

Multi-Terrain Loaders - A loader (bucket loader, front loader, front-end loader, payloader, scoop, shovel, skip loader, or wheel loader) is a heavy equipment machine used in construction to move aside or load materials such as asphalt, demolition debris, dirt, snow, feed, gravel, logs, raw minerals, recycled material, rock, sand, woodchips, etc.

MODEL: 444K-524K -544K-624K-644K-644K Hybrid-724K-744K at **38.5% off Manufacturer's List Price**

Graders - A grader, also commonly referred to as a road grader, a blade, a maintainer, or a motor grader, is a construction machine with a long blade used to create a flat surface during the grading process. Typical models have three axles, with the engine and cab situated above the rear axles at one end of the vehicle and a third axle at the front end of the vehicle

MODEL: 670G-672G- 770G•772G-870G-872G at **42.5% off Manufacturer's List Price**

Miscellaneous Products

Hourly Rates for Installation of Accessories and Equipment

Discounts offered on individual manufacturer's published price lists/catalogs: Hourly Rates for Installation of Accessories and Equipment

Hourly Rate

4 Rivers Standard Rates Apply.

Hourly Service Rates for Maintenance and Repairs

Discounts offered on individual manufacturer's published price lists/catalogs: Hourly Service Rates for Maintenance and Repairs

Hourly Rate

4 Rivers Standard Rates Apply.

Factory Freight to Dealer

Discounts offered on individual manufacturer's published price lists/catalogs:

Extended Warranty

Dealer Cost

Freight to Customer

Discounts offered on individual manufacturer's published price lists/catalogs:

Extended Warranty

No delivery Charge if delivered within El Paso County add \$6.00 for very mile outside the county

Extended Warranty

Discounts offered on individual manufacturer's published price lists/catalogs:

Extended Warranty

Dealers Cost

Maintenance Service Contracts

Discounts offered on individual manufacturer's published price lists/catalogs:

Extended Warranty

Dealers Cost plus 15%

Equipment Rental

Monthly Rental

Discounts offered on individual manufacturer's published price lists/catalogs:

Monthly Rental – Percent 5% off Standard Published Rental Rates

States Covered – Colorado, New Mexico, Texas, Wyoming

Amendment to contract additional manufacture and price list and John Deere Standard Governmental Operating Lease Added to contract as of October 2016

Price and Manufacturer link - [Four Rivers](#)

John Deere Standard Governmental Operating Lease offered to Region 19 (Please See Details Below)

60 Month Lease Factor 12, 24, 36, 48, and 60 month Lease Terms

- On all transactions with governmental agencies such as state, county, township, or city governments as well as school or hospital districts that have the power to tax or issue tax-free bonds.
- The John Deere Financial Governmental Operating Lease does include a non-appropriation of funds clause.
- Governmental Operating Lease Rate is currently 4.5% for all financed amounts and terms up to 60 months (subject to change monthly).
- Governmental Operating Lease standard lease term 12, 24, 36, 48, and 60 months.
- Government Operating Leases add 0.25% to the rate for each additional 1-year term beyond 60 months, up to 84 months.
- For John Deere Financial credit application requests please direct all questions to the appropriate Territory Manager at 4 Rivers Equipment.