

**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: September 26, 2006

SUBJECT: Approve the Purchase of a Caterpillar Motor Grader from Holt of California in the Amount of \$268,880.82.

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**ACTION REQUESTED**

Approve the purchase of a Caterpillar Motor Grader from Holt of California of Pleasant Grove in the amount of \$268,880.82, and authorize the Purchasing Manager to sign the resulting purchasing order.

**BACKGROUND**

DPW Fleet Services Division is requesting the purchase of a Caterpillar brand motor grader. Previous Caterpillar motor graders have been purchased as a result of a cooperative purchase agreement through the State of California CMAS program. The State of California has not renewed this agreement, however, Caterpillar, through their local authorized dealer, Holt of California, has agreed to offer the previous CMAS discount of 45% off the manufacturer's list price to Placer County. Additionally, the 2.48% administrative fee, previously charged by the State of California, will not be applicable to this purchase. Attachment A consists of a "Proposal Worksheet" listing the various costs associated with the purchase of the motor grader.

Public Works currently has nine Caterpillar motor graders in their Fleet which have performed very well over the years. For the purpose of standardization practices and interchangeability of parts, this motor grader is being purchased in accordance with Section 1.3(n) of the purchasing policy manual which authorizes a specific purchase without competitive bidding with concurrence of the Purchasing Agent and County Executive.

**FISCAL IMPACT**

The Purchase Order resulting from this recommendation will total \$268,880.82. Public Works has sufficient fixed asset approval for this purchase.

Attachment

Attachment A – Holt of California Proposal Worksheet

Cc: Jim Geach, DPW Fleet Services  
Cynthia Taylor, DPW Administration

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\*\*\*\* PROPOSAL WORKSHEET \*\*\*\*

8/29/2006

12:06 PM

For: Placer County  
Address: 29964 Richardson Drive  
City, State: Auburn, CA 95603

Attention: 0  
Phone: 0  
Salesman: Bill Gray  
Facsimilie #: 0

Qt.	Ref No.	Description	Weight	Manufacturer List Price	GSA Discount of 45.0%
1	160-8342	143H motorgrader base unit	33,670	\$311,990.00	\$171,594.50
S/N	New	NA			
1	142-6478	Michelin XSNOPPLUS 1* radial	1,024	\$12,280.00	\$6,754.00
1	179-1548	Cab/bar mounted lights (high)	48	\$1,510.00	\$830.50
1	161-0773	Cab mounted warning light	6	\$441.00	\$242.55
1	171-7096	Connection for rear lights	3	\$745.00	\$409.75
1	203-6536	Mid-frame mounted lights	13	\$755.00	\$415.25
1	203-2260	transmission guard	215	\$1,890.00	\$1,039.50
1	126-6933	Lower platform guard	50	\$840.00	\$462.00
1	190-1697	Brake line guard	18	\$439.00	\$241.45
1	197-5956	Snow arrangement	308	\$17,360.00	\$9,548.00
1		<b>Includes:</b>			\$0.00
1	167-8067	Air cond. W/heater			\$0.00
1	160-7760	Air dryer			\$0.00
1	161-0764	Autoshift transmission			\$0.00
1	172-5655	Heavy duty battery			\$0.00
1	297-6438	Triple horsepower engine setting (TierII)			\$0.00
1	172-6834	Front window defrost fan			\$0.00
1	172-6835	Rear window defrost fan			\$0.00
1	249-5516	Engine coolant heater			\$0.00
1	161-1021	RH snow wing lights			\$0.00
1	197-0579	Ether start aid			\$0.00
1	188-9321	Work Lights			\$0.00
1	231-6524	Outside mtd, 24V heated mirrors			\$0.00
1	161-1921	Warning light provision			\$0.00
1	177-8784	Intermittent front wipers			\$0.00
1	156-7778	Cloth, contour, air seat	0	\$500.00	\$275.00
1	177-8830	Rear window wiper/washer LP	16	\$615.00	\$338.25
1	145-1300	Radio ready cab	0	\$710.00	\$390.50
1	167-8382	24-12V convertor 25 ampere	11	\$900.00	\$495.00
1	166-3337	Blade lift accumulators	156	\$4,545.00	\$2,499.75
1	166-3302	Secondary steering	111	\$4,880.00	\$2,684.00
1	179-5776	Louver w/screen covers	15	\$845.00	\$464.75
1	192-4969	Base hydraulics plus three (R,PD, DA)	53	\$4,305.00	\$2,367.75
1	124-1390	Plow/Dozer lift lines AWD Right side	5	\$421.00	\$231.55
1	192-4699	Plow/Dozer angle line Right side	5	\$466.00	\$256.30
1	8X-8016	14' X 24" X 7/8" moldboard w/5/8 " bolts	166	\$750.00	\$412.50
1	107-3395	Overlay end bits FUW 3/4" bolts	27	\$253.00	\$139.15
1					\$0.00
Factory net total			35,920	\$367,440.00	\$202,092.00

ADDITIONAL COSTS

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	Henke Snow Gate	\$	6,850.00	
	Gate Mounting	\$	550.00	
	Prep Costs/Attachment installation/ Predelivery setup		\$4,000.00	
	External kill Switch		\$500.00	
OP-0250	Domestic rail packing	0	\$339.00	
	Snow plow and lift group		\$18,500.00	
	Lights, manuals, training			
	Rear work Light (1)			
	Backup lights (2)		\$2,820.00	
	Manuals (1-o, 1-p, 2-s)			
	Fabrication of rear counterweight using Ripper Brkts		\$5,450.00	
			<u>\$39,009.00</u>	<u>\$39,009.00</u>
SUBTOTAL COSTS				\$241,101.00
	(Taxable Total)			
PROFIT				\$0.00
SALES PRICE				<u>\$241,101.00</u>
	4 hours operator training		\$400.00	
	8 hours mechanic training		\$400.00	
	Warranty 5 yr/5000 powertrain plus		\$9,500.00	
	Total Non-Taxable items		<u>\$10,300.00</u>	<u>\$10,300.00</u>
	(Including sales tax and Non-taxable items			
SALES TAX		7.250%		<u>\$17,479.82</u>
TOTAL PRICE				<u>\$268,880.82</u>

