



DEPARTMENT OF PUBLIC WORKS


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TO: Gene Baietto, Purchasing
FROM: Gordy Paprocki, Fleet Services 
DATE: April 9, 2010
SUBJECT: Sole source purchase of demonstrator JCB tractor loader backhoe.

Contained in the 2010 Capital equipment budget are funds to replace the existing JCB tractor loader backhoe in the Department's Electrical Division. This tractor is unique in today's marketplace and is classified as "compact" equipment which by design fits into a very small and confined work area. This particular piece, the JCB 2CX-12, is even more unique as JCB has designed and engineered it with four wheel drive and four wheel steering which after researching this proves to be the only manufacturer domestically to currently offer this configuration. Along with the drive and steering arrangement, this tractor also is equipped with a side shifting boom on the backhoe which allows the operator to get into some tight and confined work areas. These unique features lend themselves to the scope of work that our Electrical Division is involved in and is the reason why we purchased this particular machine back in 2001; and I might add that we purchased our existing unit used as it is a 1997 model and is due for replacement in our Fleet operation. The other aspect that was taken into consideration is that the user division has the need for a hydraulic hammer on the backhoe unfortunately the backhoe boom on the existing unit is too light in construction to accommodate this application, the boom on the new machine is redesigned for this use. This machine has been a valuable asset to operations and we no see reason to replace it with anything but another like it.

The dealer, Yale Equipment Sales, has offered us a demonstrator unit priced at a savings over brand new. This unit only has 29 hours on in and is in virtually new condition and it will include both the 24inch and a 12 inch backhoe bucket for the price of \$58,692.00; this compares to \$63,035.00 for a brand new one. As part of the set up on the replacement machine for which we budgeted \$70,000.00 this year we are also going to equip the unit with a manual quick coupler on the backhoe along with a compact hydraulic hammer and a parts and service manual all of which will add \$8162.83 to the total cost of \$66,854.83, still coming in under budget. So with that being said I recommend that it would be in the Department's and the City's best interests to purchase the demonstrator JCB 2CX-12 with the accessories as quoted by Yale Equipment Sales. If you should have any questions or concerns please contact me directly. Thank you for your cooperation in this matter.

cc: M. Lewis
T. Harmatys