



**SANTA ROSA COUNTY
PUBLIC WORKS DEPARTMENT**

STEPHEN FURMAN
Director
stephenf@santarosa.fl.gov

6075 Old Bagdad Highway | Milton, Florida 32583

MEMORANDUM

TO: Tony Gomillion, County Administrator
FROM: Stephen Furman, Public Works Director 
DATE: Oct. 18, 2016
SUBJECT: Purchase Agreement for two track loaders

RECOMMENDATION

Discussion of the purchase of two (2) T870 T4 Bobcat Track Loaders in the amount of \$76,906.00 from Bobcat of Pensacola, with the trade in of our two current track loader machines, based on comparison shopping, and subject to a two (2) year buy-back as specified in the agreement.

BACKGROUND

The Road and Bridge Department currently utilizes two (2) compact track loader machines for a variety of tasks. The primary use is for mowing steep and wet areas such as stormwater retention ponds. One machine is a John Deere, and the other is a Bobcat brand. Both are heavily utilized throughout the year, and because of their age, both require routine maintenance for worn out and broken parts. We solicited quotes from both John Deere and Bobcat for the trade in of our current machines, as the only local suppliers meeting our specifications. The quotes are attached in the backup material to this agenda item. The proposal from Bobcat is superior in the trade in value for our current machines and the buy-back provision at the end of two years. The buy-back provision will keep our machines under factory warranties, thus reducing the strain being experienced by our repair shop. We recommend approval of the proposal from Bobcat.



Product Quotation

Quotation Number: C291D023098

Date: 2016-10-14 11:24:35

Ship to	Bobcat Dealer	Bill To
Santa Rosa County Attn: Tom Collins 6075 Old Bagdad Highway Milton, FL 32570 (850) 981-7151	Bobcat of Pensacola 564 West Burgess Road Pensacola, FL 32503 Phone: 850-483-5868 Fax: 850-471-0040 ----- Contact: C.J. Neidlinger Phone: 850-483-5868 Cellular: 850-516-5550 E Mail: cjneidlinger@lylemachinery.com	Santa Rosa County Attn: Tom Collins 6075 Old Bagdad Highway Milton, FL 32570 (850) 981-7151

Description	Part No	Qty	Price Ea.	Total
T870 T4 Bobcat Compact Track Loader	M0295	2	\$61,246.00	\$122,492.00
100 HP Turbo Tier 4 Diesel Engine	Lift Path: Vertical			
2 Speed Travel	Lights, Front & Rear			
Air Intake Heater (Automatically Activated)	Operator Cab			
Auxiliary Hydraulics: Variable Flow	Includes: Adjustable Suspension Seat, Top & Rear			
Backup Alarm	Windows, Seat Bar and 3-Point Seat Belt			
Bob-Tach	Roll Over Protective Structure (ROPS) meets SAE-J1040			
Bobcat Interlock Control System (BICS)	& ISO 3471			
Controls: Bobcat Standard Controls with Power Assist	Falling Object Protective Structure (FOPS) meets SAE-			
Enclosed Cab with Air Conditioning & Heat	J1043 & ISO 3449, Level I; (Level II is available			
Engine/Hydraulic Systems Shutdown	through Bobcat Parts)			
Horn	Parking Brake: Spring Applied, Pressure Released			
Instrumentation: Engine Temperature & Fuel Gauges,	(SAPR)			
Hour meter, RPM and Warning Lights	Power Bob-Tach			
Lift Arm Support	Roller Suspension with 4 Rollers			
	Tracks: Rubber, 17.7" wide			
	Warranty: 12 Months, Unlimited Hours			
24 Month Protection Plus (2000 Hours)	9974358	2	\$2,000.00	\$4,000.00
A71 Option Package	M0295-P01-A71	2	\$815.00	\$1,630.00
Cab Enclosure with Heat and AC	Deluxe Instrument Panel			
Power Bob-Tach	Keyless Start			
Sound Reduction	Attachment Control Kit			
	Cab Accessories Package			
Selectable Joystick Controls (SJC)	M0295-R01-C04	2	\$605.00	\$1,210.00
High Flow Hydraulics	M0295-R03-C03	2	\$1,205.00	\$2,410.00
Engine Compartment Seal kit, S850 & T870	7179952	2	\$732.00	\$1,464.00
Fire Extinguisher Kit	7129307	2	\$127.00	\$254.00
Special Applications Polycarbonate Door Kit	7128395	2	\$1,364.00	\$2,728.00
Rotating Beacon Kit	7129299	2	\$231.00	\$462.00
84" C/I Heavy Duty Bucket	7125917	2	\$1,206.00	\$2,412.00
--- Bolt-On Cutting Edge, 84"	7125924	2	\$172.00	\$344.00
Total of Items Quoted				\$139,406.00
Trade-in Deere 333E				(\$41,500.00)
Trade-in Bobcat T300				(\$21,000.00)
Quote Total - US dollars				\$76,906.00

Notes:

2 year PM Agreement \$2,760

Operator Safety Training \$125

Buyback Guarantee for Bobcat T870s - \$55,000 each*

*Guarantee offer is at 2 year / 1,000 hours and is subject to Lyle Machinery Company's guaranteed buyback agreement.

All prices subject to change without prior notice or obligation. This price quote supersedes all preceding price quotes.
Customer must exercise his purchase option within 30 days from quote date.

Customer Acceptance:

Purchase Order: _____

Authorized Signature:

Print: _____ **Sign:** _____ **Date:** _____

Finance Worksheet

Quote Finance

Quote Summary

Prepared For:
 SANTA ROSA COUNTY BOCC
 FL

Prepared By:
 JOHN FRANK
 BEARD EQUIPMENT COMPANY
 3195 W Nine Mile Rd
 Pensacola, FL 325349444
 Phone: 850-476-0277
 jfrank@beardequipment.com

The proposed quoted unit will have a two year/1,000 hour guaranteed repurchase price by Beard Equipment Company of \$40,500.00 each using the standard John Deere C&F lease return guidelines and provisionals for machine return conditions.

Quote Id: 13969135
Created On: 01 September 2016
Last Modified On: 17 October 2016
Expiration Date: 30 December 2016

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE 333G COMPACT TRACK LDR BASE	\$ 98,442.60	\$ 72,060.00 X	1 =	\$ 72,060.00
2yr/2000hr Full Machine Comprehensive Warranty		\$ 1,143.00 X	1 =	\$ 1,143.00
Sub Total				\$ 73,203.00
 GR 705934	 \$ 5,042.00	 \$ 4,300.00 X	 2 =	 \$ 8,600.00
 JOHN DEERE 333G COMPACT TRACK LDR BASE	 \$ 98,442.60	 \$ 72,060.00 X	 1 =	 \$ 72,060.00
John Deere Extended Warranty-2yr/2000hr Full Machine Comprehensive Warranty		\$ 1,143.00 X	1 =	\$ 1,143.00
Sub Total				\$ 73,203.00
Equipment Total				\$ 155,006.00

Trade In Summary	Qty	Each	Extended
2014 JOHN DEERE 333E COMPACT TRACK LOADER - 267979	1	\$ 35,000.00	\$ 35,000.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 35,000.00
 2006 Bobcat T300 - 12716	 1	 \$ 16,000.00	 \$ 16,000.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 16,000.00
Trade In Total			\$ 51,000.00

Quote Summary	
Equipment Total	\$ 155,006.00
Trade In	\$ (51,000.00)
SubTotal	\$ 104,006.00
Total	\$ 104,006.00
Balance Due	\$ 104,006.00

Salesperson : X _____

Accepted By : X _____

Salesperson : X _____

Accepted By : X _____

Selling Equipment

Quote Id: 13969135

JOHN DEERE 333G COMPACT TRACK LDR BASE

Hours:

Suggested List

Stock Number:

\$ 98,442.60

Code	Description	Qty
0BF0T	333G COMPACT TRACK LOADER	1
Standard Options - Per Unit		
0800	333G Standard Compact Track Loader	1
0953	ISO-H Switchable Controls and EH Joystick Performance Package	1
1301	Engine - Turbocharged	1
1501	English Operator's Manual & Decals	1
1741	Less JDLink	1
2600	Wide Offset Block Lug Rubber Tracks - 17.7 in.	1
3002	High Flow Hydraulics	1
3101	Less Ride Control	1
4001	2-Inch Seat Belt with Shoulder Harness	1
5001	Power Quik-Tatch	1
5205	Cab Enclosure with Air-Conditioning, Heat, Defrost, and Severe Duty Door	1
5500	Standard Lighting Package	1
6003	Vinyl, Air-Ride Seat	1
6501	Reversing Fan Drive	1
8042	Rear View Camera	1
8060	Engine Air Precleaner	1
8342	Radio, AM/FM with Bluetooth	1
8370	HD Rear Grille	1
Dealer Attachments		
1	84" Construction Bucket w/ Edge	1
1	Boom Pockets and Exhaust Guards	1
1	Lexan Side Windows	1
Service Agreements		
	PowerGard Protection - 2yr/2000hr Full Machine Comprehensive Warranty	
Other Charges		
	Freight	1
	Setup	1

Selling Equipment

Quote Id: 13969135

GR 705934		
Hours:	0	Suggested List
Stock Number:		\$ 5,042.00
Code	Description	Qty
1	333G FORESTRY PROTECTION PACKAGE	2
Other Charges		
	Freight	2
	Setup	2

JOHN DEERE 333G COMPACT TRACK LDR BASE		
Hours:		Suggested List
Stock Number:		\$ 98,442.60
Code	Description	Qty
0BF0T	333G COMPACT TRACK LOADER	1
Standard Options - Per Unit		
0800	333G Standard Compact Track Loader	1
0953	ISO-H Switchable Controls and EH Joystick Performance Package	1
1301	Engine - Turbocharged	1
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4001	2-Inch Seat Belt with Shoulder Harness	1
5001	Power Quik-Tatch	1
5205	Cab Enclosure with Air-Conditioning, Heat, Defrost, and Severe Duty Door	1
5500	Standard Lighting Package	1
6003	Vinyl, Air-Ride Seat	1
6501	Reversing Fan Drive	1
8042	Rear View Camera	1
8060	Engine Air Precleaner	1

Selling Equipment

Quote Id: 13969135

8342	Radio, AM/FM with Bluetooth	1
8370	HD Rear Grille	1
Dealer Attachments		
1	84" Construction Bucket w/ Edge	1
1	Boom Pockets and Exhaust Guards	1
1	Lexan Side Windows	1
Service Agreements		
	John Deere Extended Warranty - 2yr/2000hr Full Machine Comprehensive Warranty	
Other Charges		
	Freight	1
	Setup	1

Trade In

Quote Id: 13969135

2014 JOHN DEERE 333E COMPACT TRACK LOADER	
SN# 267979	
Machine Details	
Description	Net Trade Value
2014 JOHN DEERE 333E COMPACT TRACK LOADER	\$ 35,000.00
SN# 267979	
Your Trade In Description	
Additional Options	
Hour Meter Reading	767

2006 Bobcat T300	
SN# 12716	
Machine Details	
Description	Net Trade Value
2006 Bobcat T300	\$ 16,000.00
SN# 12716	
Stock Number :	
Your Trade In Description	
Additional Options	
Hour Meter Reading	3247