

MEMORANDUM

SW Compost Facility- 7000 Jackson Pike

34-0672363
Expires 6-7-09

TO: Joe Lombardi
Fiscal Office

FROM: John Hoff
SW Compost Facility

DATE: February 14, 2008

SUBJ: Legislation for the Request for Purchase of Caterpillar 966H Wheel Loader
Loader with trade-in: \$283,026

2-28-09
778515H - Contract
ST5515W

Please prepare legislation for the purchase of one (1) Caterpillar 966H Wheel Loader in accordance with State of Ohio contract STS515 from Ohio CAT and request the Purchasing Office prepare a purchase order. This loader will replace a 1994 Cat loader BT 16270 and will be used for processing sewage sludge compost. It is budgeted under OCA 605899 object level 6652. This purchase has been approved by the Fleet Division of Finance.

It is in the best interest of the Division to purchase this equipment utilizing State Contract pricing. This wheel loader is specified with a configuration to allow loading vehicles, screen hoppers, and stacking piles of compost over 12'6" height. Pricing is based on a quotation from Wes Stark of Ohio CAT on February 13, 2008.

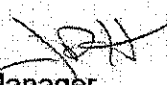
I have attached a copy of the State of Ohio contract and quotation proposal from Wes Stark of Ohio CAT. I recommend accepting the **Optional trade-in for \$52,500**. The total price of the loader including trade-in is **\$283,026.00**.

If you have any questions or need additional information, please contact me.

cc: M. Hupp
File

MEMORANDUM

TO: Mike Hupp
Fleet Coordinator

FROM: John Hoff 
Residuals Manager

DATE: February 14, 2008

SUBJ: State Contract STS515 CAT 966H Wheel Loader
Recommend Approval of Ohio CAT proposal \$283,026

Find attached the Ohio CAT proposal prepared by Wes Stark for a CAT 966H wheel loader specified with CAT roll-out bucket in accordance with State of Ohio contract STS515 from Ohio CAT. This loader will replace a 1994 Cat loader BT 16270 with 18,198 hour, and will be used for processing sewage sludge compost. It is budgeted under OCA 605899 object level 6652.

Supplier: Ohio CAT Equipment Division, 5252 Walcutt Court, Columbus, Oio 43228
Salesman: Wes Stark cell phone 614-332-3424

If you have questions contact John Hoff or Dan Davis at 3153 x0

Cc: Dax Blake
file

OhioOhio CAT
Equipment Division5252 Walcutt Court
Columbus, Ohio 43228
688.441.4658 tel
614.851.5015 fax**SALES PROPOSAL**CITY OF COLUMBUS COMPOST FACILITY
7000 JACKSON PIKE
LOCKBOURNE, OH 43137
ATTN: JOHN HOFF

2/13/2008

Model: 966H

Machine Specifications


<u>Reference</u>	<u>Description</u>	<u>Qty</u>	<u>List Price</u>
305-0002	966H WHEEL LOADER (SW) MA 2	1	\$336,860.00
243-0376	INSTRUCTION,NORTH AMERICA ANSI	1	\$0.00
0P-3380	INSTRUCTIONS, ENGLISH	1	\$0.00
261-3037	PRODUCT LINK	1	\$0.00
127-4774	TIRES, 26.5 R25 * XHA MX L3	1	\$11,780.00
197-6474	MIRRORS, EXTERNAL	1	\$520.00
284-4739	RADIO, AM/FM CD PLAYER	1	\$530.00
245-9833	PAYLOAD CONTROL SYSTEM	1	\$10,100.00
0P-0309	DOMESTIC TRUCK	1	\$0.00
2462689	HEATER, ENGINE COOLANT, 120V	1	\$302.00
2509969	FENDERS,FRONT & REAR EXTENSION	1	\$995.00
2611443	AUTOLUBE, CATERPILLAR	1	\$5,080.00
231-5133	7.0CYD. ROLLOUT BKT	1	\$42,991.00
Total List			\$409,178.00

Machine List Price	\$409,178.00
STS Discount 18%	<u>-\$73,652.00</u>

Total Machine Sale Price Without Trade 966F	\$335,526.00
Optional Trade-in CAT 966F	(\$52,500.00)
Total Machine Sale Price With Trade 966F	\$283,026.00

Warranty:12 Months / 1500 Hours Total Machine
36 Months / 5000 Hours Extended Powertrain + Hydraulics

Delivery: Approximately 14 Weeks ARO



 Wesley Stark
 Heavy Equipment Sales Rep
 (614) 332-3424

** This proposal is good for 30 days

OhioOhio CAT
Equipment Division5252 Walcutt Court
Columbus, Ohio 43228
888.441.4658 tel
614.851.5015 fax**SALES PROPOSAL**CITY OF COLUMBUS COMPOST FACILITY
7000 JACKSON PIKE
LOCKBOURNE, OH 43137
ATTN: JOHN HOFF

2/13/2008

Model: 966H**Machine Specifications**

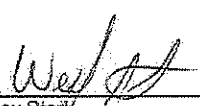
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 Wesley Stark
 Heavy Equipment Sales Rep
 (614) 332-3424

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

STATE TERM SCHEDULE: LAWN, GARDEN AND HEAVY EQUIPMENT

STATE AND LOCAL GOVERNMENT PRICING SCHEDULE

SCHEDULE NUMBER: 778515H

EFFECTIVE DATES: 02/13/04 TO 02/29/08
Renewal through 02/28/2009

The Department of Administrative Services has completed the evaluation and analysis of the State Term Schedule (STS) offering submitted by the Contractor as listed herein. The Contractor listed herein has been determined to provide competitive, economical and reasonable pricing for the items contained in their offer. The respective offer, including the Standard Contract Terms & Conditions, any proposal amendment, special contract terms & conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this State Term Schedule.

This State Term Schedule is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Schedule is renewed, terminated, or cancelled in accordance with the Standard Contract Terms and Conditions dated 10/24/05.

This State Term Schedule is available to all state agencies, state institutions of higher education and political subdivisions properly registered as members of the Cooperative Purchasing Program of the Department of Administration Services, as applicable.

Agencies are eligible to make purchases of the supplies and/or services in any amount and at any time as determined by the agency (see maximum order limit). The State makes no representation or guarantee that agencies will purchase the supplies and/or services approved in the State Term Schedule.

State agencies may make purchases under this State Term Schedule up to \$1000.00 using the state of Ohio payment card. Any purchases that exceed \$1000.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency.

Questions regarding this and/or the State Term Schedule may be directed to:

Janice Fitzpatrick
janice.fitzpatrick@das.state.oh.us

This State Term Schedule and any Amendments thereto are available from the DAS website at the following address:



<http://www.ohio.gov/procure>

Signed: _____ Date _____
Carol Nolan Drake, Director

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), Limited Distribution Contracts (LDC), Multiple Award Contracts (MAC), and Request For Proposals (RFP) take precedence over this State Term Schedule (STS). This STS is only for governmental entities without a mandatory use contract.

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.

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.

NOTICE TO CONTRACTOR / VENDOR: It is the responsibility of the contractor's contact to maintain this State Term Schedule with current information. All updates i.e., telephone numbers contact names, email addresses, tax identification number, prices, and catalogs etc., are required to be processed through the formal amendment authorization process which is initiated by way of a written request from the contractor's contact.

CONTRACTOR INDEX

CONTRACTOR:



136972
Ohio CAT (Caterpillar)
7700 Medusa Road
Oakwood Village, OH 44146

CONTRACTOR'S CONTACT:

Mr. Richard Egnot
Email: regnot@ohiocat.com
Telephone: (440) 658-2001
Fax: (440) 658-2010
Cell: (440) 241-6404

TERMS: Net 30 Days

DELIVERY: 30-60 Days A.R.O.

FOB Destination: freight prepaid

CONTRACTOR'S USAGE AND REVENUE SHARE CONTACT:

Mr. Richard Egnot
Email: regnot@ohiocat.com
Telephone: (440) 658-2001
Fax: (440) 658-2010
Cell: (440) 241-6404

BASIC ORDER LIMITATIONS

Minimum: None

Maximum: \$500,000.00 - Agencies should contact State Purchasing when they expect to exceed the Maximum Order Limitation.

* Rate Schedule: Current Price List dated January 2007

Please Note: Unless expressly stated within the body of the Contract, all Contract Terms and Conditions shall prevail over any terms stated in the contractor catalogs and pricelists.

Equipment:

Backhoe loader	Dozers	Compactors
Skid steer loader	Telehandlers	Asphalt pavers
Multi terrain loader	Rubber tire rollers	Asphalt rollers
Wheel loader	Vibratory compactors smooth	Milling machine
Crawler loaders	Vibratory compactors pad foot	Soil stabilizer
Hydraulic excavators	Scrapers	Hammers
Wheel excavator	Articulated trucks	Motor graders

* Discount Schedule:

Backhoe Loader		Dozers	
416(E)	29.0%	D3G	28.0%
420(E)	29.0%	D4G	28.0%
430(E)	29.0%	D5G	28.0%
446D,450	29.0%	D5N	27.0%
		D6N,D6K	26.0%
Skid Steer Loaders		D6R/T	26.0%
216	28.0%	D7R	20.5%
226	28.0%	D8T	23.0%
232	28.0%		
236	28.0%	Work Tools	
242	28.0%	(Sold Separately)	10.0%
246	28.0%		
248	28.0%	Accugrade Options	
252	28.0%	(Sold Separately or not	5.0%
262	28.0%	priced in machinery	
268	28.0%	model price pages)	
Multi-Terrain Loader		Rubber Tire Rollers	
247	26.0%	PS150	27.0%
257	26.0%	PF300	24.0%
267	26.0%	PS300	24.0%
277	26.0%	PS360	24.0%
287	26.0%		
Wheel Loaders		Vibratory Compactors - Smooth	
904	28.0%	CS323	26.0%
906	34.0%	CS423	26.0%
908	32.0%	CS433	26.0%
914/IT14	32.0%	CS533	26.0%
924/924GZ	32.0%	CS563	26.0%
		CS573	26.0%

Discounts for IT14G and 924G are 32%, except for brushcutter attachments, which are 0% off list price.

* Indicates update to price list and discount schedule dated July 1, 2007, effective with all orders issued on or after August 15, 2007

Discount Schedule (Cont')

Wheel Loaders (Cont')

928GZ	32.0%
930G	32.0%
938/IT38	33.0%
950	33.0%
962/IT62	33.0%
966	21.0%
972	19.0%
980H	21.0%
988H	21.0%

Crawler Loaders

939	18.0%
953	18.0%
963	18.0%
973	18.0%

Hydraulic Excavators

303	27.0%
303.5 CCR	27.0%
304	27.0%
305	27.0%
307	31.0%
308	31.0%
311	29.0%
312	29.0%
314	29.0%
315	29.0%
318	29.0%
320	37.0%
321LCR	37.0%
324	37.0%
325	37.0%
330	37.0%
345C	29.0%
365C	29.0%
385C	29.0%

Motor Graders

12	36.0%
14	26.0%
120	36.0%
135	36.0%
140	36.0%
143	36.0%
160	36.0%
163	36.0%

Vibratory Compactors – Padfoot

CP323	26.0%
CP433	26.0%
CP563	26.0%
CP573	26.0%

Wheel Excavator

M313	32.0%
M315	32.0%
M316	32.0%
M318	32.0%
M322	32.0%

Compactors

815	5.0%
816	19.0%
826	19.0%
836	14.0%

Asphalt Pavers

AP650	24.0%
AP655	24.0%
AP800	24.0%
AP1000	24.0%
AP1055	24.0%

Asphalt Rollers

CB113	32.0%
CB114	32.0%
CB214	32.0%
CB224	32.0%
CB225	32.0%
CB334	29.0%
CB335	29.0%
CB434	29.0%
CB534	36.0%
CB534XW	36.0%
CB564	24.0%
CB634	24.0%

Milling Machine

PM201 (PM565)	17.0%
PM200	17.0%
PM102	17.0%

Discount Schedule (Cont')

Scrapers			
613	13.5%	Soil Stabilizer	
615	13.5%	RM300 (RM250)	17.0%
621	13.5%	RM500	17.0%
623	13.5%		
627	13.5%	Hammers	
631	13.5%	H45	17.0%
637	13.5%	H50	17.0%
		H55	17.0%
Articulated Trucks		H63	17.0%
725	30.0%	H65	17.0%
730	30.0%	H70	17.0%
735	26.0%	H90	17.0%
740	24.0%	H100	17.0%
		H115	17.0%
		H120	17.0%
		H130	17.0%
		H140	17.0%
		H160	17.0%
		H180	17.0%

Demo Unit 938G Wheel Loader ID#H05779, Serial# RTB02059. 2006 model year with a 3.5 yd bucket, limited slip differential rear, ride control, outside mounted mirrors, rops cab, 20.5X25 12PR L2 Tires, 60 month 7000 hour Premier ESC Warranty, prelube evac system. 73 hours on the machine. Sale price of \$125,000.00, contract price was \$136,000.00, subject to prior sale.

Demo Unit 938G Wheel Loader ID#H05778, Serial#RTB02054. 2006 model year equipped with a 3.5 yd bucket, limited slip differential rear, ride control, outside mounted mirrors, rops cab, 20.5X25 12PR L2 tires, 60 month 7000 hour Premier ESC warranty, prelube evac system. 107 hours on the machine. Sale price of \$125,000.00, contract price was \$136,000.00, subject to prior sale.


Demo Unit 938G Wheel Loader ID#H05780, Serial#RTB02060. 2006 model year equipped with a 3.5 yd bucket, limited slip differential rear, ride control, outside mounted mirrors, rops cab, 20.5X25 12PR L2 tires, 60 month Premier ESC warranty, prelube evac system. 14 hours on the machine. Sales price of \$125,000.00, contract price was \$136,000.00, subject to prior sale.

CONTRACTOR INDEX

P.O.'s To: Contract ID: 778515H-2 Vendor ID: 136972 Ohio Cat (Caterpillar) 7700 Medusa Road Oakwood Village, OH 44146	Remit To: Contract ID: 778515H-2 Vendor ID: 136972 Ohio Cat (Caterpillar) 3993 E. Royalton Road Broadview Heights, OH 44147	Contractor/Dealer Contact: Contact: Mr. Richard Egnot Email: regnot@ohiocat.com Telephone: (440) 658-2001 Fax: (440) 658-2010 Cell: (440) 241-6404 Web: www.ohiocat.com 
Item Description: Earth moves, construction equipment	OAKS Category ID: 22101500	Service Counties: See 80 Counties listed below

Service Counties:
Adams, Allen, Ashland, Ashtabula, Auglaize, Belmont, Brown, Butler, Carroll, Champaign, Clark, Clermont, Clinton, Columbiana, Coshocton, Crawford, Cuyahoga, Darke, Defiance, Delaware, Erie, Fairfield, Fayette, Franklin, Fulton, Geauga, Greene, Guernsey, Hamilton, Hancock, Hardin, Harrison, Henry, Highland, Hocking, Holmes, Huron, Jefferson, Knox, Lake, Licking, Logan, Lorain, Lucas, Madison, Mahoning, Marion, Medina, Mercer, Miami, Montgomery, Morgan, Morrow, Muskingum, Noble, Ottawa, Paulding, Perry, Pickaway, Pike, Portage, Preble, Putnam, Richland, Ross, Sandusky, Scioto, Seneca, Shelby, Stark, Summit, Trumbull, Tuscarawas, Union, Van Wert, Warren, Wayne, Williams, Wood, Wyandot

PAY DIRECT DEALER INDEX

P.O.'s To:	Remit To:	Contractor/Dealer Contact:
Contract ID: 778515H-1 Vendor ID: 81158 Baystone Financial Group 1680 Charles Place Manhattan, KS 66502	Contract ID: 778515H-1 Vendor ID: 81158 Baystone Financial Group 1680 Charles Place Manhattan, KS 66502	Contact: Mr. Ryan Sloan Email: rsloan@baystone.net Toll Free: (800) 752-3562 Telephone: (785) 587-4050 Fax: (785) 537-4806 
Item Description:	OAKS Category ID:	Service Counties:
Financing for heavy construction equipment	22101500	See 80 Counties as listed above

SUMMARY OF AMENDMENTS

Amendment Number	Revision Date	Description
15	03/01/08	To notify that as a result of mutual agreement between the state of Ohio and the contractor, this amendment is issued to renew the subject contract for an additional 12 months, effective 03/01/2008 through 02/28/09. All other prices, terms and conditions remain unchanged.
14	08/15/07	To indicate update to OAKS format; and to update price list, and discount schedule dated July 1, 2007, effective with all orders issued on or after August 15, 2007.
13	05/31/07	To indicate addition of demonstrator units, and removal of OBM language effective with all orders issued on or after May 31, 2007.
12	03/16/07	Indicates new contractor's address on pages two (2), and five (5), effective with all orders issued on or after March 16, 2007.
11	02/07/07	Addition of new price list dated January, 2007, on page three (3), new discount schedule on pages three (3), four (4), and five (5); addition of new pay direct dealer, Baystone Financial Group for financing of equipment on page six (6), effective with all orders issued on or after February 7, 2007.
10	03/03/06	Update to new Terms and Conditions dated 10/24/05 on page one (1) effective on orders issued on or after March 3, 2006.
9	03/01/06	Addition of new Caterpillar price list and discount structure dated April 20, 2006 on page three (3), effective on orders issued on or after March 1, 2006.
8	08/22/05	Increase the MOL to \$500,000.00 on page three (3)
7	07/15/05	Update products and pricing for May, 2005 price list on page three (3)
6	04/15/05	Add a used 1998 dozer D5MXL LGP to price list on page three (3); and repagination of pages four (4) and five (5).
5	03/01/05	Add a new Caterpillar Price List 2005 with new products and new discount structure on page three (3)
4	02/01/05	Add a used paver AP900B to price list on page three (3); and add page four (4) for Summary of Amendments.
3	11/01/04	Update Pricing and add products and pricing
2	09/03/04	Update contact information
1	07/04/04	Addition of 268 SSL Skid Steer Loader product line