




COLLIN COUNTY

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15 November 2011

TO Judge Self and Commissioners' Court
FROM Jon Kleinheksel, Public Works Director 
RE Purchase of Gradall and Request to Allow
Trade-In toward Purchase

The FY2012 budget included replacement of unit #39985, a 2003 Gradall with approximately 8700 hours. This machine has over \$109,900 in maintenance costs over its life and averages \$12.63/hr to maintain.

Kirby Smith Machinery, Inc., the low offerer, utilizing the BuyBoard cooperative contract, has offered a trade-in allowance of \$35,000 off the contracted price. We find this trade in offer to be consistent with the fair market value.

The price of the Gradall, with all needed accessories and a 3-year total coverage warranty is \$319,029.05. The acceptance of their trade-in offer will leave a net cost of \$284,029.05 for this purchase.

Quotes for this machine were also received from the HGAC cooperative contract. A summation is shown below.

We ask for your consideration and approval to proceed with this purchase utilizing the trade-in. The old machine will stay in service until its replacement is received.

Summation: Buyboard with trade in: \$284,029.05
HGAC with trade in: \$284,082.20
Buyboard without trade in: \$319,029.05
HGAC without trade in: \$319,082.20