



5 October 2018

TO: Michalyn Rains, Purchasing Agent

FROM: Dayne Shepherd, Manager, Equipment Services

RE: Project #BDM7510-Motor Grader
Project #BDM7517-Motor Grader
Project #BDM75001-Track Loader
Project #BDM75016-Compactor
Project #BDM75022-Finish Roller

Public Works wishes to purchase Caterpillar equipment for these reasons:

- Parts Inventory-we can keep our stock at a lower level by being able to stock parts which are commonly used by the like equipment we have in our fleet. Tires for heavy equipment are high-dollar items and take up much space in our warehouse which has limited space. We cannot keep sufficient stock of quick repair items on hand if we have a varied fleet. If we had to procure parts for all non-scheduled repairs needed daily on an individual basis, we would experience much longer downtime which in turn, would greatly impact County productivity. Tires, etc., are not always readily available.

Examples of stock items:

Motor Graders-cutting edges, rippers, filters (air/oil/hydraulic/fuel/def/cabin air), tires; fluids (specialty oil and antifreeze).

Mini-Track loaders, Compactors, Wheel Loaders- filters, tires; fluids (specialty oil and antifreeze),

- Training-Shop technicians are skilled in performing repairs on Cat systems and we have invested in Cat diagnostics software and onboard diagnostics which notify us when a machine malfunctions, so that we can immediately pull the machine in for service before a catastrophic failure occurs; we have Cat manuals and web-based parts access, all of which give us the ability to expedite repairs and place units back into service without undue delays.

- Oil Sampling Services-Cat offers oil sampling services for periodic checks for metal shavings, etc., which can cause major engine/transmission failures. These services are at no cost.
- Accessories and attachments such as padfoot shells, forks, mulcher, planer, broom, buckets, etc., can be used with like units, thus reducing costs by not having to invest in additional attachments for varied machines that perform the same operation.
- Cat offers (at no additional cost) guaranteed Buy-Back options (3 or/and 5 year options) for all machines sold.