

**Caroline County  
Board of Supervisors Agenda  
Executive Summary**

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**Meeting Date:**       **March 10, 2020**

**Title:**               **Consent Agenda – Approval of Proposed Purchases over  
\$50,000**

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*(Check Mark)*

<input checked="" type="checkbox"/> Consent	<input type="checkbox"/> Closed Meeting
<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Public Hearing
<input type="checkbox"/> No Action (Information Only)	<input type="checkbox"/> Ordinance
<input type="checkbox"/> Resolution	<input type="checkbox"/> PowerPoint Presentation

**Summary:** At its February 11, 2020 meeting, the Board of Supervisors approved an equipment lease-financing proposal from J.P. Morgan in the amount of \$1,040,119 for the purchase of a Records Management and Computer Aided Dispatch System, Emergency Generator Backup System and CAT Loader following a presentation by the County’s financial adviser (Davenport & Company). The financing closed on March 3 and the County has now received the proceeds.

Accordingly, staff is seeking authorization from the Board to move forward with the following purchases:

**Records Management System and Computer Aided Dispatch (CAD) System**  
Purchase of a records management system (RMS) and Computer Aided Dispatch (CAD) System from Zuercher Technologies (now Central Square Technologies) at a cost of \$490,823 using a cooperative procurement clause in an Orange County, Virginia contract\*.

*\*\$477,979 will come from the financing and the remaining \$12,844 will be taken from funds accumulated from a \$5 fee assessed in each criminal and traffic case for the purpose of acquiring an electronic summons system. The Board approved an amendment to the County Code in 2015 to begin assessing the fee at the request of the Sheriff.*

*To date, approximately \$245,000 has been collected. The majority of the funds will initially be used for laptop computers for Sheriff's vehicles, required software, VPN (virtual private network) setup, etc., leaving little to help offset the cost of the RMS system.*

The Sheriff's Office will use the records management system to replace its current RMS, which is at the end of its useful life. Both the Sheriff's Office and the Department of Fire & Rescue will utilize the new CAD system.

Copies of the agreement are available should the Board wish to review the information. The agreement has been omitted from the Board packet due to its length.

#### **CAT Loader**

Purchase of a CAT Loader from the Sourcewell contract (cooperative purchasing contract) in the amount of \$239,548. As the Board will recall, this purchase was added to the financing after the 1994 CAT track loader operated by the solid waste division of the Public Works Department experienced problems with the transmission shaft and gears with estimated parts and labor repair costs of approximately \$50,000.

Additional information on this purchase is included in the attached memorandum from Director of Public Works/Utilities Joseph Schiebel.

#### **Emergency Generator Backup System**

Staff is still identifying a vendor for this purchase and will place it on an upcoming agenda for consideration by the Board.

**Budget Impact:** The debt service required for the lease financing as provided in the report from Davenport is approximately \$167,000 for seven (7) years.

**Requested Action from Board of Supervisors:** The following actions are requested from the Board:

- 1) Approve purchase of RMS/CAD system from Central Square (formerly Zuercher Technologies) at a cost of \$490,823, contingent on final approval of the purchase agreement by County Attorney Ben Emerson.
- 2) Purchase of a CAT Loader from the Sourcewell contract in the amount of \$239,548

**County of Caroline**  
Joseph C. Schiebel  
Director  
Public Works/Utilities  
P.O. Box 424  
Bowling Green, Virginia 22427  
(804) 633-4390 Main  
(804) 633-9558 Fax  
E-mail: jschiebel@co.caroline.va.us



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MEMORANDUM

To: Charles M. Culley Jr.  
County Administrator

From: Joseph C. Schiebel  
Director of Public Works/Utilities

Date: March 4, 2020

Caroline County, VA



**SUBJECT: Purchase Over \$50,000 Cat Loader Replacment**

The 1994 Cat Track Loader operated by the Solid Waste Division has an issue with the transmission shaft with an estimate repair cost of nearly \$20,000. The shaft may have caused additional damage to the gears within the transmission which could cost an additional \$30,000 plus to replace.

Staff worked through the Sourcewell contract #032119-CAT to secure pricing for a new loader. The cost of a new unit is \$239,548.00 and includes a 60-month warranty, quote attached.

The Board approved the financing of this unit at its previous board meeting. Therefore staff recommendation is to purchase the Cat Loader through the Sourcewell contract with Cat in the amount of \$239,548.00

Please find attached:

- CAT Quote
- Sourcewell Acceptance and Award
- Sourcewell Advertisement
- Sourcewell Contract
- Sourcewell RFP

**Carter**

February 7, 2020

**COUNTY OF CAROLINE**  
(PUBLIC WORKS DEPT)  
BOWLING GREEN, Virginia 22427-0424

**Attention: JOEY SCHIEBEL****RE: Quote 149814-02**

On behalf of Carter Machinery Company, Inc., thank you for the opportunity to offer this quote for your consideration.  
Sourcewell Contract # 032119-Cat Member Discounts have been included.

Cat Model: 953K ACMP TrackLoaders with all standard equipment in addition to the additional specifications

<b>ID#</b> : 169930	<b>SERIAL NUMBER</b> : 0LJT00XXX	<b>YEAR</b> : 2020	<b>HOURS</b> :
<b>MACHINE SPECIFICATIONS</b>			
Description	Reference No		List
953K HRC TRACK LOADER	471-9489		\$272,700.00
CONSTRUCTION PACKAGE, HD	469-5039		
FAN, DEMAND, STANDARD	456-3980		
AIR INLET, STANDARD	456-4000		
GUARD, IDLER	308-6518		\$770.00
TRACK, 19" DG, HD	510-4109		
LINES IMPLEMENT, STANDARD	472-0849		
CAB	513-7702		
SEAT, BASIC	508-4901		
HYDRAULIC 3V,MP JOYSTICK, PACK	469-5050		\$5,190.00
SERVICE PACKAGE, EXTENDED	470-6425		\$1,800.00
PRODUCT LINK, CELLULAR PL641	507-5181		
TANK, FUEL, STANDARD	456-3994		
COMPLETE STORAGE PROTECTION	0G-9236		\$242.00
RADIO, AM/FM/AUX/USB/BLUETOOTH	452-6580		\$545.00
COLD WEATHER, 120V	470-4398		\$254.00
GUARD, FRONT LIGHTS	518-0006		\$198.00
TRANSMISSION CONTROL V-LEVER	508-4758		
BUMPER, STANDARD	536-7933		
BUCKET-MP, 2.1 CYD, PACKAGE	514-1415		\$25,530.00
LANE 2 ORDER	0P-9002		
HYDRAULIC OIL, STANDARD	571-1184		

SELL PRICE	\$239,548.00
EXT WARRANTY	Included
<b>NET BALANCE DUE</b>	<b>\$239,548.00</b>

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**WARRANTY/EXTENDED COVERAGE**

Standard Warranty:	12 Months/Unlimited Hours
Extended Warranty:	60 Months 3000 Hour Total Machine Warranty

**F.O.B/TERMS : Customer Site**

Thank you for the opportunity to provide you a quote for your equipment needs. This quotation is valid for 30 days. All machines are subject to prior sale. If there are any questions, please do not hesitate to contact me.

Sincerely,

Michael G.Hunt  
Governmental Machine Sales  
Direct Dial - 804-823-1036

TRACK-TYPE LOADER  
GRENOBLE, FRANCE

Ship Weight  
lbs

LIST PRICE  
AT DEALER

Standard Equipment:

**POWERTRAIN**

Modular cooling system for engine air intake, oil and water  
Fan radiator, electronically controlled, hydraulically driven, temperature sensing, on demand  
Electro Hydrostatic Control (EHC) for transmission  
Engine idle shutdown  
Auto engine speed control  
Electric fuel pump  
Water separator  
Starting aid, glow plug  
Caterpillar extended life coolant

**UNDERCARRIAGE**

Caterpillar heavy duty undercarriage and tracks (37 sections), 1836mm (72.3") track gauge  
Track guiding guards, end section  
Track adjuster, hydraulic  
Sprocket rims, with replaceable bolt-on tough steel segments  
Guards, sprocket  
6 track rollers per side, with one upper carrier roller, lifetime lubricated  
Idlers, conventional type, lifetime lubricated  
Oscillating track roller frames

**ELECTRICAL**

Alternator, 24 volt, heavy duty  
Alarm, backup  
Horn, electric  
2 heavy duty batteries, high output, maintenance free, 900 CCA  
Switch, main disconnect  
Starter, electric (heavy duty, 24 volt)  
4 halogen lights : 2 facing forward, roof mounted, 2 facing rearward, integrated in the air conditioner unit

**OPERATOR ENVIRONMENT**

Pressurized, sound suppressed, ROPS/FOPS  
Cab with tinted glass and right side sliding window  
Air conditioning and heating  
Heater / defroster with automatic temperature control  
Armrests, adjustable  
Electro Hydraulic, seat mounted control levers with faster processing  
Seat belt, retractable, with buckling indicator on dash

Electronic Monitoring System with gauges  
Mirror, rearview, inside, adjustable  
Radio ready. Includes 24 to 12 volt converter, speakers, antenna and 12V power outlet  
Coat hook  
Storage compartments under left armrest  
Document holder on right console  
Floor mat, rubber, heavy duty  
Windshield washers and wipers, multiple speed front and rear  
Durable metal roof  
Parking brake switch and "brake-on" indicator light  
Durable metal fender

**OTHER STANDARD EQUIPMENT**

Sound suppression, exterior  
Z-bar loader linkage  
Load sensing implement pump with variable displacement  
Implement cylinders with sensors  
Operator programmable lift and tilt kickouts  
Engine enclosure with lockable doors  
Radiator core 6.5fpi, debris resistant  
Hinged radiator guard and swing out fan  
Guards, full bottom  
Ecology drains on hydraulic oil tank  
Product Link ready  
Oil sampling valves  
Hoses, Caterpillar XT  
HYDO Advanced 10



**SOURCEWELL MACHINE QUOTATION: CAT 953K**

**Contract Agency:** COUNTY OF CAROLINE  
**RFQ/Solicitation #:**

**Date Quoted:** 2/7/2020  
**Quote Expires:** 4/7/2020

**Contracting Officer:**  
**Phone:**  
**Email:**  
**Customer/End User:** JOEY SCHIEBEL  
**Phone:**  
**Fax:**  
**E-Mail:**  
**Address:**

**Quote Prepared by:**  
 Michael Hunt  
 Governmental Machine Sales  
 Carter Machinery Co., Inc  
 804-823-1036  
 804-730-4866  
[michael\\_hunt@cartermachinery.com](mailto:michael_hunt@cartermachinery.com)

<u>Part Number</u>	<u>Description</u>	<u>List Price</u>
471-9489	953K HRC TRACK LOADER	\$272,700.00
469-5039	CONSTRUCTION PACKAGE, HD	
456-3980	FAN, DEMAND, STANDARD	
456-4000	AIR INLET, STANDARD	
308-6518	GUARD, IDLER	\$770.00
510-4109	TRACK, 19" DG, HD	
472-0849	LINES IMPLEMENT, STANDARD	
513-7702	CAB	
508-4901	SEAT, BASIC	
469-5050	HYDRAULIC 3V,MP JOYSTICK, PACK	\$5,190.00
470-6425	SERVICE PACKAGE, EXTENDED	\$1,800.00
507-5181	PRODUCT LINK, CELLULAR PL641	
456-3994	TANK, FUEL, STANDARD	
0G-9236	COMPLETE STORAGE PROTECTION	\$242.00
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470-4398	COLD WEATHER, 120V	\$254.00
518-0006	GUARD, FRONT LIGHTS	\$198.00
508-4758	TRANSMISSION CONTROL V-LEVER	
536-7933	BUMPER, STANDARD	
514-1415	BUCKET-MP, 2.1 CYD, PACKAGE	\$25,530.00
0P-9002	LANE 2 ORDER	
571-1184	HYDRAULIC OIL, STANDARD	

Total List Price (USD): \$ 307,229

Less Sourcewell Discount

21.00% \$ (64,518)

**Net Price Factory Items: \$ 242,711**

**Open Market Items**

<u>Item No.</u>	<u>Description</u>	<u>Net Price</u>
Item 1	Freight and Delivery	\$ 2,557
Item 2	60 Months 3000 Hour Total Machine Warranty	\$ 10,682
Item 3		\$ -
Item 4		\$ -
Item 5		\$ -
Item 6		\$ -
Item 7	Customer Loyalty Discount (COUNTY OF CAROLINE)	\$ (16,402)

Total Net Price - F.O.B. : Delivered

**\$ 239,548**

Standard Warranty 12 Months / Unlimited Hours  
 Travel Time and Mileage Not Included

Page 1 of 1

953K Sourcewell Quote 2-7-20.xls

This quote is made in accordance with Sourcewell Contract # 032119-Cat. Cat Inc. is the sole contract holder for Contract # 032119-Cat and retains all obligations for contract compliance pertaining to potential delivery orders associated with this quote made on behalf of Cat Inc. by Carter Machinery Co., Inc.

**FORM E**

**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 032119-CAT

Proposer's full legal name: Caterpillar Inc.

**Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.**

The effective date of the Contract will be May 13, 2019 and will expire on May 13, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

DocuSigned by:  
Jeremy Schwartz  
C8ED2A139D08488  
SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

DocuSigned by:  
Chad Coauette  
7E42B8F817A84CC  
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette  
(NAME PRINTED OR TYPED)

Awarded on May 10, 2019

Sourcewell Contract # 032119-CAT

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Caterpillar Inc.

Authorized Signatory's Title North America Industry Manager

Patrick Kearns  
VENDOR AUTHORIZED SIGNATURE

Patrick Kearns  
(NAME PRINTED OR TYPED)

Executed on May 10, 2019

Sourcewell Contract # 032119-CAT