

To: Mayor and Members of Council

February 7, 2011

Re: Skid Steer Tenders

### **Background**

In 2010 Council approved a five year capital budget which included the purchase of a skid steer in 2011. Administration prepared a tender document identifying the needs of the Town for a skid steer. The tenders were distributed to all known suppliers of new skid steers in the White City/Regina area with a tender deadline of January 31, 2011. The budgeted amount for the skid steer is \$45,000.

### **Discussion**

The tender details are as follows:

2011 Skid Steer Loader with the following specifications:

- 2011 Production Model
- Minimum rated 75HP
- 1000Kg rated operating capacity (minimum)
- Diesel Engine
- 2 speed ranges
- Cab including A/C & heater
- Adjustable seat with suspension
- Cold start (winter) capable with block heater
- Hydraulic bucket release
- Factory in-cab stereo
- Warning Beacon
- Back-up alarm
- Back-up camera
- In-cab boom locks
- Rollover protection system cab with enclosure & windows
- Arm rests and ergonomic self-neutral hand controls
- Fuel, oil pressure, hydraulic and coolant temp. indicators
- Equipped with heavy duty 12 ply tires
- 72" Snow Blower attachment (fully operational from cab)
- Pallet forks
- 84" Snow Bucket
- 72" Dirt Bucket with teeth
- Repair and parts manual in both paper and CD-Rom format

The summary of the tenders are as follows:

\*all prices are excluding GST & PST

**Markusson New Holland \$41,895.00**

- Compliant with tender criteria, with the exception that the snow bower attachment is 74", not 72".
- Delivery – 60 – 90 days

**Bobcat of Regina \$38,378.89**

- Non compliant with the following:
  1. Minimum rated 74.3 HP (we requested 75HP)
  2. No In-Cab boom locks
  3. 88" snow bucket instead of 84" snow bucket
- Delivery – 60 days and will supply a unit free of charge until the new unit arrives
- Bobcat Renewal Program – Annual trade of skid steer; cost of yearly exchange is dependent on any price increases from manufacturer, plus P.D.I. costs and freight charges from factory. Costs are around \$1,600 - \$1,800/year.

**Brandt Tractor \$47,225.00**

- Compliant with tender with the exception of the rate HP, the unit quoted is 74HP instead of 75HP.
- Delivery – 30 days
- Municipal Trade-In Program – Annual trade of skid steer; charges are the same as Bobcat. Cost ranges from \$1,000 - \$2,000/year.

**Kramer Ltd. \$53,750.00**

- Compliant with all criteria except the in-cab booms, they are not available.
- Delivery – 60 days

**Redhead Equipment \$42,300.00**

- Compliant with all tender criteria
- Delivery – 75 days

All of the tenders provided include a Municipal Discount in the price. Municipal discounts are from the manufacturer and are only applicable to new product.

### **Budget Implications**

The purchase of a skid steer has been approved in the 5 year capital budget.

### **Conclusion**

The Annual trade in program offered by Bobcat and Brandt Tractor is a very attractive program for the Town. This program will allow the Town to have a skid steer on full



*Town Manager*

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warranty at all times, as long as the Town belongs to the program. The cost is undetermined at this time, but is estimated to cost the Town approximately \$1,000 - \$2,000 per year. This program will allow the Town to put 350 or 400 hours, depending on the company, on the unit per year which currently we put well under 350 hours per year. The programs allow the municipality to terminate the annual trade-in program with 90 days written notice.

### **Recommendation**

Administration recommends that Council purchase a new 2011 Bobcat S630 from Bobcat of Regina and enters into the Bobcat Renewal Program.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Bzdel".

Shauna Bzdel,  
Town Manager