

Heber Public Utility District

REPORT TO BOARD OF DIRECTORS

MEETING DATE: March 17, 2022.

FROM: Laura Fischer, General Manager

SUBJECT: Authorize an increase in purchase price for previously approved purchase of backhoe from Empire Caterpillar

ISSUE:

Shall the Board of directors authorize an increase in purchase price for previously approved purchase of backhoe from Empire Caterpillar?

GENERAL MANAGER'S RECOMMENDATION:

It is recommended that the Board of Directors authorize an increase in purchase price for previously approved purchase of backhoe from Empire Caterpillar.

FISCAL IMPACT:

The increase in price for the previously approved backhoe is \$18,014.00 bringing the total purchase price to \$128,812. The amount included in the FY 2021-22 budget and Reserve Resolution 2021-04 is \$140,000.

During the budget process, the HPUD adopted the Reserve Resolution Number 2021-04 that reserved \$140,000 for the purchase of backhoe that is funded by three funds. Water at 40%, Sewer at 40% and Parks at 20%.

The bid dated September 2021 for the purchase of the backhoe came in at a lower amount, thus saving money for the all departments.

See the table below for reserve budget detailed information.

Since the Board approved the bid in November, we contacted the vendors and were told that the prices had gone up on both the backhoe and the truck. The backhoe prices has gone up \$18,014.00 and the full purchase prices is \$128,812.00 which is still \$11,188.00 under the amount reserved for this item.

Staff secured an updated quote from our other vendors and found that Empire Cat was still the lowest bid.

Item	Reserve Resolution 2021-04	Approved by HPUD 11/18/21	Updated Quote	Cost Distribution		
				Parks 20%	Water 40%	Sewer 40%
Backhoe	140,000.00	110,798.00	128,812.00	25,762.40	51,524.80	51,524.80

DISCUSSION:

At the November 18, 2021 Board meeting the Board approved the purchase of the backhoe from Empire Cat with the lowest bid amount of \$110,798. At the November 2021 meeting

the Board also approved the purchase of the full size diesel truck. The bid for the truck was \$4,241.48 higher than budgeted. The Board approved the purchase of the truck using some of the savings from the purchase of the backhoe which came in under budget.

Since that time, staff has been told by El Centro Motors (vendor awarded the purchase of the diesel truck) that there are no trucks available and that Ford has cut off all diesel truck deliveries until December 2022. We asked that they look for a truck in stock in any location and were told that there were no vehicles available that meet our requirements. Due to the lack of vehicles and that Ford does not expect to receive any until December, staff will postpone this order and rebid in FY 2022-23.

At this time, HPUD will not be able to purchase the truck in this Fiscal Year and this item will need to be included in the next Fiscal Year budget. Thus, the purchase of the backhoe is within the budget and reserved amount.

CONCLUSION:

The purchasing policy was followed and the previous award of bid for the backhoe was to the lowest bidder and as the new purchase price is still the lowest bid. Staff secured updated prices from all vendors and the updated amount is within the budget included in the reserve resolution 2021.04. Thus staff recommends that the HPUD Board authorize the increase in purchase price of \$18,014.00 for the purchase of the backhoe from Empire Machinery and Caterpillar Inc in the amended total amount of \$128,812.

Respectfully Submitted,

Laura Fischer, General Manager

Attachment: Updated Quote Empire Machinery



Heber Public Utility District
PO Box H
Heber, CA 92249

* Not Actual Quoted Unit

NEW CATERPILLAR 415 BACKHOE LOADER STANDARD EQUIPMENT

- ▶ **Booms, Sticks, and Linkages**
 - Backhoe
 - 14' 4" Center Pivot Backhoe
 - Boom and Swing Transport Locks
 - Mechanical Operated Backhoe and Stabilizer Controls
 - Street-Type Stabilizer Shoes
 - Loader
 - Single Tilt Loader
 - Lift Cylinder Brace
 - Self-Leveling Loader with Single-Lever Control
 - Return-to-Dig (Automatic Bucket Positioner)
 - Transmission Neutralizer Switch
 - Bucket Level Indicator
- ▶ **Powertrain**
 - CAT C3.6 Diesel Engine
 - Water Separator
 - Thermal Starting Aid System
 - Dry-Type Axial Seal Air Cleaner with Integral Pre-Cleaner
 - Automatic Dust Ejection System
 - Filter Condition Indicator
 - Hydraulically Boosted Multi-Plate Wet Disc Brake with Dual Pedals and Interlock
 - Differential Lock
 - Drive-Line Parking Brake
 - Torque Converter
 - Four Speed Manual Shift Transmission
 - Neutral Safety Switch
 - Spin-On Filters for:
 - Fuel
 - Engine Oil
 - Transmission Oil
 - Outboard Planetary Rear Axles
 - Diesel Particulate Filter
 - Hydrostatic Power Steering
- ▶ **Hydraulics**
 - Load Sensing, Variable Flow System with 35 GPM Axial Piston Pump
 - 6 Micron Hydraulic Filter
 - Caterpillar XT-3 Hose
 - Hydraulic Oil Cooler
 - Flow-Sharing Hydraulic Valves
 - Hydraulic Suction Strainer
- ▶ **Operator Environment**
 - Interior Rearview Mirror
 - Rear Fenders
 - ROPS Canopy
 - 2" Retractable Seat Belt
 - Hand and Foot Throttle
 - Air Suspension Seat
 - Coat Strap
 - Lockable Storage Area
- ▶ **Electrical**
 - 12 Volt Electrical Start
 - 150 Ampere Alternator
 - Front and Rear Horn
 - Backup Alarm
 - Hazard Flashers and Turn Signals
 - Two Halogen Head Lights
 - Two Halogen Rear Flood Lights
 - Stop and Tail Lights
 - Audible System Fault Alarm
 - Key Start/Stop System
 - 850 CCA Maintenance Free Battery
 - Battery Disconnect Switch
 - 12V External Power Receptacle
- ▶ **Fluids**
 - Antifreeze - Extended Life Coolant to 20°F
- ▶ **Other Standard Equipment**
 - Standard Storage Box
 - Transport Tie-Down Points
 - Ground Line Fill Fuel Tank with 42.3 Gallon Capacity
 - Rubber Impact Strips on Radiator Guard
 - CD-ROM Parts Manual
 - Safety Manual
 - Operations and Maintenance Manual
 - Lockable Hood
 - Tire Valve Stem Protection

EMPIRE INCLUDED OPTIONS & UPGRADES

- ▶ General Purpose Hydraulics (6 Function/8 Bank) for Pilot Controls
- ▶ Combined Auxiliary Extendable Stick Lines
- ▶ 1.3 CYD Multi-Purpose Pin-On Bucket with Fold Over Forks and Bolt-On Cutting Edge
- ▶ Two Piece Cutting Edge
- ▶ Pin Lock Coupler for Backhoe Work Tools (Rear)
- ▶ 36" Heavy Duty Pin Lock Bucket (Rear)
- ▶ Loader Bucket Pins
- ▶ 24" Compaction Wheel

- ▶ Standard Shift Powertrain with 4 Wheel Drive and 2 Wheel Shift
- ▶ 1015 LB Counterweight
- ▶ Heavy Duty Battery
- ▶ 4 LED Work Lights
- ▶ 12.5 80/19.5 Goodyear Tires

- ▶ 14' Extendable Stick
- ▶ Pilot Controls
- ▶ Base Canopy
 - Fixed Steering Column
 - Vinyl Suspension Seat
 - Floor Mat
 - 3" Suspension Seat Belt
 - Standard Display
 - One Internal and Two External 12V Power Sockets
 - Vandal Guard
- ▶ Product Link, Cellular, PLE643
- ▶ Flip-Over Stabilizer Pads
 - For use on asphalt, concrete or soil
- ▶ Boom Wear Plate Group
 - Bolt-On Guard to Prevent Damage to Boom
- ▶ Stabilizer Guard

Pricing Summary:

Sale Price	\$119,547.00
Sales Tax	\$9,264.89
Sale Price (Plus Tax)	\$128,811.89

We appreciate the opportunity to quote you this machine. Thank you for your consideration, and we look forward to your valued business.

Brian Havens
Account Manager
Empire Machinery
760-996-4881
Brian.Havens@empire-cat.com
2/2/2022

This quote is good for thirty days and prices are subject to change. Availability subject to prior sale. Tire brand cannot be guaranteed. All finance options are subject to credit approval. By purchasing goods or services from Empire, you agree to Empire's Terms (www.empire-cat.com/sales serviceterms), which are incorporated into this quote. Due to market issues outside of Empire's control, any tires listed on this quote may not be available at time of shipment. All tire makes, models and costs are subject to change.

CATERPILLAR FEATURES AND BENEFITS

***Extendable Stick Design** - Quick and easy access to wear pads for E-Stick shimming adjustment. Standard thumb mounts and serrated gripping teeth. Greaseless Service using nonmetallic wedge pads and shims. 205 degrees of rotation assists with material retention and vertical wall digging.

***Hydraulics** – Load Sensing Variable Displacement Piston Pump provides full hydraulic lifting and digging forces at any engine speed. Variable slow pump matches hydraulic power to work demands.

***Serviceability** - Grouped service points located just under the hood of the machine for easy access for daily maintenance. Convenient access to the cooling package, allows for easy cleanout without the use of hand tools.

***Standard Shift Transmission** – Includes stick shift design 4-speed manual transmission with neutralizer on shifter and mechanical parking brake.

***Redesigned Front End** - Provides improved operator visibility with 5° of rake allowing the counterweight to be the leading edge.

***Return-to-Dig** – This system reduces loading cycle times by bringing the loader bucket back to the dig position with an easy pull of the lever. By the time the loader bucket is at ground level, the bucket is angled correctly for the next load or cut.

***Single Tilt Loader Linkage** – The standard single tilt loader linkage features strong lift and breakout forces for solid performance in backfilling and truck loading applications with pin-on buckets.

EQUIPMENT STANDARD WARRANTY

| INCLUDED |

CATERPILLAR EQUIPMENT WARRANTY

Standard Factory

1 Year / Unlimited Hours

Price

INCLUDED

Payment

INCLUDED

Field Service

1 Year / 12 Months

Price

INCLUDED

Payment

INCLUDED

*Field service call on warrantable repairs includes travel, time and mileage cost.

Caterpillar Standard Warranty

- ▶ Worldwide dealer network
- ▶ Unmatched dealer parts availability
- ▶ CAT certified dealer technicians
- ▶ Quality genuine CAT parts
- ▶ Protect your investment
- ▶ Reduce machine downtime
- ▶ Reduce unexpected repair cost exposure

EQUIPMENT EXTENDED WARRANTY

| INCLUDED |

CATERPILLAR EQUIPMENT PROTECTION PLAN

Extended Warranty Coverage

7 Years or 4,000 Hours – Premier

*Extended warranty coverage price will be added to sale price and payment if electing coverage that is not included.

Caterpillar Extended Warranty

- ▶ Best in class in number of parts and components coverage
- ▶ Customizable to meet your equipment utilization and long-term objectives
- ▶ Coverage options for Powertrain, Hydraulics, Technology, or Premier for the most comprehensive coverage
- ▶ Reduce unexpected repair cost expense
- ▶ Safeguards machine warranty coverage beyond the standard warranty term
- ▶ CAT certified dealer technicians
- ▶ [Compare Coverage Options](#)

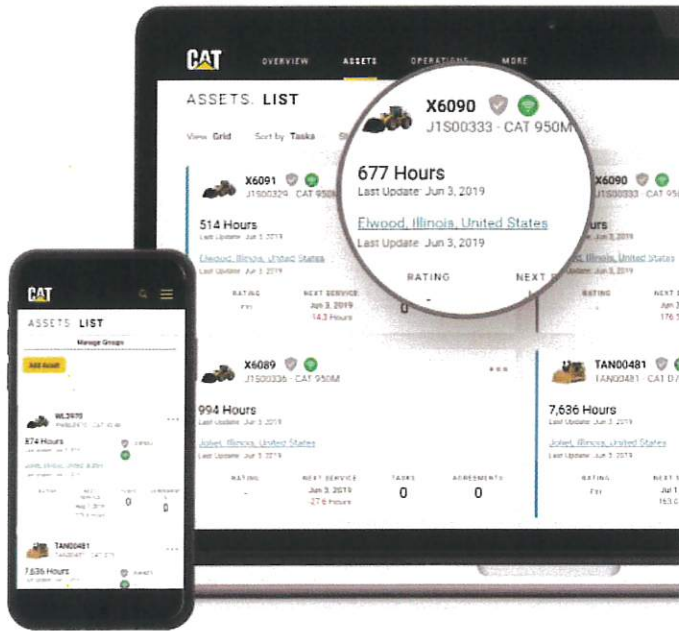


CAT Certified Operator Training - INCLUDED

- ▶ Personal safety factors of machine operation
- ▶ Perform a machine walk around inspection per O&M
- ▶ Locate, identify, and describe functionality for: operator controls, switches, and gauges located on machines
- ▶ Safely and efficiently perform the correct pre-operational start-up and shutdown procedure
- ▶ Operate the machine by correctly moving the machine safely
- ▶ English or Spanish Speaking Instruction available

Additional CAT Certified Operator Training Available

- ▶ We offer a variety of certified operator training classes and assorted instructional techniques to fit all operator levels
- ▶ Advantages of certified training provides many cost savings benefits
 - Best operating techniques; increase productivity; reduce fuel costs
 - Utilize machine technology capabilities; finish jobs faster with less rework
 - Improve machine operating skills; reduce wear and tear on equipment
 - Learn proper operator and service inspections; find problems before failure
 - Incorporate best operator safety practices; prevent costly accidents and injuries
 - Increase machine life; Increase machine resale value



*CAT Daily is available on all machines that are equipped with a Product Link device. Data available is dependent upon device type and machine specifications. Not all features listed in subscription details may be available.

- ▶ **CAT Daily – INCLUDED**
 - Telematics/GPS Subscription Included for 5 Years
 - Once Daily Reporting of All Available Data
 - Access Information on My.Cat.Com or the CAT App

- ▶ **My.Cat.Com and the CAT App – 24/7 Equipment Management and Machine History**
 - **View Machine's Current Status**
 - Track Hours, Location and Fuel
 - React to Maintenance Alerts to Avoid Unplanned Repairs
 - **Manage Machine's Maintenance**
 - Order Parts and Request Service from Empire
 - Review SOS Fluid Analysis Results
 - View Service History
 - **View Asset Information**
 - Verify Warranty and Equipment Protection Plans
 - Access OMM's, Service Letters and Work Orders
 - **Access Up to Two Years of Data History**
 - Run Utilization and Benchmarking Reports
 - Download Service History (for higher re-sale price)
 - Analyze Fuel Burn to Bid and Schedule Projects Accurately

- ▶ **VisionLink – AVAILABLE**
 - Hourly Reporting Capabilities — or Upgrade to Optional 10-Minute Reporting Cycles
 - Use Hourly Asset Location and Operations Details to Improve Fleet Management and Productivity
 - Enable Geofencing to Monitor Entry/Exit of Predefined Zones
 - Create Customizable Reports and Receive Instant Notifications to Your Phone or Email
 - Manage and Track Preventive Maintenance and Create Custom Scheduling and Maintenance Checklists
 - Monitor Fault Codes and Set Up Instant Alerts (on capable machines/devices)
 - Access VisionLink API Data Feeds

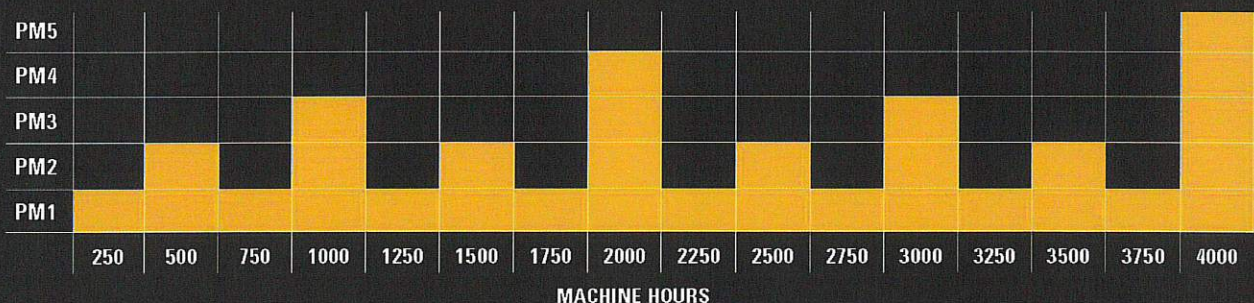
PREVENTIVE MAINTENANCE LUBE SERVICES

SERVICES	PM1 250hrs	PM2 500hrs	PM3 1000hrs	PM4 2000hrs	PM5 4000hrs
Engine oil and filter	●	●	●	●	●
Fuel filters and fuel/water separators	●	●	●	●	●
Cab air conditioning filters	●	●	●	●	●
Primary air filters	●	●	●	●	●
SOS (scheduled oil sampling) oil compartments	●	●	●	●	●
Check all fluid levels, lubricate machine, and perform visual and operational inspection	●	●	●	●	●
Hydraulic and transmission filters		●	●	●	●
Secondary air filters		●	●	●	●
Transmission/torque converter oils, clean transmission screens and magnetic plugs			●	●	●
Differential, axle, and final drive oils			●	●	●
Swing drive oil			●	●	●
Chain case oil			●	●	●
Level 1 coolant sample			●	●	●
Tandem and circle drive oils				●	●
Speed reducer oil				●	●
Engine fumes filter				●	●
Hydraulic tank oil					●

Note: Actual planned maintenance services vary based on model.

RECOMMENDED SCHEDULE

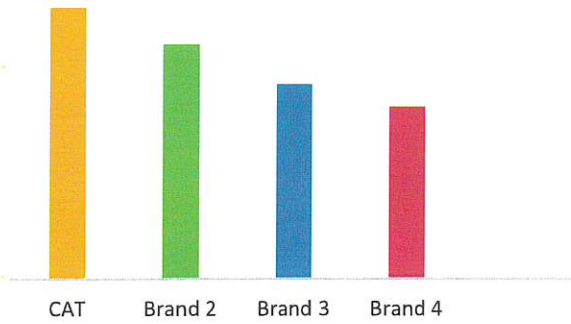
Preventive maintenance lube services are scheduled and performed upon machine hours reaching specific intervals.



1-800-EMPIRE-1 | empirecat.com



Auction Resale Comparison



Caterpillar Equipment Retains Value

- ▶ Worldwide dealer network
- ▶ Best in class equipment resale value
- ▶ Higher number of buyers prefer Caterpillar equipment; results in higher demand for CAT used equipment in the market
- ▶ Worldwide brand recognition, confidence and loyalty
- ▶ Indicator of performance, durability and service support

Buyers Prefer CAT Equipment

- ▶ Lower net expense recovered through work
- ▶ Lower owning and operating cost
- ▶ Increase profitability of operation
- ▶ Unmatched worldwide dealer support network
 - Equipment service coverage
 - Parts stocking and availability
 - Equipment training to support longer machine life and higher resale



Caterpillar Attachment Advantage – (480) 633-4150

- ▶ Manufacturer Warranty
- ▶ 0% for 24 months on most attachments
- ▶ 100's of attachments to match your application to get the job done quicker
- ▶ Maximize productivity and efficiency
- ▶ Worldwide dealer support network
 - Equipment service coverage
 - Parts stocking and availability

Empire Attachment Advantage

- ▶ Dedicated attachment specialists at Empire to help you find the right tool for the job
- ▶ 600+ new attachments in stock
- ▶ 3,000+ rental attachments in stock
- ▶ Custom attachment solution available to match your unique application
- ▶ Attachment parts and wear items are typically in stock to decrease downtime
- ▶ Machine training to support longer machine life and higher resale

Attachments (415-450)

- ▶ Multi-Purpose Bucket
- ▶ Forks
- ▶ Snow Push
- ▶ Side Dump Bucket
- ▶ Angle Broom
- ▶ Pick Up Broom
- ▶ Material Handling Arm
- ▶ Snow Plow
- ▶ Heavy Duty Bucket
- ▶ Cemetery Bucket
- ▶ Cribbing Bucket
- ▶ Ditch Cleaning Bucket
- ▶ Grading Bucket
- ▶ High Capacity Bucket
- ▶ Auger
- ▶ Compaction Wheel
- ▶ Compactor Plate
- ▶ Hammer
- ▶ Ripper
- ▶ Thumb

*Images are for reference only. Not all attachments may be available for specific machine model. Finance offer is based on approved credit on qualifying attachments. [Apply online today!](#)

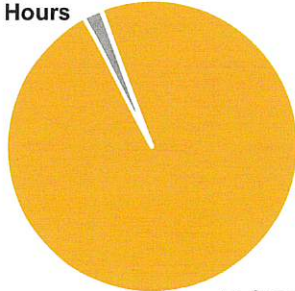
EMPIRE PARTS COVERAGE

GENUINE CATERPILLAR PARTS

| ADVANTAGE |

EMPIRE PARTS ORDERS FULFILLED

Within 24
Hours



In Stock

Empire Parts Department – (480) 633-4421

- ▶ 98.5% availability on Cat Parts within 24 hours
- ▶ Extended hours at all locations
- ▶ 24-hour after-hours emergency service
- ▶ Over \$100M in parts inventory with 94 drop locations
- ▶ Daily delivery to all locations
- ▶ Online ordering through Parts.Cat.Com
- ▶ Order parts at any of our Parts Store locations or call **1-800-EMPIRE 1**

EMPIRE SERVICE COVERAGE

CATERPILLAR EQUIPMENT SERVICE

| ADVANTAGE |

WE ARE WHERE YOU ARE!



EMPIRE SERVICE DEPARTMENT – (480) 633-4000

- ▶ More support within territory than all other competitors combined
- ▶ 24/7 service capabilities
- ▶ 8 dispatch locations
- ▶ 200+ service trucks
- ▶ 25 lube trucks
- ▶ 82 component rebuild center bays
- ▶ On site equipment monitoring center
- ▶ Equipment telematics and condition monitoring
- ▶ Welding and fabrication
- ▶ Paint services
- ▶ Dynamometer engine testing
- ▶ Electrical and fuel system reconditioning
- ▶ Technical analysis
- ▶ Mobile fueling and lube
- ▶ Fluids analysis lab
- ▶ Precision machining

EMPIRE ADDITIONAL SOLUTIONS
SOLUTION AND SERVICE CAPABILITIES

| **ADVANTAGE** |



RENEWABLE ENERGY



Empire Solutions – (480) 633-4000

- ▶ Used Equipment Sales
- ▶ Rental Equipment
- ▶ Sitech
- ▶ Empire Technologies
- ▶ Truck and Trailer Sales
- ▶ Transport Services
- ▶ Power Systems
- ▶ Solar Solutions

EMPIRE BRANDS
ONE STOP SHOP SOLUTION

| **ADVANTAGE** |





9/20/2021

HEBER PUBLIC UTILITY DIST
PO BOX H
HEBER, CA 92249

On behalf of Empire Machinery and Caterpillar Inc., we are pleased to quote the following.

2021 New Caterpillar 415 -07 4EO Plumbed Standard Equipment

BOOMS, STICKS, AND LINKAGES

BACKHOE

- 14'4" Center pivot backhoe
- 4.3 Meters
- Boom and swing transport locks
- Mechanical operated backhoe and stabilizer controls
- Street type stabilizer shoes

LOADER

- Single Tilt Loader
- Lift cylinder brace
- Self-leveling loader with single lever control
- Return-to-dig (automatic bucket positioner)
- Transmission neutralizer switch
- Bucket level indicator

POWERTRAIN

- Cat C3.6, 55KW (Net 68HP/51kW)
- Water separator
- Thermal starting aid system
- Dry type axial seal air cleaner with integral precleaner
- Automatic dust ejection system
- Filter condition indicator
- Hydraulically boosted multi-plate wet disk brake with dual pedals & interlock
- Differential lock
- Drive-line parking brake
- Torque converter
- Transmission-four speed manual shift
- Neutral safety switch
- Spin-on filters for

Fuel

Engine oil

Transmission oil

- Outboard Planetary Rear Axles
- Diesel particulate filter
- Hydrostatic power steering

HYDRAULICS

- Load sensing, variable flow system

- 6 micron hydraulic filter
- Caterpillar XT-3 hose
- Hydraulic oil cooler
- Flow-Sharing Hydraulic Valves
- Hydraulic suction strainer

ELECTRICAL

- 12 volt electrical start
- 150 ampere alternator
- Horn, front and rear
- Backup alarm
- Hazard flashers/turn signals
- Halogen head lights (2)
- Halogen rear flood lights (2)
- Stop and tail lights
- Audible system fault alarm
- Key start/stop system
- 850 CCA maintenance free battery
- Battery disconnect switch
- External Power Receptacle (12v)

OPERATOR ENVIRONMENT

- Interior rearview mirror
- Rear fenders
- ROPS canopy
- 2-inch (50mm) retractable seat belt
- Hand and foot throttle
- Air suspension seat
- Coat Strap
- Lockable storage area

FLUIDS

- Antifreeze - Extended Life Coolant -20F (-30C)

OTHER STANDARD EQUIPMENT

- Standard Storage Box
- Transport tie-down points
- Ground line fill fuel tank with 42.3 gal (160L) capacity
- Rubber impact strips on radiator guard
- Safety Manual
- Operations and Maintenance Manual

goods or services from Empire, you agree to Empire's Terms (www.empire-cat.com/salesserviceterms), which are incorporated into this quote. Due to market issues outside of Empire's control, any tires listed on this quote may not be available at time of shipment. All tire makes, models and costs are subject to change.