AGENDA ITEM or FINAL CONTRACT REVIEW SUBMITTAL FORM

Agenda Item: Lease Purchase; Wagner Equipment Co.; Caterpillar

Action Requested: Motion

Parties to the Agreement: Wagner Equipment Company and Gunnison County

Term Begins: November 2018 **Term Ends:** **Grant Contract #:**

Summary:

We solicited quotes from Honnen Equip and Wagner Equip for a motor grader. Wagner was $8,000 less.

Fiscal Impact: $235,823.00 (selling price less trade-in)

Submitted by: Marlene D. Crosby **Submitter's Email Address:** mcrosby@gunnisoncounty.org

Finance Review: (●) Required ( ) Not Required

Comments:
Marlene and I reveiwed her projections for 2018 and determinded this combination of trade, down-payment and lease purchase is most reasonable. No concerns. ln

Reviewed by: GUNCOUNTY1\lNienhueser Discharge Date: 9/13/2018

County Attorney Review: (●) Required ( ) Not Required

Comments:
ok the bid; the lease-purchase documents have not yet been provided to or reviewed by the COA
9/14/18 db

Reveiwed by: GUNCOUNTY1\dBaumgarten Discharge Date: 9/14/2018 Certificate of Insurance Required Yes ( ) No (●)

County Manager Review:

Comments:

Reveiwed by: GUNCOUNTY1\emense Discharge Date: 9/14/2018

( ) Consent Agenda (●) Regular Agenda ( ) Worksession Time Allotted: DCM Report

Agenda Date: 9/18/2018

Revised April 2015

Quote 185415-01

August 3, 2018

GUNNISON COUNTY
195 BASIN PARK DRIVE
GUNNISON, Colorado 81230

Attention: LEE PARTCH

Dear Sir,

We would like to thank you for your interest in our company and our products, and are pleased to quote the following for your consideration.

CATERPILLAR Model: 140M3 BR Motor Grader

STOCK NUMBER: **SERIAL NUMBER:** **YEAR:** 2018 **HOURS:**

We appreciate the opportunity to extend this quote. This quote is subject to availability and is valid for 30 days, after which time we reserve the right to re-quote. If there are any questions, please do not hesitate to contact me.

Regards,

Kevin Boggs
Sales Representative
Wagner Equipment Co.

CATERPILLAR Model: 140M3 BR Motor Grader

STANDARD EQUIPMENT

POWERTRAIN - Air cleaner, dual stage dry type radial - seal with service indicator and - automatic dust ejector - Air-to-air after cooler (ATAAC) - Belt, serpentine, automatic tensioner - Brakes, oil disc, four-wheel, hydraulic - Demand fan, hydraulic - Differential, lock/unlock, Automatic - Drain, engine oil, ecology - Electronic over-speed protection - Engine: - -C9 with ACERT technology, diesel - with automatic engine derate and idle - control. EPA/ARB Tier 4 Final & EU - stage - -IV certified Engine & Aftertreatment - Parking brake, multi-disc, sealed and - oil cooled. - Sediment drain, fuel tank. - Tandem drive - Transmission, 8 speed forward and - 6 speed reverse, power shift, direct - drive - VHP Plus (Variable Horse Power Plus)

ELECTRICAL - Alarm, back-up - Alternator, 150 ampere, sealed - Batteries, maintenance free, heavy - duty, 1125 CCA - Breaker panel, ground accessible - Electrical hydraulic valves - Electrical system, 24V - Grade control ready (Cab harness, - software, electrical hydraulic valves, - bosses and brackets) - Lights, reversing - Lights, roading, roof-mounted, - stop and tail, LED - Starter, electric

OPERATOR ENVIRONMENT - Air Conditioning with heater - Articulation, automatic return to center - Centershift pin indicator - Display, digital speed and gear - Doors, left and right side with wiper - Gauge, machine level - Gauges (analog) inside the cab - (includes fuel, articulation, engine - coolant temp, engine RPM, - and hydraulic oil temp, DEF/AdBlue) - Joystick, adjustable armrests - Joystick gear selection, hydraulic - power steering hydraulic controls - (right/left, blade lift w/ float - position, blade sideshift and tip, - circle drive, centershift, front wheel - lean and articulation and steering) - Lights, night time cab - Messenger operator information system - Meter, hour, digital - Mirror, inside rearview, wide angle - Power Port, 12V - Radio Ready, Entertainment - ROPS cab, sound suppressed - 69dB(A) - ISO 6394 - Seat,cloth-covered, comfort suspension - Storage area for cooler/lunchbox - Throttle control, electronic - Windows laminated glass: - -Fixed front with intermittent wiper - -Door with intermittent wipers (3) - Windows tempered: - -Left and right side wipers - -Rear with intermittent wiper - Cab storage -

SAFETY AND SECURITY - Clutch, circle drive slip - Doors, 2 engine compartment, (two left - hand, two right hand) locking - Doors, 2 service, left and right locking - Ground level engine shutdown - Hammer (emergency exit) - Horn, electric - Lockout, hydraulic implement (for - roading and servicing) - Seat belt, retractable 76.2 (3") - Secondary steering - Tandem walkway/guards

TIRES, RIMS, AND WHEELS - A partial allowance for tires on - 254mm x 609.6mm (10" x 24") multi-piece - rims is included in the base machine - price and weight.

FLUIDS - Antifreeze - Extended life coolant -35C/-30F

OTHER STANDARD EQUIPMENT - Accumulators -brake -dual certified - Drawbar,6 shoe w/replaceable wear strips - Fluid check, ground level - Fuel tank, 398 liters (105 gallon) - Ground level fueling - DEF/AdBlue Tank, 21 liters (5.5 gallon) - Hydraulic lines for base functions - Pump, hydrailic, high capacity - (98cc / 15 cu in) - Radiator, cleanout access - (both sides with swing doors) - SOS ports - engine -hydraulic - -transmission -coolant -fuel - Tandem walkway/guards - Tool box - Debris guard

CONSIST NOTE - STANDARD EQUIPMENT: - The standard equipment list includes key - components necessary for an operable - machine.

MACHINE SPECIFICATIONS

140M3 MOTOR GRADER
LANE 3 ORDER
GLOBAL ARRANGEMENT,LOW AMBIENT
MOLDBOARD, 14' PLUS
RIPPER/SCARIFIER
COLD WEATHER PLUS PACKAGE
ACCUMULATORS, BLADE LIFT
PRECLEANER, SY-KLONE
DRAIN, GRAVITY, ENGINE OIL
BASE + 4 (WM,WT-FLOAT,FL,RIP)
STARTER, ELEC, EXTREME DUTY
CAB, PLUS (STANDARD GLASS)
CAB, PLUS (INTERIOR)
SEAT BELT
PRODUCT LINK, CELLULAR PLE641
TANK, FUEL, STANDARD
FAN, STANDARD
TIRES,14.0R24 MX XSNO+ * G2 MP
ARTICULATION GUARD
COOLANT, 60/40, -51C (-60F)
LANGUAGE, ENGLISH
DECALS, ENGLISH (U.S.)
SNOW ARRANGEMENT
MOUNT,SNOW WING,FRAME RDY HAL
LIGHTS, WORKING, PLUS, HALOGEN
LIGHTS, SERVICE, INTERNAL
CAMERA, REAR VISION
MIRRORS, OUTSIDE HEATED 24V
CONTROLS, PERFORMANCE BUNDLE
CONTROL,AUTO ARTICULATION-FULL
GUARD, TRANSMISSION
HEATER, ENGINE COOLANT, 120V
ROLL ON-ROLL OFF
LIFT GROUP, MANUAL 1.5"
LIFT GROUP, FRONT MOUNTING
Amberon left/Blue on right beacons
MG Inserts (60)
Replace Ripper valve with float valve Ref w/o 2A15000
144" Snow Plow
144" Snow Wing
Remove High headlights with low bar
Add D1 Valve

SELL PRICE	$311,523.00
LESS GROSS TRADE ALLOWANCE	($75,700.00)
ADDITIONAL PAYMENT	($100,000.00)
SUBTOTAL	**$135,823.00**
DELIVERY TO GUNNISON, CO	$550.00
TOTAL	**$136,373.00**

TRADE-INS

Model	Make	Serial Number	Year	Trade Allowance
140H	CATERPILLAR (AA)	APM001882	2005	$75,700.00

WARRANTY & COVERAGE

Standard Warranty:	12 Months Unlimited Hours, Parts and Labor (Travel Time included for the first 6 months)
Extended Coverage:	Governmental 5 year / 5000 Hour Premier Extended Coverage Plan

F.O.B/TERMS:
Grand Junction

PAYMENT TERMS

Lease Terms

CASH WITH ORDER	BALANCE TO FINANCE	TERM	MONTHLY PAYMENT	RATE	BUY OUT	DOCUMENT FEE
$0.00	$136,673.00	20 (Monthly)	$2,136.54	4.95%	$126,640.00	$300.00

The above lease is based on the following:

- Taxes are extra on the monthly payments and the buy-out
- If the machine is not purchased at the end, then it must be returned in average condition with normal wear-and-tear
- The customer is responsible for all maintenance and repairs on the machine using genuine Cat parts only
- Tires, undercarriage, and all ground engaging tools (i.e. teeth, cutting edges) must be at 50% remaining, minimum, if the unit is not purchased at the end of the lease
- The above is subject to approval by Caterpillar Finance

EXHIBIT 2
Concluding Payment Schedule to Governmental Agreement

Quote number 604-9163

Dated _____, 20____

between
Caterpillar Financial Services Corporation
and
GUNNISON COUNTY - 140M3 - 60MO GOV

Description of Unit: 1 Caterpillar 140M3

Date Due	Number of Payments Made	Beginning Balance	Payment Amount	Balloon	Interest 4.95000%	Concluding Payment (*)
Nov-01-18	0	136,673.00	0.00	0.00	0.00	136,673.00
Feb-01-19	1	136,673.00	2,136.54	0.00	1,691.33	136,227.79
May-01-19	2	136,227.79	2,136.54	0.00	1,685.82	135,777.07
Aug-01-19	3	135,777.07	2,136.54	0.00	1,680.24	135,320.77
Nov-01-19	4	135,320.77	2,136.54	0.00	1,674.60	134,858.83
Feb-01-20	5	134,858.83	2,136.54	0.00	1,668.87	134,391.16
May-01-20	6	134,391.16	2,136.54	0.00	1,663.10	133,917.72
Aug-01-20	7	133,917.72	2,136.54	0.00	1,657.23	133,438.41
Nov-01-20	8	133,438.41	2,136.54	0.00	1,651.30	132,953.17
Feb-01-21	9	132,953.17	2,136.54	0.00	1,645.30	132,461.93
May-01-21	10	132,461.93	2,136.54	0.00	1,639.21	131,964.60
Aug-01-21	11	131,964.60	2,136.54	0.00	1,633.07	131,461.13
Nov-01-21	12	131,461.13	2,136.54	0.00	1,626.83	130,951.42
Feb-01-22	13	130,951.42	2,136.54	0.00	1,620.52	130,435.40
May-01-22	14	130,435.40	2,136.54	0.00	1,614.14	129,913.00
Aug-01-22	15	129,913.00	2,136.54	0.00	1,607.68	129,384.14
Nov-01-22	16	129,384.14	2,136.54	0.00	1,601.12	128,848.72
Feb-01-23	17	128,848.72	2,136.54	0.00	1,594.51	128,306.69
May-01-23	18	128,306.69	2,136.54	0.00	1,587.79	127,757.94
Aug-01-23	19	127,757.94	2,136.54	0.00	1,581.01	127,202.41
Nov-01-23	20	127,202.41	2,136.54	126,640.00	1,574.13	0.00
total			42,730.80	126,640.00	32,697.80	

(*) Does not include any rent payment or other amount then due.

Initialed: _____
(Lessee)

Caterpillar Financial Services Corporation

Finance Proposal

CUSTOMER

Name: GUNNISON COUNTY - 140M3 - 60MO GOV

Address .....
City .....
State .....
Zip code .....
County .....

Good if:
Acknowledged by Oct-12-18
Funded by Oct-12-18

DEALER

WAGNER EQUIPMENT CO.
Sales person ..... KEVIN BOGGS
Dealer contact ..... KATHY CHAMBERS
Telephone 3037393081

Quote number 604-9163
Fax number 3037393205
Quote date 09/12/2018
Quote time 11:29:58

FINANCE PROPOSAL

This is Caterpillar Financial Services Corporation's confirmation of the following finance proposal. This is a proposal only and is subject to credit approval, execution of documentation, and execution and approval of the application survey.

Financing type ..... GOVERNMENTAL
Number of payments ..... 20 Quarterly
Payments ..... in Arrears

Quoted by ..... weigakr
Report created by ..... weigakr

	Model	Ann. Hours	Qty	Sale Price	Down Payment	Amount Financed	Payment	Balloon	Fixed Rate
New	140M3	1000	1	311,523.00	175,700.00	136,673.00	2,136.54	126,640.00	4.9500

Special Conditions:

140M3
Model Year - 2018, Standard Environment; Major Attachments-Tires, Air Conditioning, Cab; Blades/Buckets/Rippers-Ripper, Autoshift Transmission, Snow Arrangement, Straight Blade

	Model	Insurance	Payment w/Insurance
New	140M3	995.39	3,131.93

The estimate for insurance is provided through Caterpillar Insurance Company (Provided by Westchester Insurance Company in Rhode Island) and is not an offer to contract for insurance.

CONDITIONS

Insurance: The customer must provide evidence of physical damage and liability insurance in an amount and from an insurance carrier satisfactory to CFSC. CFSC must be named on the policies, as loss payee and additional insured, as applicable, and a certificate of insurance, in form and substance acceptable to CFSC, must be provided to CFSC.

Taxes: All taxes are the responsibility of the customer and may or may not be included in the above payment amount.

Equipment: The equipment cannot be delivered until all documents are executed by CFSC. All equipment must reside in the United States at all times.

Approval: This proposal is subject to, among other things, final pricing, credit approval and document approval by CFSC.

The terms and conditions outlined herein are not all-inclusive and are based upon information provided to date. This proposal may be withdrawn or modified by Lessor at anytime. This proposal does not represent an offer or commitment by CFSC to enter into a transaction or to provide financing, and does not create any obligation for CFSC. A commitment to enter into the transaction described herein may only be extended by CFSC after this transaction has been approved by all appropriate credit and other authorities within CFSC.

Caterpillar Financial Services Corporation
2120 West End Avenue, Nashville, TN 37203
(615)-341-1000

We appreciate the opportunity to provide you a proposal for this transaction.

Proposed by:

Acknowledged by:

Caterpillar Financial Services Corporation	GUNNISON COUNTY - 140M3 - 60MO GOV	Date