



## Memorandum

April 30, 2019

**To:** Steve Giesbrecht, Borough Manager

**From:** Chris Cotta, Public Works Director

**Re:** Caterpillar 320 Excavator Purchase

The Borough's approved FY2019 Motor Pool budget includes \$182,000 for the purchase of a used excavator to replace the Borough's 1992 Caterpillar 240B. Public Works recently advertised for proposals for a used Caterpillar 320, which has the same capabilities as the Borough's 240B and is suitable for the types of jobs we handle inhouse (water and sewer main repairs, manhole replacements, sorting rock in the quarry, etc.). In response to the Borough's RFP, one proposal was received timely, as follows:

Firm	Proposal Complete	Proposal Responsive	Proposal Cost
NC Machinery	Yes	Yes	\$179,250

The proposal received from NC Machinery meets the Borough's requirements. The machine offered was built in 2013, has low hours, is in good physical and mechanical condition and has been maintained according to Caterpillar factory standards. NC's proposal also includes a Caterpillar factory technician coming to Petersburg to conduct onsite training with the Streets crew at no additional expense. Cost of NC's proposal comes in slightly under the \$182,000 budget and represents a savings of \$45-50K versus purchasing a factory new Caterpillar 320 Excavator.

Public Works feels that the machine offered by NC represents a good value and should have a long service life with the Borough. For these reasons we recommend award of the Caterpillar 320 RFP to NC Machinery in an amount not to exceed \$179,250. If you agree with this recommendation, please forward it to the Borough Assembly for consideration at their next regular meeting scheduled for May 6, 2019.

Attachment: Cat 320 specs and photo (3 pages total)

Public Works Department

PO Box 329, Petersburg, AK 99833 – Phone (907)-772-4430 Fax (907) 772-4102

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