

**VILLAGE OF DOWNERS GROVE**  
**REPORT FOR THE VILLAGE COUNCIL WORKSHOP**  
**JUNE 26, 2007 AGENDA**

SUBJECT:	TYPE:	SUBMITTED BY:
Bid: Skid Steer Loader	Resolution Ordinance ✓ Motion Discussion Only	David Fieldman Deputy Village Manager

**SYNOPSIS**

A motion is requested to approve the purchase of one (1) New Holland L185 skid steer loader from Martin Implement Sales, Inc. of Orland Park, Illinois in the amount of \$29,986.

**STRATEGIC PLAN ALIGNMENT**

The Five Year Plan and Goals for 2006-2011 identified *Exceptional Municipal Organization*. A supporting objective of this goal is *Top Quality Core Services Responsive to Current and Future Community and Citizen Needs*.

**FISCAL IMPACT**

The FY 07 budget includes \$52,505 in the Equipment Replacement Fund (Fund 530) for the purchase of a replacement skid steer loader.

**RECOMMENDATION**

Approval on the July 3, 2007 consent agenda.

**BACKGROUND**

The Equipment Replacement Plan adopted by the Village Council for FY 07 includes the replacement of one of the two skid steer loaders in the Public Works Department. The equipment being replaced (Unit 229) is a 1992 Bobcat skid steer loader. The skid steer loader is necessary for loading material such as dirt, stone and asphalt into trucks, snow removal and in-house public works construction projects.

Bid pricing for this piece of equipment is available to the Village as a result of the federal General Services Administration (GSA) contract. Though the Village does not qualify to use the GSA contract directly, vendors are able to extend the federal government's most-favored-customer GSA pricing to the Village. This use of cooperative purchasing is similar to the government price concessions received through the State of Illinois contract for police cars or dump trucks. The GSA is the purchasing agency for the federal government.

Due in large part to the bid pricing that has been negotiated through the GSA, state and local government agencies have been utilizing GSA pricing to streamline the procurement process for needed commodities. By offering municipal agencies the ability to purchase equipment using the same terms and conditions as the GSA contract eliminates duplication of effort and overlap in bidding, which not only saves local government agencies time and money but ensures that they are getting items for the absolute lowest price.

**ATTACHMENTS**

GSA price quote



Martin Implement Sales, Inc.  
16400 S. 104th Avenue  
Orland Park, IL 60467  
(708) 349-8430 Phone  
(708) 349-4230 Fax

June 14, 2007

Larry Humphries  
Village of Downers Grove  
5101 Walnut Ave.  
Downers Grove, IL 60515

Dear Larry:

We are pleased to quote as follows:

One new New Holland model L185 hydrostatic drive skid-steer loader with all standard equipment including: 78 SAE gross horsepower three cylinder turbocharged diesel engine, ROPS/FOPS (Roll Over and Falling Object Protective Structure), rear cab window, cab headliner/noise reduction kit, work lights, backup alarm, suspension seat, horn, boom hydraulics, 19.3 gpm hydraulic system, parking brake and 18 gallon fuel tank. Selling price includes the following optional equipment: dual-range hydrostatic four-wheel drive with "on-the-go" shifting, pilot controls (in lieu of standard controls), hydraulic quick-attach system for attachments, 12 x 16.5 HD tires with TyrLynner, 72 inch low profile extended-lip bucket, turn signals/4-way flashers and rearview mirror. This loader has 2,500 pounds SAE operating capacity.

One new NH cab enclosure kit with windshield wiper, windshield washer, sliding side windows, heater/defroster, air conditioner, shoulder belt, floor plate kit and cab door sensor kit, installed on the skid-steer loader.

List price .....	\$46,392.00
GSA discount .....	\$16,701.00
<b>Selling price .....</b>	<b>\$29,691.00</b>
GSA predelivery/assembly labor .....	\$295.00
<b>Total GSA selling price .....</b>	<b>\$29,986.00</b>

Note: this pricing is equal to GSA Contract pricing and is only available to qualified agencies. Written purchase order is required.



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The equipment would be completely set-up, serviced and ready for operation.  
Selling price includes delivery to the Village of Downers Grove.  
Pricing is valid not later than July 31, 2007.

Sincerely,

A handwritten signature in cursive script that reads "Lou Curalli".

Lou Curalli