



## Decision Brief Vehicle Replacement Loader

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Problem Statement: How does the city best replace two aging loaders for efficiency and long term lifecycle management.

Searching best plan for repair or replacement.



# Facts and Assumptions

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## Facts

- Aged Loaders are in need of significant repairs for sustained operations
- Time for New Tires on both Loaders
- Current Pins on Cat are unsafe
- Current ROPES Cab is rusting beyond repair
- Can sustain operations with one less loader when replaced new
- Leasing is a financing option (5yr Cat) (3, 4, 5 or 6 CASE)
- Both manufactures offer an ACS Quick Attach Coupler (supports all current attachment parts)

## Assumptions

- Improved efficiency
- Reduced Maintenance
- Remove the Maintenance determined necessary on replaced equipment



## Constraints

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- Require ACS Coupler (for continued use of interchangeable parts)
- Must have Auxiliary Hydraulics
- Must come with new Forks (72")
- Must come with an Angle Broom
- Must come with snow tires
- CAT Minimum 926M
- CASE Minimum 621G



## Pros & Cons CAT

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### Pros

- Warranty = 5 Yr or 5000 Hour
- Lowest Finance Rate (2.99%)
- Comes with desired Michelin Tires
- Available in three weeks
- Local Service

### Cons

- Increased cost of \$3355
- Forks and Broom may be delayed beyond three weeks
- Not a regular user of ACS Couplers (After Market)
- Only Offer 5 yr Financing



## Pros & Cons CASE

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### Pros

- Warranty = 3 Yr or 3000 Hour
- Local Service
- Decreased cost of \$3355
- Forks and Broom come at time of delivery
- Regular user of ACS Couplers (After Market)

### Cons

- Highest Finance Rate (3.24%)
- Does not come with desired Michelin Tires
- Available in seven weeks
- Used (Demo-like Model) with ~350 hours



## Sources of Funding / Options

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- CAT Cash Option – Pay in full \$125,355 (Apple to Apple) After Trade
- CASE Cash Option – Pay in Full \$122000 (Apple to Apple) After Trade
- Lease Option – Paid over time with some increased cost long term but reduced annually (Initial Buying Power)
- Expensing versus depreciating
- Trade Value for Surplus CAT (\$53,400)
- Trade Value for Surplus CASE (\$53,500)
- Market Value / Financing at all time lows (Locked rates of interest)
- Possibility that both deals consider trade as first year payment



# Mathematics Apple to Apple

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## Used CASE

- Determined the 350 hours to cost \$11K
- Tire Difference \$2K

## New CAT

- Beacon Light and Fire Extinguisher are included (not listed)
- Forks were \$1700 over estimate



## Current Expense Chart Budget FY 21 \$200K

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- \$90K Holder charged to 2020 FY
- \$53,760 Chevy 4500 (spread over five) \$10,752 plus interest FY 22-25
- Text My Gov \$2000
- PubWorks \$12,775 (Fleet, Work Orders, Mapping)
- Loader \$125,355 (spread over five) \$31,388 plus interest FY 22-25
  
- Total Expenditure: For FY 21 \$25,527 with carry into (\$42,140 ea FY 22-25)
- Total Equipment Acquired \$193,890





## Recommendation

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- Further Develop Partnership with local businesses to support local economy while establishing new, improved and out of box thinking for fleet management strategy.
- Seriously consider replacing two loaders #302 & #303 Loaders and the current MV Sidewalk Plow (Surplus).
- Remove moving three pieces of old worn-out equipment.
- Recommend Purchase CAT 926M as presented plus beacon and fire extinguisher (no cost).
- Recommend Five Year Lease where trade equals first year payment and FY 22-25 at \$31,388

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## Decision Brief Vehicle Replacement Flatbed

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Problem Statement: How does the city best replace a deteriorated Pick-up Box where the truck frame and engine are still quality, while providing for greater capabilities within the City Fleet.

Searching best plan for repair or replacement.



# Facts and Assumptions

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## Facts

- Repair / Replacement of a like Box is possible at \$4490 (Take-off plus Paint Match)
- City has a need for flatbed but doesn't not have one and must use a box
- Current box is beyond repair

## Assumptions

- Flatbed provides versatility
- There are sufficient times / loads where a flatbed is warranted over a box
- Increased capability
- Strapping is a new requirement

## Slide 2

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**CM1** City Manager, 1/6/2021



# Constraints

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- Box limits side loading with forks
- Flatbed does not offer sides for once loaded (hauling)
- Must fit 8' chassis



## Pros & Cons

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### Pros

- Inexpensive way of testing the capability and usefulness of a flatbed in municipal environment
- Repairs component rather than replacing the whole of the vehicle
- Increased flexibility
- Cost savings by self-install

### Cons

- Lack of sides (can be fabricated for minimal costs/effort)



## Sources of Funding / Options

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- Limited local dealers in producing bed replacements
- Body shops might offer options but are not normal scope
- “Prime” metal fabricators cannot provide a fabricated replacement at reasonable cost
- Fox Chevy Marquette provided cost quote at \$3461.63 (delivered)
- Savings of \$1028 from box to flatbed
- Straight purchase – no leasing options



## Current Expense Chart Budget FY 21 \$200K

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- \$90K Holder charged to 2020 FY
- \$53,760 Chevy 4500 (spread over five) \$10,752 plus interest FY 22-25
- Text My Gov \$2000
- PubWorks \$12,775 (Fleet, Work Orders, Mapping)
- Loader \$125,355 (spread over five) \$31,388 plus interest FY 22-25
- Flatbed \$3461
- Total Expenditure: For FY 21 \$28,988 with carry into (\$42,140 ea FY 22-25)
- Total Equipment Acquired \$197,351





## Recommendation

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- Further Develop Partnership with local businesses to support local economy while establishing new, improved and out of box thinking for fleet management strategy.
- Increasing longevity of equipment through partial replacement
- Recommend trying a Flatbed addition to the fleet increasing overall capability

# Malton Road Rustic Camping

## Camping Sites Available

- 1 ADA Rustic Site (West)
- 10 Rustic Sites (West)
- 3 ADA Rustic Sites (East)
- 38 Rustic Sites (East)
- 52 Total Sites



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Existing Non-Motorized Trail (Gravel)

Existing Non-Motorized Trail (Paved)

Malton Road

E New York St

Designed in compliance with National Fire Protection Agency (NFPA) 1194 Standard for Recreational Vehicle Parks and Campgrounds, 2021 Edition.

2-9-2021

Scale: 1"=200'

3/4

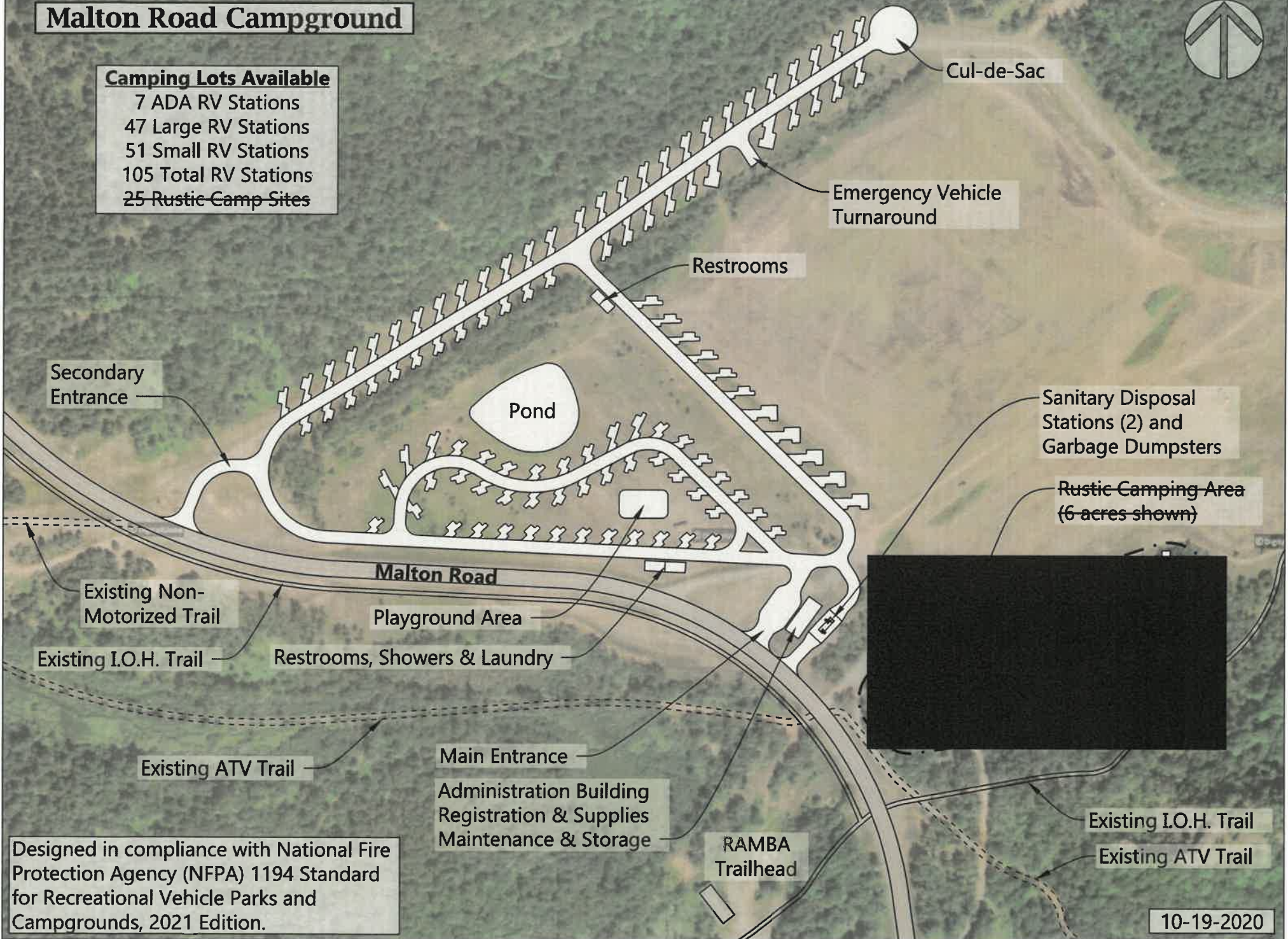


# Malton Road Campground



## Camping Lots Available

- 7 ADA RV Stations
- 47 Large RV Stations
- 51 Small RV Stations
- 105 Total RV Stations
- 25 Rustic Camp Sites



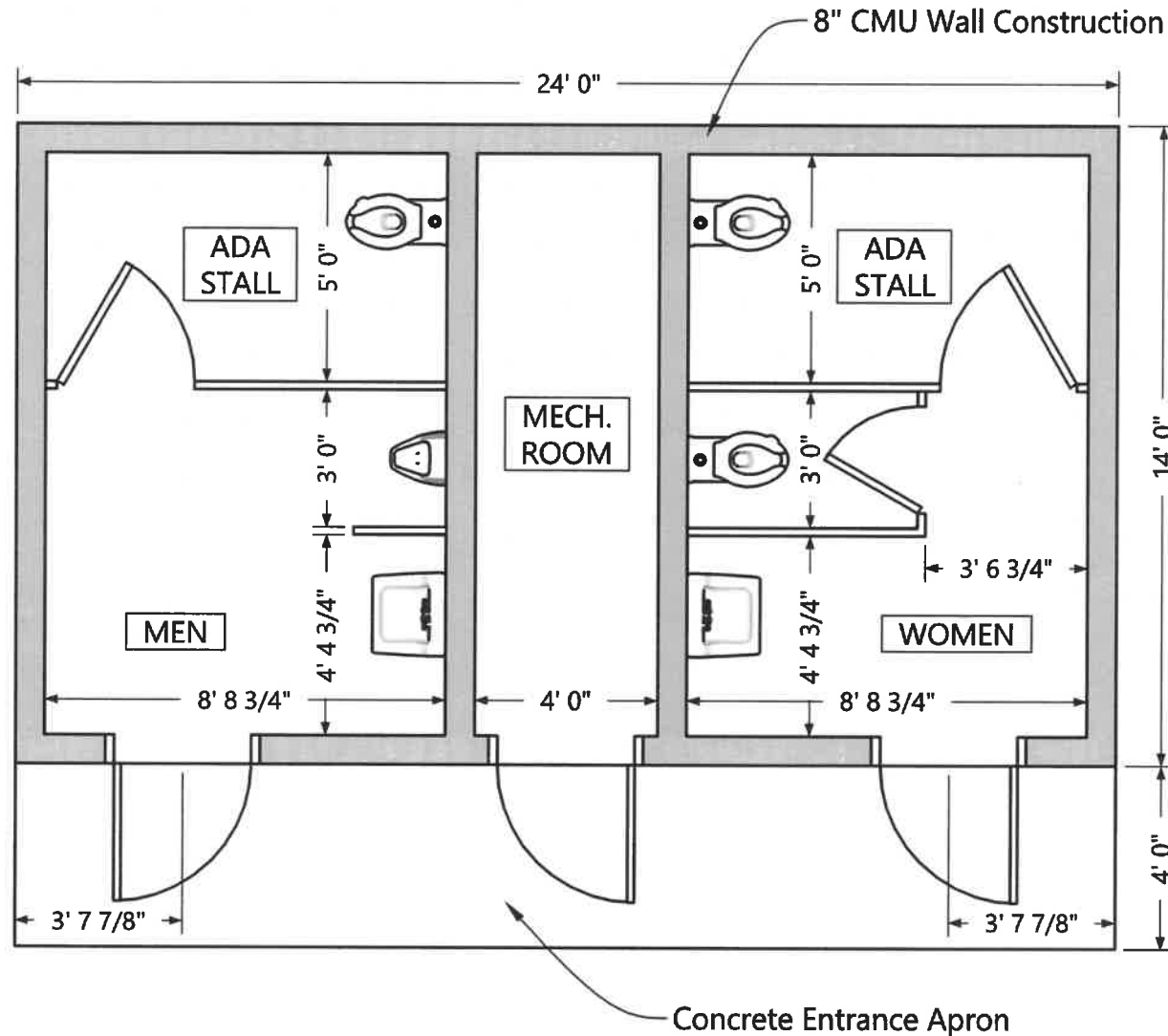
Designed in compliance with National Fire Protection Agency (NFPA) 1194 Standard for Recreational Vehicle Parks and Campgrounds, 2021 Edition.

10-19-2020

## Malton Road Rustic Restroom Option 1

### Notes:

1. Floor slab and entrance apron shall be constructed of reinforced concrete meeting MDOT grade S2, a minimum of 4" thick.
2. All exterior and interior walls for Mechanical Room shall be constructed of reinforced 8" CMU's in running bond with mortar joints and all cells grouted solid.
3. Supply water for sinks and toilets shall be non-potable and gravity fed from a shallow driven well point. An elevated 30-gallon (minimum) holding tank shall be serviced by a jet pump, both of which shall be located in the Mechanical Room.
4. Waste water shall be stored in a 100-gallon (minimum) underground storage tank with clean-out access located in the Mechanical Room floor.
5. Exterior doors shall be self-closing steel 3068 doors.



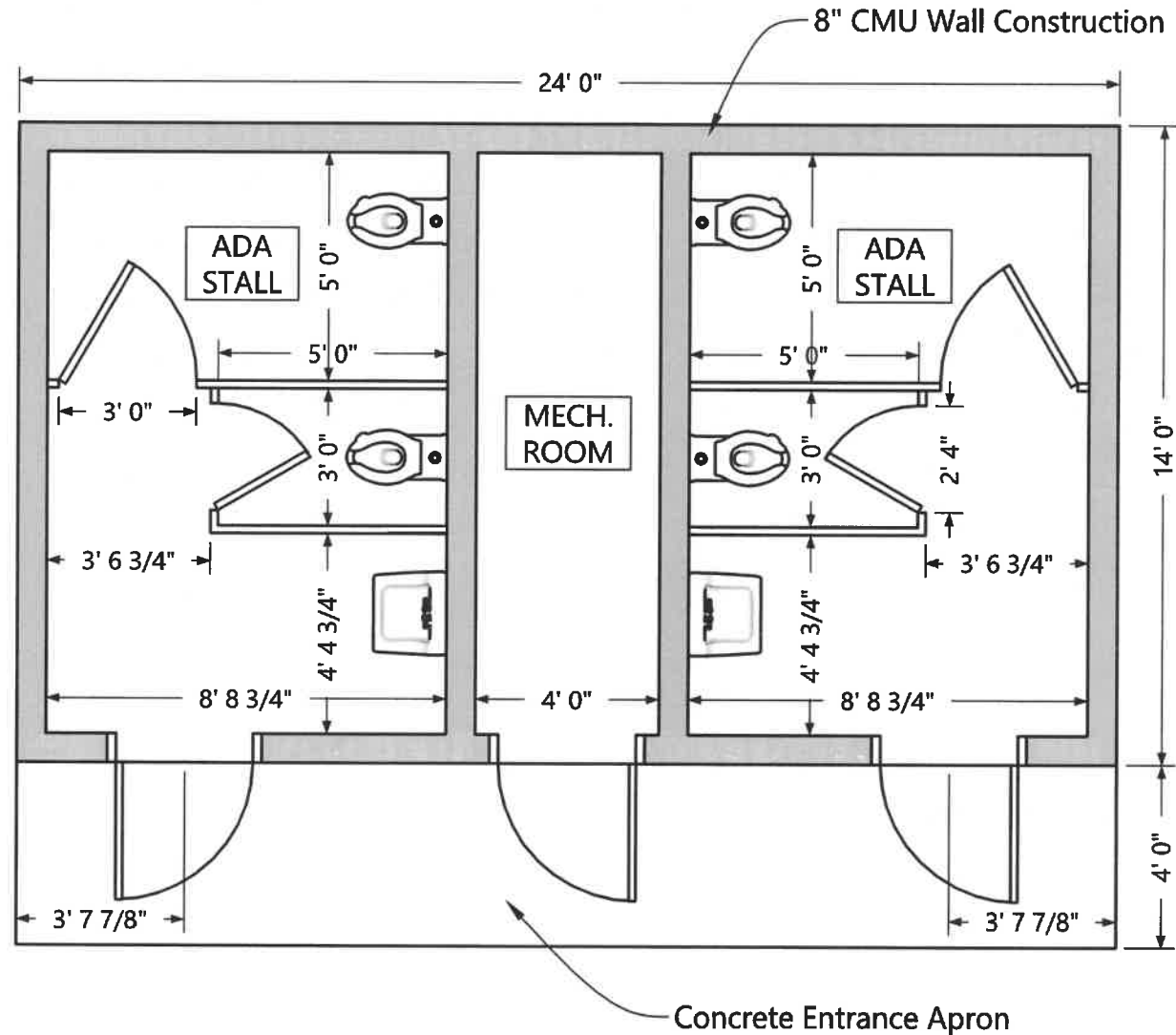
2-9-2021

Scale: 1/4"=1'-0"

## Malton Road Rustic Restroom Option 2

Notes:

1. Floor slab and entrance apron shall be constructed of reinforced concrete meeting MDOT grade S2, a minimum of 4" thick.
2. All exterior and interior walls for Mechanical Room shall be constructed of reinforced 8" CMU's in running bond with mortar joints and all cells grouted solid.
3. Supply water for sinks and toilets shall be non-potable and gravity fed from a shallow driven well point. An elevated 30-gallon (minimum) holding tank shall be serviced by a jet pump, both of which shall be located in the Mechanical Room.
4. Waste water shall be stored in a 100-gallon (minimum) underground storage tank with clean-out access located in the Mechanical Room floor.
5. Exterior doors shall be self-closing steel 3068 doors.



2-9-2021

Scale: 1/4"=1'-0"