



To: Dustin Anderson – Town Manager
From: Stephen Gunty – Director of Public Works
Meeting Date: April 20, 2020
RE: Purchase approval of (1) Small Wheel Loader

The Public Works Department seeks to purchase one 2020 Small Wheel Loader in order to replace an existing front-end loader, unit #342 in the department's fleet that is scheduled for replacement. All quotes including trade-in credits and are as follows:

West Side Tractor Sales, South Holland, IL
2020 John Deere 544L 4WD Loader

Loader	\$171,500
Less Trade-in	<u>-\$66,000</u>
Net Cost	\$105,500

McCann Industries Inc, Schererville, IN
2020 Case 621G wheel Loader

Loader	\$158,500
Less Trade-in	<u>-\$60,000</u>
Net Cost	\$98,500

Altorfer Caterpillar, Hammond, IN
2020 Caterpillar 930M Small Wheel Loader

Loader	\$171,670
Less Trade-in	<u>-\$64,500</u>
Net Cost	\$107,170

Analysis:

Public Works utilized 10 operators to inspect and test drive each of the three loaders (John Deere, Case & Caterpillar) during the same one-week period. It was the unanimous conclusion that the Caterpillar significantly outperformed the other brands in three important areas observed, namely; it had more torque observed in a push/pull demo test than the others, and it had a more responsive feel from its controls to the bucket action and enjoyed a slight edge in operator ergonomics.

Additionally, we believe that the Caterpillar will have lower maintenance needs due to its long-life higher quality oil, air and hydraulic filters. It is also rated better with lower fuel consumption and historically enjoys a higher future trade-in value. We've also experienced greater parts availability with the Caterpillar brand at its Altorfer dealer in Hammond than with Case vehicles.

Budget Note:

The replacement loader for unit #342 was included in the 2019 General Obligation Bond, account number 414-9152119-64400 as part of the Public Works Capital Improvement Plan.

Recommendation: By motion and voice vote, approve (1) 2020 Caterpillar 930M Small Wheel Loader from Altorfer Caterpillar in the amount of \$107,170