

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
BOARD ACTION SUMMARY

DEPT: Environmental Resources

BOARD AGENDA:4.B.2  
AGENDA DATE: February 27, 2024

**SUBJECT:**

Approval to Purchase Heavy Duty Equipment from Holt of California for the Fink Road Landfill

**BOARD ACTION AS FOLLOWS:**

**RESOLUTION NO. 2024-0070**

On motion of Supervisor B. Condit Seconded by Supervisor C. Condit  
and approved by the following vote,

Ayes: Supervisors: B. Condit, Chiesa, Withrow, C. Condit, and Chairman Grewal

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

1) X Approved as recommended

2) \_\_\_\_\_ Denied

3) \_\_\_\_\_ Approved as amended

4) \_\_\_\_\_ Other:

**MOTION:**

**THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
AGENDA ITEM**

DEPT: Environmental Resources

BOARD AGENDA:4.B.2  
AGENDA DATE: February 27, 2024

CONSENT:

CEO CONCURRENCE: YES

4/5 Vote Required: No

---

**SUBJECT:**

Approval to Purchase Heavy Duty Equipment from Holt of California for the Fink Road Landfill

**STAFF RECOMMENDATION:**

1. Approve the purchase of one Caterpillar Model 150JOY-BR Motor Grader and one Caterpillar Model 623K Scraper from Holt of California in the estimated amount of \$1,900,000.
2. Authorize the Purchasing Agent to issue a Purchase Order for the Caterpillar 150JOY-BR Motor Grader and the Caterpillar 623K Scraper using the Sourcewell Cooperative Purchasing Contract No. 032119-CAT.
3. Authorize an overall budget not-to-exceed \$1,900,000 for the purchase.

**DISCUSSION:**

The Department of Environmental Resources (Department), Landfill Division, is responsible for the daily maintenance and operation of the Fink Road Landfill and the post-closure maintenance of the Geer Road Landfill. The day-to-day operation and minor routine maintenance of the Fink Road Landfill and much of its off-road and on-road heavy equipment is performed in-house by County staff.

As part of the 2024 Adopted Budget, the Fink Road Landfill requested to purchase multiple pieces of heavy equipment for the continued maintenance and daily operation of the landfill. The Department is in need of a new Caterpillar 623 Scraper (Scraper) and a new Caterpillar 150JOY-BR Motor Grader (Grader) from Holt of California to support maintenance and operations.

The Scraper will be used to excavate, transport, and spread cover soil more efficiently throughout the site. The Scraper will transport soil from the soil borrow area to various waste disposal fill locations at the landfill. The Grader will be used for grading internal roads at the landfill and all-weather pads. Due to its long wheelbase, it can do very fine grading, which is necessary to keep roads in good travel condition.

Sourcewell, a State of Minnesota local government unit and service cooperative (Sourcewell), went through a competitive bidding process which began on January 31, 2019, seeking proposals from heavy equipment suppliers for the procurement of heavy construction equipment, related accessories, attachments and supplies. The bid closed on March 21, 2019 at 4:30 pm Central Time. Holt of California was offered a contract with Sourcewell, effective May 13, 2019, through May 13, 2023. The Contract has been extended one year, through May 14, 2024. (Attachment Nos. 1, 2 and 3). Eligible

entities, such as Stanislaus County, can purchase equipment using Sourcewell's contract and subsequent catalog by 'piggy-backing' on the successful bidding process that Sourcewell conducted. Since the competitive bidding process has already been completed by Sourcewell, the timeline for purchase of the equipment is shortened considerably.

On November 10, 2023, staff received a quote from Holt of California for the Grader at a cost of \$598,361 (Attachment No. 4). This quote includes a 30% discount, which is only available through the Sourcewell Contract and reflects the cost after taxes. A breakdown of the discount received through the Sourcewell Contract for the Grader is also provided (Attachment No. 5). On November 9, 2023, staff received an estimated cost for the Scraper in the amount of \$1,287,743 (Attachment No. 6). This quote includes an 18% discount, which is also only available through the Sourcewell Contract and reflects the cost after taxes. A breakdown of the discount received through the Sourcewell Contract for the Scraper is also provided (Attachment 7).

There are no other equipment suppliers in this area that can provide a better value or comparable piece of heavy equipment. Furthermore, Holt of California staff is very knowledgeable in landfill operations, and they provide reliable routine maintenance and repairs to the heavy equipment owned by the Fink Road Landfill. If more extensive maintenance and repairs are necessary, Holt of California makes all necessary arrangements to deliver the piece of equipment to the appropriate repair center. Reliable equipment and servicing are vital to the landfill's operations and this purchase puts the landfill in the best possible position to manage the County's ongoing waste stream. Therefore, staff have ensured that the Sourcewell contract, and subsequent quotes, provides the best value.

Holt of California will submit an order to their factory for the various pieces of equipment upon the County's issuance of a Purchase Order for each unit. Payment will be made once the equipment is in the Department's possession. The Department is seeking approval to purchase the equipment at the estimated cost of \$1,900,000, or the final cost at the time the equipment is issued to the Department from the factory.

#### **POLICY ISSUE:**

Government Code Section 25502.5 requires Board of Supervisor approval for all purchases that exceed \$200,000.

#### **FISCAL IMPACT:**

The purchase price of the equipment is estimated to cost \$1,900,000, including taxes and delivery costs. This estimate is subject to change. The Fink Road Landfill 2024 Adopted Budget includes sufficient appropriations in Fixed Assets to allow for the purchase of the equipment needed.

#### **BOARD OF SUPERVISORS' PRIORITY:**

The recommended actions are consistent with the Board's priority of *Enhancing Community Infrastructure* by upgrading and improving County equipment to function efficiently, safely, and reliably.

**STAFFING IMPACT:**

Existing staff will oversee the work related to this purchase.

**CONTACT PERSON:**

Robert Kostlivy, Director of Environmental Resources	(209) 525-6770
Janis Mein, Assistant Director of Environmental Resources	(209) 525-6792

**ATTACHMENT(S):**

1. Sourcewell Cooperative Agreement
2. Letter of Agreement to Extend the Contract
3. Sourcewell Caterpillar Cooperative Contract Discounts
4. 150 AWD Motor Grader Quote
5. 150 AWD Motor Grader Discount Breakdown
6. CAT 623K Scraper Quote
7. CAT 623K Scraper Discount Breakdown
8. Levine Act Disclosure

**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**Company Name: Caterpillar Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS
8.11 / page 29	Assignment of Contract	Notwithstanding the Terms of Section 8.11, Caterpillar shall be permitted to subcontract certain of its duties to Cat dealers for performance. *	Sourcewell accepts
Section Q / page 32	Provisions for non-federal entity procurements under federal awards or other awards; airport improvement program provisions	Section Q shall be deleted in its entirety. However, Caterpillar Dealers will review individual transactions that may implicate certain provisions within section Q on a case by case basis as required. *	Sourcewell accepts

\*Please see page 2 of this form for comments regarding this exception request.

Proposer's Signature: Tate L RedpathDate: 3/13/19**Sourcewell's clarification on exceptions listed above:**

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



**Caterpillar Comments on Exception Requests:**

**Exception to 8.11**

Because we rely on our dealer network to work closely with customers to execute the terms of this agreement, we want to clarify that we may subcontract these obligations to them. This is how we are operating today to the satisfaction of all involved and we intend for this strong, close, and effective relationship to continue.

**Exception to Section Q**

In many situations we will be willing to comply to these terms. However, it is impossible to provide a blanket acceptance as each transaction is unique. For example, the Buy American provision referenced in 8.43 will be acceptable for some products and not for others depending on the source of production. By looking at each transaction individually we can ensure careful consideration. It is our desire to earn this business and when we are able to comply we will honor the terms specific to the transaction.

Contract Award  
RFP #032019

**FORM D**



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

**HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**

In compliance with the Request for Proposal (RFP) for **HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Caterpillar Inc. \_\_\_\_\_ Date: 3/6/19 \_\_\_\_\_

Company Address: 100 NE Adams Street \_\_\_\_\_

City: Peoria \_\_\_\_\_ State: IL \_\_\_\_\_ Zip: 61629 \_\_\_\_\_

CAGE Code/DUNS: [REDACTED] \_\_\_\_\_

Contact Person: Patty Redpath \_\_\_\_\_ Title: Governmental Account Manager \_\_\_\_\_

Authorized Signature: [Signature] \_\_\_\_\_ Patrick L. Kearns \_\_\_\_\_  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 032119-CAT

Proposer's full legal name: Caterpillar Inc.

**Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.**

The effective date of the Contract will be May 13, 2019 and will expire on May 13, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

DocuSigned by:

*Jeremy Schwartz*

COFD2A130D06488  
 SOURCEWELL DIRECTOR OF OPERATIONS AND  
 PROCUREMENT/CPO SIGNATURE

DocuSigned by:

*Chad Coauette*

7E4288F817A84CC  
 SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Awarded on May 10, 2019

Jeremy Schwartz  
 (NAME PRINTED OR TYPED)

Chad Coauette  
 (NAME PRINTED OR TYPED)

Sourcewell Contract # 032119-CAT

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Caterpillar Inc.

Authorized Signatory's Title North America Industry Manager

*Patrick Kearns*

VENDOR AUTHORIZED SIGNATURE

*Patrick Kearns*  
 (NAME PRINTED OR TYPED)

Executed on May 10, 2019

Sourcewell Contract # 032119-CAT

**Form F**

**PROPOSER ASSURANCE OF COMPLIANCE**

**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Caterpillar Inc.

Address: 100 NE Adams Street

City/State/Zip: Peoria, IL 61629

Telephone Number: 309-675-1000

E-mail Address: Cat\_Governmental@cat.com

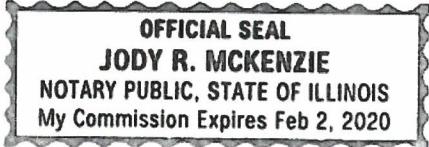
Authorized Signature: Patrick K

Authorized Name (printed): Patrick Keanu

Title: North America Industry Manager

Date: 3/6/19

Notarized



Subscribed and sworn to before me this 6th day of March, 20 19

Notary Public in and for the County of Peoria State of Illinois

My commission expires: February 2, 2020

Signature: Jody R. McKenzie



## **Form P**

### **PROPOSER QUESTIONNAIRE** **Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: \_\_\_\_\_ Caterpillar Inc. \_\_\_\_\_

Questionnaire completed by: \_\_\_\_\_ Patty Redpath \_\_\_\_\_

#### **Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?

Our dealers accept payment from members and their terms may vary. The most common term is net 30.

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Yes. We offer both leasing and financing options to governmental members of Sourcewell at rates lower than available to the general public.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Our simple order process has been and will continue to be well appreciated by Sourcewell and Sourcewell members:

- 1) When a member decides to purchase a new Cat machine, they simply include their Sourcewell member number on the Purchase Order they issue to the Cat dealer.
- 2) The Cat dealer then accepts the PO, issues the invoice, accepts payment, and delivers the machine.
- 3) After the machine has been delivered, the dealer, as part of their normal process, includes the member number when filing their sales claim with Caterpillar.
- 4) At month end, Caterpillar aggregates these reports and sends the sales information quarterly to Sourcewell along with the administration fee.

**Important Note:** Should a member wish to include additional terms and conditions to this contract, or to otherwise request a Participating Addendum, that agreement/PA should be executed between the member and the Cat dealer directly.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

Because Cat dealers will be receiving payments directly from members, accepting P-card procurement will be at their discretion. Many dealers do accept this method without additional fees. Some have limitations on the amount that can be processed.

## **Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?

**Yes. Caterpillar has the most extensive warranty coverage in the industry. We cover all products, parts, and labor with fewer exclusions than our competitors. Please see Attachment D for details.**

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

**We do not impose usage restrictions. We are pleased to say that our warranties cover defects in material and workmanship for the time specified in the policy when the equipment is used as per design intent.**

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

**The Caterpillar warranties cover the cost of replacement parts and the labor to install them, they do not cover travel time and mileage. Dealer territories vary considerably from state to state as do their policies about travel time and mileage during the warranty period.**

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?

**We have no restrictions on warranty repairs. One of our key differentiating strengths is our ability to service equipment regardless of where it is located.**

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

**Warranty service for on machines ordered from a Caterpillar facility is generally provided by Caterpillar and performed by Cat dealers. Some items, such as tires, are covered under their manufacturers' warranties.**

- What are your proposed exchange and return programs and policies?

**We warrant that upon delivery our products will be free from defects in material and workmanship and will operate as intended. If they are not, we will make any necessary corrections.**

- 6) Describe any service contract options for the items included in your proposal.

**We have a large variety of service contract options which can all be customized according to customer needs. Below are just two examples. More solutions are available, and we encourage members and dealers to explore all options.**

- 1) [Equipment Protection Plans \(Extended Service Coverage/Cat Insurance\)](#)

**After the initial warranty period ends, members may choose to purchase additional protection plans to reduce their exposure to unplanned costs. These policies are written based on months and hours of operation. There are four standard levels of coverage:**

- a) Powertrain
- b) Powertrain + Hydraulics

- c) Powertrain + Hydraulics + Technology
- d) Premier

A description of all these options is included in **Attachment E**.

**Important note:** The purchase price for these Extended Service Coverage plans is lower for governmental agencies than it is for private buyers.

2) Customer Service Agreements (CSAs)

A member may choose to enter into an agreement with their Cat dealer to perform routine maintenance and/or repairs. These contracts are customizable based on member needs.

The selling Cat dealer can take responsibility for some or all the required service and maintenance needs to allow the agency to gain efficiency by focusing on the performance demands more than maintenance. CSAs are a useful tool to manage expenses. Most CSAs are bundled at the time of purchase; however, they may be added at any time.

**Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

We are offering the new machine and work tool product lines as set forth in this proposal. This includes nearly 200 machine choices and more than 200 types of work tools.

In addition to new machines and work tools, we are happy to offer members access to rental machines, used machines, parts, service, extended service coverage plans, CSAs, products from Cat Safety Services, sourced goods, and open market items.

We understand that each member's needs will vary, and we are proud to supply a complete solution from the industry's largest product line.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Our pricing model is simple. We offer a deep discount off the current machine and work tool list prices to all Sourcewell members.

We have provided base machine pricing in **Attachment F**. However, for execution of the agreement we will ask our dealers and Sourcewell members to use the Caterpillar price list that is current at the time of the quote. Dealers, in consultation with the member, will configure the machine to the desired specifications and apply the agreed upon stated minimum discount to that configured List Price amount. Dealers and members should remember to factor in any expected price increases if a machine will be built to order.

**Attachment G** shows the discount offered for each new machine.

Additionally, we are pleased to offer a discount of 15% off all products and consulting services under the Cat Safety Services Umbrella; and 5% off our Technology Enabled Safety Solutions.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents a 50% percent discount from the MSRP or your published list.

Our discount range varies between 3% and 30%. It's important to note that discount comparisons between different machines cannot be considered an apple-to-apples comparison. Caterpillar product managers have broad leeway in product pricing, and there are some significant variations on pricing strategy. For example, a discount of 10% on Product A, may be equivalent to a 20% discount on Product B. The discounts offered to Sourcewell members are better than what is widely available to non-member/private purchasers.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Our dealers are empowered to consider purchase order volume, repeat purchases, member responsiveness, etc. They may offer members additional discounts and/or services at their discretion.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

Sourced goods / Open Market Items are available to members from our Cat dealers. The prices for these goods or services will represent fair market value and will be determined between the member and the selling dealer. We encourage our dealers and members to use this option as it facilitates complimentary products and streamlines the procurement process.

Customers and dealers are responsible for including their Sourcewell member numbers on all documentation related to these purchases. Caterpillar Inc. is not a party to these sales and is exempted from including them in the quarterly reports. For audits, inclusion of a customer's Sourcewell member number on the PO and/or invoice shall be deemed sufficient.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial/pre-delivery inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Machines are unique in their requirements for preparation prior to use. Some may require local final assembly due to their large size, others may have locally installed options (fire suppression, beacons, auto lube systems for example). When a dealer issues a quote for a machine, any additional costs will be itemized separately and are not subject to the Sourcewell discount.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

There is no additional cost to members who choose to pick up their machine from the Cat dealer. Dealers may charge fees for delivery to the member's location.

15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Just as for members in the 48 contiguous states, there is no additional cost to members who choose to pick up their machine from their Cat dealer. Dealers may charge fees for delivery to the member's location.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Machines are large purchases and if there are unique member requirements our dealers will be happy to discuss on a case by case basis.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

We plan to continue our very robust process to ensure reporting speed, accuracy, and contract compliance.

Caterpillar and our Cat dealers have very close and trusting relationships. Our dealers are long-established, and the current process is working well.

- To ensure pricing accuracy, we maintain our current Sourcewell customer discount sheet on our dealer-facing pricing pages. Dealers integrate these numbers automatically in their quoting software.
- To ensure new machine and work tool sales are recorded properly, we use our post-sale credit system. In a nutshell, this means that we corporately support the pricing offered in this contract at a level below what's available to other customers. To receive this additional monetary support after the machine is delivered, dealers must supply the member's name, address, and member number. There is no additional burden or cost to our dealers to use the Sourcewell contract and this is part of the reason for their high engagement and our high reporting accuracy.
- After month end, we gather the new machine and work tool sales data attributed to Sourcewell and aggregate it for our reporting.
- After quarter end, we will send the quarterly sales report and administration fee payment to Sourcewell for all items that are subject to the administrative fee.

18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We would be pleased to offer an administration fee of 0.50% of net dealer revenue on the sales of new machines and work tools. Caterpillar will pay this fee and will not ask members or dealers to bear any additional burden.

### **Industry-Specific Questions**

19) Describe any industry-specific quality management system certifications obtained by your organization.

Throughout the history of Caterpillar, we've produced reliable, durable products our customers have been able to count on for many years...if not decades. This reliability and durability is foundational to our brand. We measure ourselves on both defects and durability. Defects are issues that prevent a machine or any part of it from performing as intended within the first year of service. Durability is defined as the actual achieved life of a machine or component. We pride ourselves on leading the industry.

Specifically, as it relates to this question, the below list shows our current quality certificates:

- 03 - Thin Film Coating Center, Mossville (IL), USA - CQMS / ISO9001:2015 Certificate (Exp date: 09-Mar-2019)  
05 - Caterpillar Global Machine Development - Peoria Proving Ground, Peoria (IL), USA - ISO17025:2005 (Expiry date 31-Jan-2021)  
06 - Caterpillar Inc., Cast Metals Organisation, Mapleton (IL), USA - ISO9001:2015 (Expiry date 24-Apr-2021)  
08 - Caterpillar Inc., - SOS Services Laboratory (Main Multi-site), Peoria, IL, USA - ISO9001:2015 (Expiry date 29-Nov-2020)  
12 - Caterpillar Inc. - Matl Handling & Underground Div. (Aurora), Montgomery IL, USA ISO9001:2015 Certificate. (Exp: 23-Feb-2020)  
13 - Caterpillar Inc.- Construction and Mining Equipment (HQ), Decatur (IL), USA - ISO9001:2015 Certificate. (Exp date: 26-Oct-2021)  
16 - Caterpillar Inc. - East Peoria (Multi-Site - TTT), Tractor Drive, East Peoria (IL), USA - ISO9001:2015 Certificate (Exp: 30-Nov-2019)  
28 - Caterpillar Brasil Limited, Campo Largo, Brasil - ISO9001:2015 (Exp date: 23-Jul-2020)  
28 - Caterpillar Brasil Ltda., Piracicaba, Brasil - ISO9001:2015 Certificate (Exp date: 19-Mar-2021)  
29 - Caterpillar Engine Systems Inc. (HQ), Pontiac (IL), USA - ISO9001:2015 Certificate (Exp date: 06-Aug-2019)  
40 - Caterpillar Engine Systems Inc., Mossville (IL), USA - ISO9001:2015 Certificate (Exp date: 06-Aug-2019)  
40 - Caterpillar Inc., Industrial Power Systems Division, Mossville (IL), USA - ISO9001:2015 Certificate (Exp Date: 17-Feb-2019)  
40 - Caterpillar Inc., Industrial Power Systems Division, San Antonio (TX), USA - ISO9001:2015 Certificate (Exp Date: 17-Feb-2019)  
40 - Caterpillar Inc., Industrial Power Systems Division, Schertz (TX), USA - ISO9001:2015 Certificate (Exp Date: 17-Feb-2019)  
41 - Caterpillar Powertrain & Hydraulics - Systems Development, Mossville (IL), USA - ISO17025:2005 (Expiry date 31-Dec-2019)  
41 - Global Engine Development - North America, Mossville, IL 61552, USA - ISO17025:2005 (Exp Date: 31-Aug-2019)  
68 - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Corinth (MS), USA ISO9001:2015 Certificate (Expiry date 19-Jun-2020)  
68 - Caterpillar Inc. Remanufacturing Services (HQ), Corinth, MS 38834, USA, ISO 9001:2015 (Exp Date: 19-Jun-2020)  
7P - Perkins Motores Do Brasil LTDA, Curitiba, BRASIL - CQMS:2015 / ISO9001:2015 Certificate (Expiry date 05-Oct-2020)  
88 - Caterpillar Inc. Lafayette Engine Center, Lafayette (IN), USA - ISO9001:2015 Certificate (Expiry date 04-Feb-2021)  
89 - Caterpillar Mexico S.A. de C.V. (Monterrey), Nuevo Leon, Mexico 66350 - CQMS:2015/ISO 9001:2015 Certificate (Exp: 12-Jul-2019)  
92 - Caterpillar Midwest Logistics Center (Champaign), Illinois - ISO 9001:2008 (Exp Date: 29-Jan-2018)  
CF - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Nuevo Laredo (FINSA 1), Mexico - ISO 9001:2015 (Exp: 19-Jun-2020)  
CF - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Nuevo Laredo (FINSA 3), Mexico ISO9001:2015 Certificate (Exp: 19-Jun-2020)  
CF - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Nuevo Laredo (ORADEL), Mexico ISO9001:2015 Certificate (Exp. 19-Jun-2020)  
CP - Caterpillar Global Machine Development - Tucson Proving Ground, Tucson (AZ), USA ISO17025:2005 (Expiry date 31-Jan-2020)  
DQ - Caterpillar Inc. Building Construction Products Division, Clayton (NC), USA - ISO9001:2015 (Expiry date 06-Jul-2021)  
FJ - Anchor Coupling (Menominee), Menominee (MI), USA ISO9001:2015 (Expiry date 22-Jan-2021)  
HL - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Prentiss (Boonville - MS), USA ISO9001:2015 Certificate (Exp. 19-Jun-2020)  
HP - Caterpillar Dyersburg, Tennessee - ISO9001:2008 Certificate. (Expiry date 14-Sep-2018)  
HZ - Caterpillar Inc., Industrial Power Systems Division, Sequin (TX), USA - ISO9001:2015 Certificate (Exp Date: 17-Feb-2019)  
JA - Caterpillar Inc. Building Construction Products Division, Sanford (NC), USA - ISO9001:2015 (Expiry date 06-Jul-2021)  
JL - Caterpillar Inc. - Precision Pin Products Group, Sumter (SC), USA - ISO9001:2015 (Expiry date 22-Oct-2018)  
JQ - Caterpillar Inc. Building Construction Products Division, Athens (GA), USA - ISO9001:2015 (Expiry date 06-Jul-2021)  
LE - Caterpillar Inc., Griffin Generators, Griffin (GA), USA - ISO9001:2015 Certificate. (Expiry date 03-Mar-2021)  
LS - All Caterpillar Newberry LLC Facilities - DNV ISO 9001:2008 (Exp Date: 15-Sep-2018)  
M5 - Caterpillar Inc. Building Construction Products Division (HQ), Cary (NC), USA - ISO9001:2015 (Expiry date 06-Jul-2021)  
MC - Caterpillar Inc. Building Construction Products Division, Torreon, MEXICO - ISO9001:2015 (Expiry date 06-Jul-2021)  
N4 - Advanced Components and Technologies, Mossville (IL), USA - ISO 9001:2015 Certificate (Exp Date: 24-May-2019)  
PE - Caterpillar Inc. (Remanufacturing Site Specific Certificate), West Fargo (ND), USA ISO9001:2015 Certificate (Exp: 19-Jun-2020)  
PV - Perkins Shibaura Engines LLC, Griffin (GA), US ISO9001:2015 (Expiry date 31-Jan-2020)  
QR - Caterpillar Global Mining - Houston PA - ISO 9001:2008 (Exp Date 15-Sep-2018)  
R8 - Caterpillar Inc. / Paving Products / Minneapolis, (MN), USA - ISO 9001:2015 Certificate (Exp Date: 27-Nov-2020)  
T3 - Solar Turbines Europe S.A. – Oil and Gas, Avenue de Finlande, Braine L’Alleud, Belgium -ISO 9001:2015 Certificate (Exp. 22-Sep-2020)  
T3 - Solar Turbines Inc. (Packaging Systems Operations), San Diego (CA), USA - ISO9001:2015 (Expiry date 22-Sep-2020)  
T3 - Solar Turbines Inc. (Power Generation), San Diego (CA), USA - ISO9001:2015 (Expiry date 22-Sep-2020)  
T3 - Solar Turbines Inc. - Oil and Gas, 10203 Sam Houston Park Drive, Houston TX, USA - ISO 9001:2015 Certificate (Exp: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Oil and Gas, 9250 Sky Park Court, San Diego (CA), USA - ISO 9001:2015 Certificate (Exp Date: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Oil and Gas, 9280 Sky Park Court, San Diego (CA), USA - ISO 9001:2015 Certificate (Exp Date: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Oil and Gas, 9330 Sky Park Court, San Diego (CA), USA - ISO 9001:2015 Certificate (Exp Date: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Pkg Systems Operations (HQ), 4200 Ruffin Road, San Diego CA, USA - ISO 9001:2015 Certificate (Exp: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Pkg Systems Operations, Teran-Teran 20120 Int., Tijuana (BC), Mexico - ISO 9001:2015 Certificate (Exp: 22-Sep-2020)  
T3 - Solar Turbines Inc. - Power Generation, 4180 Ruffin Road, San Diego (CA), USA - ISO 9001:2015 Certificate (Exp : 22-Sep-2020)  
T3 - Solar Turbines Inc. - Turbofab, DeZavala Road, Channelview (TX), USA - ISO9001:2015 Certificate (Expiry date 23-July-2021)  
T3 - Solar Turbines Inc., - Construction Services, Houston (TX), USA - ISO9001:2015 Certificate (Exp Date: 07-Jul-2021)  
T3 - Solar Turbines Inc., - Desoto Overhaul Operations, Desoto (TX), USA - ISO9001:2015 Certificate (Expiry date 24-Aug-2021)  
T3 - Solar Turbines Inc., Turbomachinery Prod, W Seattle Street, Broken Arrow OK, USA - ISO9001:2015 Certificate (Exp 03-May-2021)  
T3 - Solar Turbines Inc., Turbomachinery Prod - Gas Compressors, Ruffin Road, San Diego (CA), USA - ISO9001:2015 Cert. (Exp 03-May-2021)  
T3 - Solar Turbines Inc., Turbomachinery Prod - Gas Compressors, Sky Park Ct, San Diego (CA), USA - ISO9001:2015 Cert (Exp 03-May-2021)  
T3 - Solar Turbines Inc., Turbomachinery Prod - Gear Systems / Superior Gear, Gardena (CA), USA - ISO9001:2015 Cert (Exp 03-May-2021)  
T3 - Solar Turbines Inc., Turbomachinery Prod - Turbotec Bldg 1, Chilpancingo, Tijuana, B.C. Mexico - ISO9001:2015 Cert (Exp 03-May-2021)

T3 - Solar Turbines Inc., Turbomachinery Prod - Turbotec Bldg 2, Ciudad Ind Otay, Tijuana, B.C. Mexico - ISO9001:2015 Cert (Exp 03-May-2021)  
T3 - Solar Turbines Incorporated, Mabank (TX), USA - ISO9001:2015 Certificate (Expiry date 04-Aug-2021)  
T3 - Solar Turbines Switzerland Sagl, 6595 Riazzino, Switzerland - ISO9001:2015 Certificate (Expiry date 08-May-2018)  
UD - Denison, TX -Caterpillar Global Mining LLC-ISO 9001:2008 (Exp Date: 03-Aug-2020)  
UH - Caterpillar Acuna - Construction and Mining Equipment, Ciudad Acuna, Coahuila, Mexico - ISO9001:2015 Certificate. (Exp: 26-Oct-2021)  
UH - Caterpillar Inc. - Acuna, Coahuila, MEXICO - ISO9001:2015 Certificate (Expiry date 26-Oct-2018)  
UJ - Caterpillar - North Little Rock, North Little Rock (AR), USA - CQMS:2015 / ISO 9001:2015 Certificate (Exp Date: 05-Jun-2019)  
XO - Anchor Coupling (Goldsboro), Goldsboro (NC), USA - ISO 9001:2015 (Exp date: 20-Dec-2018)  
XY - Caterpillar Reynosa S.A. de C.V., Reynosa, Tamaulipas, Mexico - ISO9001:2015 Certificate (Exp date: 03-Oct-2020)  
YP - Caterpillar Inc. (Remanufacturing Site-Specific Certificate), Franklin (IN), USA ISO9001:2015 Certificate (Expiry date 19-Jun-2020)  
YV - Caterpillar Surface Mining and Technology, South Milwaukee (WI), USA - ISO9001:2015 (Expiry date 04-Jun-2021)  
ZZ - Caterpillar Inc. - Advanced Components Manufacturing (Hydraulic Cylinders), Sumter (SC), USA - ISO9001:2015 Cert (Exp: 28-Mar-2020)

20) Describe any environmental management system certifications obtained by your organization.

We described our “green initiatives” more completely in Form A, Question 29. To be specific regarding ISO standards, we are listing here the plants that are certified to ISO 14001:2004 Environmental Management System:

Plants certified with ISO 14001:2004 Environmental Management System

Anchor Coupling - Goldsboro, NC - ISO 14001:2004 - Sept 2018  
Anchor Coupling - Menominee - ISO 14001:2015 - Jan. 2021  
Gen Sets - Newberry - ISO 14001:2004 - Nov. 2017  
Mapleton - 14001:2004 self-certification - issued January 2013  
Reman Services - Corinth, MS - ISO 14001:2015 - Sept. 2021  
Reman Services - Franklin - ISO 14001:2004 - May 2017

21) Describe any preventive maintenance programs that your organization offers for the solutions you are proposing in your response.

Caterpillar understands the value to the customer of a well-defined preventive maintenance plan. Each machine we sell has very clear and detailed instructions for routine maintenance. We find that some customers prefer to do the maintenance themselves, others want our dealers to track and perform the service.

For customers who retain maintenance responsibilities, we have several tools available to facilitate that. As an example, My.Cat.Com makes it easy for customers to access critical information about their fleet.

**STARTER CONNECTIVITY:** If the customer purchases a machine with a factory-installed Product Link device, the customer will receive Cat Daily connectivity at no cost (for seven years on Building Construction Products machines; 12 years on Global Construction & Infrastructure machines). Cat Daily provides basic information once per day via My.Cat.Com or via a mobile app as described below.

My.Cat.Com users have access to:

- Equipment location
- Hours
- Diagnostic and operational events
- Fuel burn
- Dealer work orders
- Parts lists and Preventive Maintenance Checklists
- Parts ordering
- Safety service letters
- Rental documentation
- Warranty information

- Operation and maintenance manuals
- Preventive maintenance alerts and scheduling
- Cat Inspect outcomes
- S-O-S fluid analysis results

A subset of this information is also available in the Cat App: Fleet Management (IOS and Android).

In some situations, information available through My.Cat.Com provides an agency with sufficient data. But sometimes the equipment manager/public works director wants a more comprehensive view of their assets and/or the ability to manage an entire fleet. To meet that need, Caterpillar offers VisionLink—a powerful, flexible platform with enhanced capabilities, like customizable reports and notifications, that makes it easier to optimize productivity, manage assets and reduce costs.

**ADVANCED CONNECTIVITY TRIAL:** For any construction machine with a Product Link device, the customer will receive a six-month complimentary VisionLink Essentials trial. After the trial period ends, customers may elect to continue access at several different levels:

- **VisionLink Daily** – offers convenient, affordable, once-a-day telematics information. Ideal for customers who only need once-per-day reporting
- **VisionLink Basic** – provides basic asset management features including hour and location monitoring as well as geographic fencing and maintenance management. Recommended for machines that only report hours, where data updates and related features are needed more frequently than once per day.
- **VisionLink Essentials** – includes all the features of Basic plus health, utilization, and productivity features with frequent data updates. Ideal for customers needing up-to-date information about site operations, productivity, asset location, and operator performance, as well as timely notification of issues as they occur.

Another free app we offer is designed to help customers focus on safety and preventive maintenance. The “Cat Inspect” app offers multiple features geared to make regular machine inspections simple and useful.

- **Daily Walkaround** inspections are designed primarily for operators who are guided where to look on their particular machine and allows them to document and report any abnormalities.
- **Preventive Maintenance** inspections are more in-depth and are designed for customer or dealer technicians to inspect components for signs of wear and to ensure that all recommended preventive maintenance procedures are completed and recorded.
- **Technical Analysis** inspections are the most in-depth and are normally used once per year or when a machine is at the end of a customer’s ownership period.

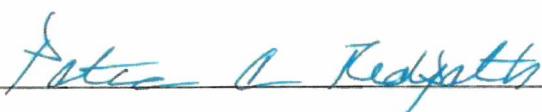
This app includes the ability to take pictures, make notes and complete and share inspections electronically. Inspection reports are also integrated into both My.Cat.Com and VisionLink, providing visibility to overall fleet health.

For customers who intend to rely on dealers for maintenance, they can schedule the work themselves as needed, or we propose a variety of CSAs (Customer Support Agreements). These are completely customizable, but we offer starting points for several levels with corresponding price points which vary by product.

- Customer performed preventative maintenance – the Cat dealer will provide the necessary parts per the maintenance schedule; the customer will do the work.

- Dealer performed preventative maintenance – the Cat dealer will handle basic preventative maintenance for any machine or group of machines to help keep scheduled downtime to a minimum.
- Component maintenance and repair agreement – the Cat dealer will take care of maintaining and servicing systems such as engines, transmissions, etc. to extend service resources and equipment life.
- Total maintenance and repair agreement – the Cat dealer covers service and maintenance for any one piece of equipment or the entire fleet. This agreement can include guaranteed availability and uptime.

Signature:



Date:

3/13/19

# **Letter of Agreement To Extend the Contract**

Between

**Caterpillar Inc.  
100 NE Adams St.  
Peoria, IL 61629**

And

Sourcewell  
202 12<sup>th</sup> Street NE  
Staples, MN 56479  
Phone: (218) 894-1930

The Vendor and Sourcewell have entered into an Agreement (Contract #032119-CAT) for the procurement of Heavy Construction Equipment with Related Accessories, Attachments and Supplies. This Agreement has an expiration date of May 13, 2023, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, Sourcewell and Sourcewell's members. The Vendor and Sourcewell therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on May 14, 2024. All other terms and conditions of the Agreement remain in force.

Sou DocuSigned by:  
By: Jeremy Schwartz C0FD2A139D06489..., Its: Director of Operations & Procurement/CPO

Name printed or typed: **Jeremy Schwartz**

10/17/2022 | 12:33 PM CDT

Date \_\_\_\_\_

DocuSigned by:  
  
Patrick Kearns  
By: 68A87926721B4E0...  
Its: Vice President Sales & Marketing - North America

Patrick Kearns  
Name printed or typed: \_\_\_\_\_

10/19/2022 | 7:56 AM PDT

Name printed or typed: Patrick Kearns

10/19/2022 | 7:56 AM PDT

10/19/2022 | 7:56 AM PDT

Date \_\_\_\_\_

10/19/2022 | 7:56 AM PDT

## 2023 Sourcewell Caterpillar Cooperative Contract Discounts by Model

Machine Model*	New Equipment
2023	Discount to Customer (Off List Price)

### Pavers

AP300	18.00%
AP355	18.00%
AP400	18.00%
AP455	18.00%
AP500	18.00%
AP555	18.00%
AP600	18.00%
AP655	18.00%
AP1000	18.00%
AP1055	18.00%

\*Note: Base machines are listed. There may be several different base machine configurations available. The base machine discount will be applied to any model configuration plus any and all options listed on the Caterpillar Machine price list.

### NOTE: Due to global supply chain cost increases:

1. All new machines are subject to a commodity surcharge of up to 20%. (In some cases, increased tire costs may cause this number to be greater)
2. All new attachments are subject to a commodity surcharge of up to 25%.

### Rollers

CB1.7	19.00%
CB1.8	19.00%
CB7	19.00%
CB8	19.00%
CB10	19.00%
CB13	19.00%
CB15	19.00%
CB16	19.00%
CB2.5	19.00%
CB2.5GC	19.00%
CB2.7	19.00%
CB2.7GC	19.00%
CB2.9	19.00%
CB4.0	19.00%
CB4.4	19.00%
CC2.7	19.00%
CC2.7GC	19.00%
CC4.0	19.00%
CCS9	19.00%
CP11GC	19.00%
CP12GC	19.00%
CP34	19.00%
CP44	19.00%
CP54	19.00%
CP56	19.00%
CP68	19.00%
CP74	19.00%
CS10GC	19.00%
CS11GC	19.00%
CS12GC	19.00%
CS34	19.00%
CS44	19.00%
CS54	19.00%
CS56	19.00%
CS64	19.00%
CS68	19.00%
CS74	19.00%
CS78	19.00%
CW16	19.00%
CW34	19.00%

### Track Type Tractors

D1	23.00%
D1 Fire Dozer	23.00%
D2	23.00%
D2 Fire Dozer	23.00%
D3	23.00%
D3 Fire Dozer	23.00%
D4	23.00%
D5	23.00%
D5 Fire Dozer	23.00%
D6	23.00%
D7	19.00%
D8	19.00%
D9	OTO
D10	OTO

### Wheeled Excavators

M314	26.00%
M315	26.00%
M316	26.00%
M318	26.00%
M319	26.00%
M320	26.00%
M322	26.00%

### Material Handlers

MH3022	26.00%
MH3024	26.00%
MH3026	26.00%
MH3040	26.00%

### Cold Planers

PM310	20.00%
PM312	20.00%
PM313	20.00%
PM620	20.00%
PM622	20.00%
PM820	20.00%
PM822	20.00%
PM825	20.00%

### Reclaimers

RM400	20.00%
RM500	20.00%

Machine Model*	New Equipment
2023	Discount to Customer (Off List Price)

\*Note: Base machines are listed. There may be several different base machine configurations available. The base machine discount will be applied to any model configuration plus any and all options listed on the Caterpillar Machine price list.

**Telehandlers**

TH255	23.00%
TH3510	24.00%
TH357	24.00%
TH408	24.00%
TL642	24.00%
TL943	24.00%
TL1055	24.00%
TL1255	24.00%

**Motor Graders**

120	34.00%
140	30.00%
140GC	30.00%
150	30.00%
160	30.00%
14	19.00%

**Skid Steer Loaders**

226	21.00%
232	21.00%
236	21.00%
242	21.00%
246	21.00%
262	21.00%
272	21.00%

**Compact Track Loaders**

239	21.00%
249	21.00%
259	21.00%
279	21.00%
289	21.00%
299	21.00%
299XE Land Management	21.00%

Machine Model*	New Equipment
2023	Discount to Customer (Off List Price)
<b>Excavators</b>	
300.9	20.00%
301.5	20.00%
301.7	20.00%
301.8	20.00%
302	20.00%
302.7	20.00%
303	20.00%
303.5	20.00%
304	20.00%
305	20.00%
306	20.00%
307.5	20.00%
308	20.00%
309	20.00%
310	20.00%
313	15.00%
313GC	16.00%
315	19.00%
315GC	20.00%
317	19.00%
317GC	20.00%
320	15.00%
320GC	16.00%
323	15.00%
325	15.00%
326	15.00%
330	15.00%
330GC	16.00%
335	15.00%
336	15.00%
340	15.00%
350	10.00%
352	10.00%
374	10.00%
<b>Forest Machines</b>	
538	15.00%
548	15.00%
558	15.00%
568	15.00%
<b>Backhoe Loaders</b>	
415	22.00%
416	22.00%
420	22.00%
428 Side Shift	22.00%
430	22.00%
432 Side Shift	22.00%
434 Side Shift	22.00%
440	22.00%
450	22.00%
<b>Wheel Tractor Scrapers</b>	
621	18.00%
623	18.00%
627	18.00%
631	18.00%
637	18.00%
651	18.00%
657	18.00%
<b>Articulated Trucks</b>	
725	17.00%
730	17.00%
735	17.00%
740	17.00%
740GC	17.00%
745	17.00%
<b>Rigid Frame Trucks</b>	
770	3.00%
772	3.00%
773	3.00%
<b>Landfill Compactors</b>	
816	12.00%
826	12.00%
836	12.00%
<b>Wheel Dozers and Soil Compactors</b>	
814	15.00%
815	13.00%
816	15.00%
824	15.00%
825	13.00%
834	15.00%
<b>Wheel Loaders</b>	
903	23.00%
906	23.00%
907	23.00%
908	23.00%
910	23.00%
914	23.00%
920	24.00%
926	24.00%
930	24.00%
938	24.00%
950GC	20.00%
950M	18.00%
962	18.00%
966	15.00%

\*Note: Base machines are listed. There may be several different base machine configurations available. The base machine discount will be applied to any model configuration plus any and all options listed on the Caterpillar Machine price list.

Machine Model*	New Equipment
<b>2023</b>	Discount to Customer (Off List Price)
966GC	20.00%
972	11.00%
980	11.00%
982	11.00%
988	11.00%

\*Note: Base machines are listed. There may be several different base machine configurations available. The base machine discount will be applied to any model configuration plus any and all options listed on the Caterpillar Machine price list.

Track Loaders	
953	19.00%
963	22.00%
973	23.00%

Aftermarket Worktools	15.00%
-----------------------	--------

Caterpillar Safety Services	15.00%
Technology Enabled Safety Solutions	N/A

Used Equipment is discounted 20% from Original Customer List

Rental Equipment is offered under Sourcewell contract #062320-CAT

Parts & Service is discounted by the servicing dealer according to work order volume



Nov 10, 2023

**STANISLAUS COUNTY DEPT OF  
ENVIRONMENTAL RES**

Account # 86319  
 FINK LANDFILL  
 PO BOX 86  
 CROWS LANDING, California 95313  
**Attention: ARLA GREENE / JAIME PEREZ**

**New Caterpillar Model: 150JOY-BR Motor Graders with all standard equipment in addition to the additional specifications listed below:**

STOCK NUMBER:      SERIAL NUMBER:      YEAR: 2024      SMU:

**ADDITIONAL SPECIFICATIONS**      **Quoted using Sourcewell Contract # 032119-CAT**

Reference #	Description of Material and Equipment	Reference #	Description of Material and Equipment
577-2946	150 15A AWD MOTOR GRADER	435-2072	CONTROL,AUTO ARTICULATION-FULL
	LANE 2 - AVAILABLE FROM PIRACICABA FACTORY.	458-8701	JOYSTICK CONTROLS, ADVANCED
	LANE 3 - AVAILABLE FROM PIRACICABA FACTORY.	553-3677	TANK, FUEL, FAST FILL
0P-9003	LANE 3 ORDER	585-8823	FAN, REVERSING, AWD
385-9294	GLOBAL ARRANGEMENT	249-7841	TIRES, 17.5R25 BS VKT * D2A MP
349-3048	MOLDBOARD, 14' PLUS	323-6970	GUARD GP, HITCH
324-0889	RIPPER/SCARIFIER	469-8157	COOLANT, 50/50, -35C (-31F)
353-3316	WEATHER, STANDARD	421-8926	SERIALIZED TECHNICAL MEDIA KIT
353-3330	WEATHER, STANDARD, AWD	442-9940	DECALS, ENGLISH (U.S.)
358-9338	ACCUMULATORS, BLADE LIFT	552-7285	LIGHTS, WORKING, PLUS, LED
380-6775	PRECLEANER, SY-KLONE	604-3258	LIGHTS, LED STROBE BEACON
567-4688	ENGINE, TIER IV	361-3137	MOUNTING, WARNING LIGHT
501-1163	DRAIN, HIGH SPEED, ENGINE OIL	396-3515	TRANSMISSION, AUTOSHIFT
385-8094	BASE + 1 (RIP)	380-3070	LIGHTS, SERVICE, INTERNAL
395-3547	STARTER, ELEC, EXTREME DUTY	308-9370	HEADLIGHTS, FRONT, LOW, HALOGEN
536-9969	LIGHTS, ARM, FOLD DOWN	396-3921	CAMERA, REAR VISION
550-6608	LIGHTS, ROADING, LED	233-3295	MIRRORS, OUTSIDE MOUNTED
385-9554	CAB, PLUS (STANDARD GLASS)	458-2072	STABLE BLADE
397-7457	CAB, PLUS (INTERIOR)	366-2459	GUARD, TRANSMISSION
394-1492	SEAT BELT	521-3250	CIRCLE SAVER
464-6442	PRODUCT LINK, CELLULAR PLE742	367-6842	PUSH PLATE, COUNTERWEIGHT HD
583-6979	CROSS SLOPE AUTO, AWD	4K-3330	SHANKS/TEETH, RIPPER/SCARIFIER

**WARRANTY INFORMATION**

Standard Warranty:	12 months / unlimited hours
Extended Warranty:	150 AWD-72 MO/10000 HR POWERTRAIN + HYDRAULICS + TECH
CSA	Dry Parts Kit - 24 MO/2000 HR

Sell Price	\$554,679.50
Ext Warranty	Included
Net Balance Due	\$554,679.50
Sales Tax (7.875%)	\$43,681.01
CSA	Included
After Tax Balance	\$598,360.51

**F.O.B/TERMS: EMD - STOCKTON****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 - Parking brake, multi-disc, sealed and oil cooled. - Sediment drain, fuel tank. - 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.

This quote is good for (30) days. Any machine quoted outside of HOLT of CALIFORNIA's inventory is subject to revision All quotes are subject to credit approval and prior sale. Any quoted interest rates are subject to change without notice. Quote is void unless machine is delivered, and remains, within HOLT of CALIFORNIA's Dealership territory for two years or unless the machine has at least 1000 hours if delivered outside of Holt's territory.

Accepted by

Date,

(Please Print)

Signature

Sincerely,

Ted Talley  
Machine Sales Representative  
Holt of California  
ttalley@holtca.com  
(209) 461-7804 (Office)  
(209) 481-2848 (Cell)

Pricing for the 150 AWD under the Sourcewell Contract # 032119 - CAT

11/28/2023

List Price \$ 710,853.30

30% Discount \$ (213,255.99)

Subtotal \$ 497,597.31

Freight, PDI,Delivery \$ 10,393.94

72 month/10,000 Hr \$ 43,081.02

## Power Train + Hyd + Tech

## Warranty

CSA Dry Parts kit \$ 3,607.23

24 month / 2,000 hours

Amount Quoted \$ 554,679.50

before Sales Tax



Nov 09, 2023

## STANISLAUS COUNTY DEPT OF ENVIRONMENTAL RES

Account # 86319  
FINK LANDFILL  
PO BOX 86  
CROWS LANDING, California 95313  
**Attention: ARLA GREENE / JAIME PEREZ**

**New Caterpillar Model: 623 Scrapers with all standard equipment in addition to the additional specifications listed below:**

STOCK NUMBER: SERIAL NUMBER: YEAR: 2024 SMU:

## ADDITIONAL SPECIFICATIONS

Quoted using Sourcewell Contract # 032119-CAT

Reference #	Description of Material and Equipment	Reference #	Description of Material and Equipment
586-9163	623 11A WHEEL TRACTOR-SCRAPER		- Starting Capability
	LANE 3 - AVAILABLE FROM DECATUR FACTORY		
			AVAILABLE FOR: U.S. dealers
	Common arrangement includes		Canadian dealers
	both the tractor and the scraper bowl		EU dealers
	Ultra Low Sulfur diesel fuel is required.		Australia / NZ dealers
	Note: to be complete, your machine order must contain:	0P-9003	LANE 3 ORDER
	- Cylinder attachment	373-8589	STANDARD CERTIFICATION AR
	- Engine	336-2306	STANDARD START ATTACHMENT
	- Operator Access System	564-4651	ENGINE,C13,US EPA TIER 4 FINAL
	- International or N. American Films	309-4760	NON-POWERED ACCESS GP
	- Certifications	264-1408	TIRES, 33.25R29 BS VLT ** E2A
	- Ambient Compatibility	586-9273	FILMS AR - U.S. (ANSI)
	- Tires	374-8922	WIRING GRP, SEQUENCE ASSIST
	- Service Manual by language	499-5521	PRODUCT LINK, CELLULAR PLE641
	- Packing OP number	309-4850	FENDER, SCRAPER
	- Steering		

## WARRANTY INFORMATION

**Standard Warranty:** 12 months / unlimited hours

Extended Warranty: 623-72 MO/10000 HR POWERTRAIN + HYDRAULICS

CSA Dry Parts Kit - 24 MO/2000 HR

Sell Price	\$1,193,735.89
Ext Warranty	Included
Net Balance Due	\$1,193,735.89
Sales Tax (7.875%)	\$94,006.70
CSA	Included
After Tax Balance	\$1,287,742.59

**F.O.B/TERMS: EMD - STOCKTON**

**STANDARD EQUIPMENT**

**POWERTRAIN** -TRACTOR: -Cat engine brake -Electric start, 24V -Air cleaner, dry type with precleaner -Fan, hydraulic -Ground level shutdown -Radiator, aluminum unit core, -9 fins per in. -Guard, crankcase -Muffler (only for less or non- -regulated regions engine -arrangement only) -Starting aid, ether -Braking system: -Primary and secondary, wet disk, -hydraulic -Parkng,hyd. release,spring applied -Throttle lock -Transmission: -8 speed planetary powershift -ECPC control -APECS software -Programmable top gear selection -Transmission hold -Differential lock -Guard, powertrain -Ground speed control -Machine speed limit -SCRAPER: -Braking system: -Primary and secondary, wet disk, -hydraulic

**ELECTRICAL** -TRACTOR: -Alternator, 150 amp -Batteries (4), 12 Volt, 1000 CCA -maintenance free, high output -Electrical system, 24V -Lighting system: -Headlights,halogen -Turn signals -with hazard function, LED -Floodlight,(2) cutting edge -and (1) bowl, halogen -Side Vision (2) halogen -SCRAPER: -Alarm, backup -Lighting system -Brake lights, LED -Turn signals with hazard function, LED -

**OPERATOR ENVIRONMENT** -TRACTOR: -HVAC system, heat, AC, defrost -Thermostat control of HVAC system -Coat hook -Lunch box platform with holding strap -Diagnostic connection (2) -12V power ports (2) -Differential lock (1) -Dome courtesy light -Horn, electric -T-Handle implement control -Mirror, rear view -Radio ready -ROPS/FOPS cab, pressurized -Keypad Switches -Throttle lock -Wipers/washers -Hazard lights -Work Lights on, off -Information mode -on Messenger Display -Safety tab rocker switches: -Regeneration control -(Tier 4 Final/ EU Stage IV only) -Parking Brake -Seat belt, static two-piece -Seat, Cat Advanced Ride Management -Cat comfort series 3, -rotates 30 degrees -Steering wheel, tilt, telescoping, -padded -Windows, right side emergency egress -Windows, sliding -Windows, laminated,zipped in -Windshield wipers, front and rear -windows,includes washers -Door lock -Messenger Display - -gauges, warnings include: -Coolant temp -Engine oil temp -Hydraulic oil temp -DPF temp -Fuel level -Park brake -Implement lockout -Brake system -Regeneration required -Throttle lock -System voltage -Bail down -Ejector auto -Diff lock -Apron float -Transmission hold -Cushion hitch -High beam lights -Action lamp -Engine speed, rpm -Gear selection -Dpf fill levels -

**FLUIDS** -Extended life coolant to -37C (-34F) -

**OTHER STANDARD EQUIPMENT** -Steering lock-external -TRACTOR: -Advanced Cushion Hitch -Accumulators (cushion hitch) with -Canadian Registration Number (CRN) -Fast oil change -Rims (2) -Tow pin, front -Vandalism locks -Heater, engine coolant 120V -SCRAPER: -Bowl -23 cubic yard, heaped -17.6 cubic yard, struck -Vandalism locks -Elevator with 15 flights -Hydraulic position sensing -Cylinder (bowl lift)

**This quote is good for (30) days. Any machine quoted outside of HOLT of CALIFORNIA's inventory is subject to revision All quotes are subject to credit approval and prior sale. Any quoted interest rates are subject to change without notice. Quote is void unless machine is delivered, and remains, within HOLT of CALIFORNIA's Dealership territory for two years or unless the machine has at least 1000 hours if delivered outside of Holt's territory.**

Accepted by

Date,

(Please Print)

Signature

Sincerely,

Ted Talley  
Machine Sales Representative  
Holt of California  
ttalley@holtca.com  
(209) 461-7804 (Office)  
(209) 481-2848 (Cell)

Pricing for the 623 under the Sourcewell Contract # 032119 - CAT

11/28/2023

List Price \$ 1,320,112.89

18% Discount \$ (237,620.32)

Subtotal \$ 1,082,492.57

Freight, PDI,Delivery \$ 16,059.25

72 month/10,000 Hr \$ 91,592.94

## Power Train + Hyd + Tech

## Warranty

CSA Dry Parts kit \$ 3,591.13

24 month / 2,000 hours

Amount Quoted \$ 1,193,735.89

before Sales Tax

## CALIFORNIA LEVINE ACT DISCLOSURE STATEMENT

In 2022, California SB1439 extended requirements under Government Code Section 84308, also known as the "Levine Act", to prohibit members of county boards of supervisors from participating in any action related to a contract if such member receives political contributions totaling more than \$250 within the previous twelve months, and for three months following the date a final decision concerning the contract has been made, from the person or company awarded the contract. The Levine Act also requires disclosure of such contribution by a party to be awarded a specific contract.

A list of Stanislaus County Board Members can be found online at: [Board of Supervisors - Stanislaus County \(stancounty.com\)](http://Board of Supervisors - Stanislaus County (stancounty.com)). Proposers are responsible for accessing this link to review the names prior to answering the following questions:

1. Have you, your company, or any agent on behalf of you or your company, made any political contributions of more than \$250 to any Member of the Board of Supervisors for Stanislaus County, or their alternate, in the twelve (12) months preceding the date of the submission of your proposals or the anticipated date of any Board action related to this contract?

YES  NO

- If YES, please identify the person(s) or agent(s) making the contribution:

---

- If YES, please identify the Board Member(s) / Alternate(s) receiving the contribution:

---

2. Do you, or your company, or any agency on behalf of you or your company, anticipate or plan to make any political contribution of more than \$250 to any Member of the Board of Supervisors for Stanislaus County, or their alternate, in the three (3) months following any Board action related to this contract?

YES  NO

- If YES, please identify the person(s) or agent(s) making the contribution:

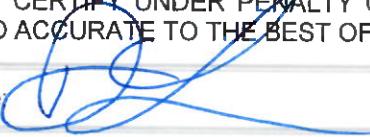
---

- If YES, please identify the Board Member(s) / Alternate(s) receiving the contribution:

---

Answering YES to either of the above questions does not preclude Stanislaus County from awarding a contract to your firm or taking any subsequent action related to the contract. It does, however, preclude the identified Board Member(s) from participating in any actions related to such contract.

I HEREBY CERTIFY UNDER PENALTY OF PERJURY THAT THE ABOVE INFORMATION IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE.

Signature: 

Date Signed: 8/23/23

Print Name: Dave Landreth

Title: PSSR

Company: Holt of California