

TOWN OF VIENNA

MEMORANDUM

TO: Michael Gallagher, Acting Director of Public Works

FROM: Craig Schlemmer, Vehicle Maintenance Superintendent

CC: Gina Gilpin, Purchasing Agent; Katrina Pruitt, Public Works Assistant;
Jonathan Wooden, Operations Superintendent

DATE: August 8, 2016

SUBJECT: Vehicle Replacement #144

Due for replacement according to the Vehicle Replacement Program is Skid Steer Loader #144 under Public Works, Street Maintenance Division on page 7. Winchester Equipment Co., dba/Bobcat of Virginia has been awarded the Fairfax County Contract #4400003752 for Bobcat Loaders.

I recommend we purchase one Bobcat All Wheel Steer Loader Model A770, T4 with the following equipment:

- | | |
|---|----------|
| • A770 Bobcat All-Wheel Steer Loader | \$66,359 |
| ○ with standard options as listed on quote 26169D026197 | |
| • #9974365; 36 Month Protection Plus (Power Train Only) | 2,225 |
| • #M0287-P01-A91; A91 Option Package | 8,465 |
| ○ Cab Enclosure with Heat and A/C | |
| ○ Deluxe Instrument Panel | |
| ○ High Flow Hydraulics | |
| ○ Keyless Start | |
| ○ Sound Reduction | |
| ○ Engine Block Heater | |
| ○ Hydraulic Bucket Positioning | |
| ○ Attachment Control Kit | |
| ○ Power Bob-Tach | |
| ○ Cab Accessories Package | |
| • #7129301; Strobe Light Kit, Amber | 315 |
| • #6901726; Bobcat Loader Operator Training Kit | 161 |
| • #6904762; Bobcat Operator Safety DVD | 26 |
| • #6726344; 80" C/I Heavy Duty Bucket | 1,641 |
| • #6718008; Bolt-On Cutting Edge, 80" | 220 |
| • #6905317; Bucket Bite Tooth Bar, 80" | 672 |

Michael Gallagher
Vehicle Replacement #144
August 8, 2016
Page 2 of 2

• Wheel Chains (2 sets)	620
• Base Price with Options	80,704
• Bobcat Material Surcharge	2,790
• Sub-Total	83,494
• Fairfax Contract Discount	(21,983)
• Total Unit Price	\$61,511

The VRP estimated cost is \$56,723; the actual cost is \$61,511.