

Memo

Date:	June 6, 2014
To:	Mayor and Councilmembers
From:	Ryan Kramer, Superintendent of Vehicle Maintenance
Subject:	Agenda Item for June 17, 2014
Contact:	Ryan Kramer, Vehicle Maintenance, 325-657-4329 x.1651
Caption:	Consent Agenda
	Consideration of awarding Request for Bid VM-02-14 Heavy Duty Construction Equipment to Yellowhouse Machinery Co., Warren CAT, and Cisco Equipment and authorizing the City Manager or designee to execute any necessary related documents.
Summary:	The Vehicle Maintenance Division requested bids for the purchase of Heavy Duty Construction Equipment. Bids were sent to seven (7) vendors, four of which have a local presence. A total of five (5) responses were received from: Yellowhouse Machinery Co., ASCO Equipment, Warren CAT, Cisco Equipment, and Kirby-Smith Machinery.
History:	The Vehicle Maintenance Division requested formal bids for Heavy Duty Construction Equipment including backhoes, wheel loaders, excavators and motor graders. This type of equipment is used in various departments City-wide and is a crucial part of daily operations for many. Bids were sought to replace equipment that has met or exceeded its useful life or to add equipment to provide better, more efficient services. Five bids were returned for consideration. The responses were evaluated and awards of specific equipment types are recommended as shown below: Backhoes – Yellowhouse Machinery Wheel Loaders – Cisco Equipment Excavators – Cisco Equipment Motor Graders – Warren Cat If approved, the bid will be awarded to secure pricing to the listed vendor for the equipment types as appropriate and will be for an initial term of one year and two optional one-year terms.
Financial Impact:	Purchase(s) of equipment will be presented to Council for approval at the appropriate time throughout the initial term.
Other Information/ Recommendation:	Staff recommends council award bids to: Backhoes – Yellowhouse Machinery Wheel Loaders – Cisco Equipment Excavators – Cisco Equipment Motor Graders – Warren CAT

Attachments:	PUR VM-02-14 Heavy Duty Construction Equipment – Bid Tab
Presentation:	None
Publication:	None
Reviewed by Director:	Shane Kelton, Director of Operations; Ricky Dickson, Director of Water Utilites



CITY OF SAN ANGELO
BID TABULATION * RFB NO: VM-02-14 Heavy Duty Construction Equipment - April 23, 2014

			Warren CAT	Cisco Equipment	Yellowhouse Machinery	ASCO Equipment	Kirby Smith
Item	Description	Estimated Qty	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
1	Backhoe	15	\$ 1,273,285.00	\$ 1,227,680.00	\$ 1,014,608.40	\$ 1,184,405.00	No Bid
2	Backhoe Trades	15	\$ 237,200.00	\$ 384,600.00	\$ 347,500.00	\$ 375,000.00	No Bid
3	Wheel Loader 1	6	\$ 878,508.00	\$ 881,588.00	\$ 788,713.00	\$ 936,230.00	\$ 1,105,183.75
5	Wheel Loader 2	3	\$ 746,272.00	\$ 575,439.00	\$ 629,443.50	\$ 676,466.00	\$ 784,639.27
4	Wheel Loader Trades	6	\$ 257,000.00	\$ 287,500.00	\$ 277,000.00	\$ 269,000.00	\$ 140,000.00
6	Excavator 1	1	\$ 192,715.00	\$ 148,278.00	\$ 162,406.00	\$ 180,319.00	\$ 193,878.28
7	Excavator 2	1	\$ 200,185.00	\$ 184,998.00	\$ 183,525.00	\$ 212,985.00	\$ 228,230.24
8	Track Loader Trade	1	\$ 82,000.00	\$ 130,000.00	\$ 105,000.00	\$ 55,000.00	No Bid
9	Motor Grader 1	2	\$ 429,668.00	No Bid	\$ 460,872.00	\$ 457,422.00	No Bid
10	Motor Grade 2	2	\$ 528,812.00	No Bid	\$ 525,598.00	\$ 476,268.00	No Bid
11	Motor Grader Trade		\$ 42,000.00	\$ 45,000.00	\$ 45,000.00	\$ 40,000.00	No Bid

Requests Sent To:

Warren CAT	San Angelo, TX
Kirby Smith Machinery	Abilene, TX
ASCO Equipment	San Angelo, TX
Yellowhouse Machinery	San Angelo, TX
Cisco Equipment	San Angelo, TX
RDO Equipment	New Braunfels, TX



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

ASCO					CISCO		Kirby Smih		Warren Cat		Yellowhouse	
Item	Description	Estimated Quantity	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	BACKHOE-LOADER	15	\$ 72,750.00	\$ 1,091,250.00	\$ 76,950.00	\$ 1,154,250.00	\$ -	\$ -	\$ 76,899.00	\$ 1,153,485.00	\$ 65,000.00	\$ 975,000.00
2	Make and Model		Case 580 SN		New Holland B95C		No Bid		Caterpillar 420F		John Deere 310SK	
3	Delivery Lead Time (Days)		60-90		90-150				60-180		30-45	
4	Auxiliary hydraulics on backhoe	2	1,750.00	3,500.00	2,020.00	4,040.00	-	-	3,000.00	6,000.00	1,750.00	3,500.00
5	Extended Warranty: 5 yr / 5000 Hours	15	5,191.00	77,865.00	3,750.00	56,250.00	-	-	6,570.00	98,550.00	1,719.50	25,792.50
6	Parts, Service, and Operators Manuals	1	500.00	500.00	-	-	-	-	950.00	950.00	750.00	750.00
7	High Capacity Loader Bucket	2	395.00	790.00	365.00	730.00	-	-	-	-	-	-
8	Narrow Backhoe Bucket – Indicate size	2	750.00	1,500.00	820.00	1,640.00	-	-	1,100.00	2,200.00	685.10	1,370.20
9	Wide Backhoe Bucket – Indicate size	2	750.00	1,500.00	945.00	1,890.00	-	-	1,300.00	2,600.00	1,097.85	2,195.70
10	Extendable dipper stick	2	3,750.00	7,500.00	4,440.00	8,880.00	-	-	4,750.00	9,500.00	3,000.00	6,000.00
11	Loaner program	15	-	-	-	-	-	-	-	-	-	-
			Total \$ 1,184,405.00		Total \$ 1,227,680.00		Total \$ -		Total \$ 1,273,285.00		Total \$ 1,014,608.40	

Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

Item	Description	Estimated Quantity	ASCO		CISCO		Kirby Smih		Warren Cat		Yellowhouse	
			Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	WHEEL LOADER - 1	6	\$ 125,000.00	\$ 750,000.00	\$ 126,575.00	\$ 759,450.00	\$ 157,080.00	\$ 942,480.00	\$ 126,879.00	\$ 761,274.00	\$ 114,000.00	\$ 684,000.00
2	Make and Model Quoted		Case 621 F		Hyundai HL740-9A		Komatsu WA270-7		Caterpillar 924K		John Deere 524K	
3	Delivery Lead Time		30-90		90-120		60		60-90		45-60	
4	Grapple bucket; 2.0 yard minimum, Universal attachment	2	6,250.00	12,500.00	6,500.00	13,000.00	6,232.77	12,465.54	14,000.00	28,000.00	16,000.00	32,000.00
5	SOS kit	6	-	-	898.00	5,388.00	-	-	-	-	-	-
6	Extended Warranty: 5 Year / 5000 Hour	6	5,454.00	32,724.00	4,900.00	29,400.00	7,118.32	42,709.92	3,540.00	21,240.00	2,035.50	12,213.00
7	Extended Warranty: 7 Year / 7000 Hour	6	20,726.00	124,356.00	10,550.00	63,300.00	11,863.00	71,178.00	7,174.00	43,044.00	4,234.00	25,404.00
8	Parts, Service, and Operator Manuals	1	500.00	500.00	-	-	653.11	653.11	950.00	950.00	950.00	950.00
9	Operator Selectable Creeper Control independent of engine RPM	6	NA	NA	NA	NA	-	-	-	-	NA	NA
10	Manually adjustable forks - Universal attachment	2	5,300.00	10,600.00	5,525.00	11,050.00	5,804.52	11,609.04	8,000.00	16,000.00	7,395.00	14,790.00
11	Loaner program for units under warranty repairs – similar model	6	-	-	-	-	NA	NA	-	-	-	-
12	Large Bucket – indicate size	3	1,850.00	5,550.00	-	-	8,029.38	24,088.14	2,000.00	6,000.00	6,452.00	19,356.00
Total			\$	936,230.00	Total	\$ 881,588.00	Total	\$ 1,105,183.75	Total	\$ 876,508.00	Total	\$ 788,713.00

* Corrected

Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

Item	Description	Estimated Quantity	ASCO		CISCO		Kirby Smih		Warren Cat		Yellowhouse					
			Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price				
1	WHEEL LOADER - 2	3	\$ 190,500.00	\$ 571,500.00	\$ 163,840.00	\$ 491,520.00	\$ 229,348.00	\$ 688,044.00	\$ 208,279.00	\$ 624,837.00	\$ 196,000.00	\$ 588,000.00				
2	Make and Model Quoted		821F		Hyundai HL760-9A		Komatsu WA380-7		Caterpillar 950k		John Deere 644K					
3	Delivery Lead Time		60-90		90-120		60		60		45-60					
4	3 rd and 4 th functions w/ electronic coupler	1	2,000.00	2,000.00	8,700.00	8,700.00	3rd Only	3rd Only	8,500.00	8,500.00	-	-				
5	SOS kit	3	-	-	898.00	2,694.00	-	-	-	-	-	-				
6	Extended Warranty: 5 Year / 5000 Hour	3	7,660.00	22,980.00	6,000.00	18,000.00	9,819.32	29,457.96	9,792.00	29,376.00	2,680.00	8,040.00				
7	Extended Warranty: 7 Year / 7000 Hour	3	22,962.00	68,886.00	12,925.00	38,775.00	16,363.66	49,090.98	20,203.00	60,609.00	4,994.50	14,983.50				
8	Parts, Service, and Operator Manuals	1	500.00	500.00	-	-	866.67	866.67	950.00	950.00	950.00	950.00				
9	Operator Selectable Creeper Control independent of engine RPM	1	NA	NA	NA	NA	NA	NA	-	-	NA	NA				
10	Manually adjustable forks - Universal attachment	2	5,300.00	10,600.00	7,875.00	15,750.00	8,589.83	17,179.66	11,000.00	22,000.00	8,735.00	17,470.00				
11	Loaner program for units under warranty repairs – similar model	3	-	-	-	-	NA	NA	-	-	-	-				
Total			\$	676,466.00	Total	\$	575,439.00	Total	\$	784,639.27	Total	\$	746,272.00	Total	\$	629,443.50

* Corrected

* Corrected

Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

ASCO					CISCO		Kirby Smih		Warren Cat		Yellowhouse					
Item	Description	Estimated Quantity	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price				
1	EXCAVATOR - 1	1	\$ 143,250.00	\$ 143,250.00	\$ 116,250.00	\$ 116,250.00	\$ 165,406.00	\$ 165,406.00	\$ 153,453.00	\$ 153,453.00	\$ 136,000.00	\$ 136,000.00				
2	Make and Model Quoted		CX150C Case		Hyundai R160LC-9A		Komatsu PC170LC-10		Caterpillar 316E		John Deere 106GLC					
3	Delivery Lead Time		120		90-120		60		90-180		45-60					
4	Stationary adjustable thumb	1	3,575.00	3,575.00	3,385.00	3,385.00	NA	NA	5,000.00	5,000.00	4,630.00	4,630.00				
5	Hydraulic, Operator Controlled Thumb	1	4,650.00	4,650.00	6,095.00	6,095.00	14,775.00	14,775.00	15,000.00	15,000.00	10,796.00	10,796.00				
6	SOS kit	1	-	-	898.00	898.00	-	-	-	-	-	-				
7	Extended Warranty: 5 Year / 5000 Hour	1	6,088.00	6,088.00	5,725.00	5,725.00	4,301.93	4,301.93	4,710.00	4,710.00	1,742.50	1,742.50				
8	Extended Warranty: 7 Year / 7000 Hour	1	19,756.00	19,756.00	13,425.00	13,425.00	8,943.37	8,943.37	10,102.00	10,102.00	5,329.50	5,329.50				
9	Parts, Service, and Operator Manuals	1	500.00	500.00	-	-	451.98	451.98	950.00	950.00	950.00	950.00				
10	Cab Protection Screens – all sides	1	2,500.00	2,500.00	2,500.00	2,500.00	NA	NA	3,500.00	3,500.00	2,958.00	2,958.00				
11	Loaner program for units under warranty repairs – similar model	1	-	-	-	-	NA	NA	-	-	-	-				
Total			\$	180,319.00	Total	\$	148,278.00	Total	\$	193,878.28	Total	\$	192,715.00	Total	\$	162,406.00

Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX

* Corrected



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

ASCO					CISCO		Kirby Smih		Warren Cat		Yellowhouse					
Item	Description	Estimated Quantity	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price				
1	EXCAVATOR - 2	1	\$ 173,000.00	\$ 173,000.00	\$ 146,800.00	\$ 146,800.00	\$ 192,531.00	\$ 192,531.00	\$ 158,249.00	\$ 158,249.00	\$ 158,300.00	\$ 158,300.00				
2	Make and Model		CX210C Case		Hyundai R160LC-9A		Komatsu PC210LL-10		Caterpillar 320E		John Deere 106GLC					
3	Delivery Lead Time		120		90-120		60		60-150		45-60					
4	Stationary adjustable thumb	1	3,850.00	3,850.00	3,575.00	3,575.00	NA	NA	5,000.00	5,000.00	4,630.00	4,630.00				
5	Hydraulic, Operator Controlled Thumb	1	5,168.00	5,168.00	7,225.00	7,225.00	15,653.02	15,653.02	15,000.00	15,000.00	10,796.00	10,796.00				
6	Wide Tracks – 28”	1	-	-	(650.00)	(650.00)	-	-	1,200.00	1,200.00	(1,636.00)	(1,636.00)				
8	SOS kit	1	-	-	898.00	898.00	-	-	-	-	-	-				
9	Extended Warranty: 5 Year / 5000 Hour	1	7,454.00	7,454.00	7,325.00	7,325.00	6,345.51	6,345.51	5,288.00	5,288.00	1,896.00	1,896.00				
10	Extended Warranty: 7 Year / 7000 Hour	1	20,513.00	20,513.00	17,325.00	17,325.00	13,189.97	13,189.97	10,998.00	10,998.00	5,631.00	5,631.00				
11	Parts, Service, and Operator Manuals	1	500.00	500.00	2,500.00	2,500.00	510.74	510.74	950.00	950.00	950.00	950.00				
12	Cab Protection Screens – all sides	1	2,500.00	2,500.00		-	451.98	NA	3,500.00	3,500.00	2,958.00	2,958.00				
13	Loaner program for units under warranty repairs – similar model	1	-	-	-	-	NA	NA	-	-	-	-				
Total			\$	212,985.00	Total	\$	184,998.00	Total	\$	228,230.24	Total	\$	200,185.00	Total	\$	183,525.00

* Corrected

Invitations Sent To:	
Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX



CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

Item	Description	Estimated Quantity	ASCO		CISCO		Kirby Smih		Warren Cat		Yellowhouse	
			Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	MOTOR GRADER - 1	2	\$ 205,000.00	\$ 410,000.00		\$ -	\$ -	\$ -	\$ 185,790.00	\$ 371,580.00	\$ 223,500.00	\$ 447,000.00
2	Make and Model		Case 865B		NO BID		NO BID		Caterpillar 120M		John Deere 672GP	
3	Delivery Lead Time		30-60						60-180		30-45	
4	SOS kit	2	-	-	-	-	-	-	-	-	-	-
5	Extended Warranty: 5 Year / 5000 Hour	2	9,385.00	18,770.00	-	-	-	-	6,705.00	13,410.00	1,264.50	2,529.00
6	Extended Warranty: 7 Year / 7000 Hour	2	13,576.00	27,152.00	-	-	-	-	14,364.00	28,728.00 *	5,121.50	10,243.00
7	Parts, Service, and Operator Manuals	1	500.00	500.00	-	-	-	-	950.00	950.00	1,100.00	1,100.00
8	Debris guards for underside of equipment	2	500.00	1,000.00	-	-	-	-	3,500.00	7,000.00	-	-
9	Front Pushblock	2	-	-	-	-	-	-	4,000.00	8,000.00	-	-
10	Loaner program for units under warranty repairs – similar model	2	-	-	-	-	-	-	-	-	-	-
			Total	\$ 457,422.00	Total	\$ -	Total	\$ -	Total	\$ 429,668.00	Total	\$ 460,872.00

Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
RDO Equipment	New Br TX
Warren Cat	San Angelo, TX
Yellowhouse Machinery Co.	San Angelo, TX

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CITY OF SAN ANGELO
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Item	Description	Estimated Quantity	ASCO		CISCO		Kirby Smith		Warren Cat		Yellowhouse	
			Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	MOTOR GRADER - 2	2	\$ 212,500.00	\$ 425,000.00		\$ -	\$ -	\$ -	\$ 228,500.00	\$ 457,000.00	\$ 253,000.00	\$ 506,000.00
2	Make and Model Quoted		Case 885B		NO BID		NO BID		Caterpillar 140M		John Deere 772GP	
3	Delivery Lead Time		90						60-180		30-45	
4	SOS kit	2	-	-	-	-	-	-	-	-	-	-
5	Extended Warranty: 5 Year / 5000 Hour	2	10,653.00	21,306.00	-	-	-	-	9,127.00	18,254.00	2,283.50	4,567.00
6	Extended Warranty: 7 Year / 7000 Hour	2	14,231.00	28,462.00	-	-	-	-	18,804.00	37,608.00	6,965.50	13,931.00
7	Parts, Service, and Operator Manuals	1	500.00	500.00	-	-	-	-	950.00	950.00	1,100.00	1,100.00
8	Debris guards for underside of equipment	2	500.00	1,000.00	-	-	-	-	3,500.00	7,000.00	-	-
9	Front Pushblock	2	-	-	-	-	-	-	4,000.00	8,000.00	-	-
10	Loaner program for units under warranty repairs – similar model	2	-	-	-	-	-	-	-	-	-	-
			Total \$	476,268.00 *	Total \$	-	Total \$	-	Total \$	528,812.00	Total \$	525,598.00

* Corrected

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Invitations Sent To:

Associated Supply Company, INC	San Angelo, TX
Cisco Equipment	San Angelo, TX
Holt Cat	Austin, TX
Kirby-Smith Machinery, Inc.	Abilene TX
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CITY OF SAN ANGELO
RFB No.: VM-02-14/Heavy Equipment-April 24, 2014

Trade-In Value

	Unit #	Description	ASCO	CISCO	Kirby Smih	Warren Cat	Yellowhouse
1	11385	914G LOADER	\$ 18,000.00	\$ 19,000.00	\$ 5,000.00	\$ 15,000.00	\$ 14,000.00
2	11804	LW-110-B LOADER	20,000.00	26,500.00	15,000.00	32,000.00	32,000.00
3	22149	924H WHEEL LOADER	65,000.00	68,000.00	35,000.00	58,100.00	67,000.00
4	22150	924H WHEEL LOADER	65,000.00	58,000.00	25,000.00	51,100.00	63,000.00
5	22152	953D TRACK LOADER	55,000.00	130,000.00	-	82,000.00	105,000.00
6	22151	924H WHEEL LOADER	65,000.00	80,000.00	40,000.00	65,700.00	71,000.00
7	11747	544H WHEEL LOADER	36,000.00	36,000.00	20,000.00	35,100.00	30,000.00
8	22186	B95B BACKHOE	25,000.00	28,500.00		17,300.00	25,500.00
9	10689	655 D BACKHOE	25,000.00	8,000.00	-	6,700.00	-
10	22187	B95B BACKHOE	25,000.00	26,500.00	-	16,800.00	26,000.00
11	22023	B95 BACKHOE (EXTENDAHOE)	25,000.00	20,000.00	-	16,500.00	20,000.00
12	22185	B95B BACKHOE	25,000.00	33,500.00	-	17,500.00	25,000.00
13	22190	B95B BACKHOE	25,000.00	29,500.00	-	18,500.00	25,500.00
14	22191	B95B BACKHOE	25,000.00	26,000.00	-	15,000.00	25,500.00
15	22192	B95B BACKHOE	25,000.00	26,000.00	-	16,800.00	25,000.00
16	22193	B95B BACKHOE	25,000.00	26,500.00	-	18,500.00	26,000.00
17	22194	B95B BACKHOE	25,000.00	28,000.00	-	14,200.00	25,000.00
18	22015	B95 BACKHOE	25,000.00	20,000.00	-	15,000.00	23,000.00
19	22188	B95B BACKHOE	25,000.00	27,600.00	-	15,700.00	25,500.00
20	22189	B95B BACKHOE	25,000.00	28,000.00	-	14,000.00	25,000.00
21	22184	B95B BACKHOE	25,000.00	28,500.00	-	17,500.00	25,500.00
22	22195	B95B BACKHOE	25,000.00	28,000.00	-	17,200.00	25,000.00
23	11378	120 H MOTOR GRADER	15,000.00	50,000.00	-	47,800.00	50,000.00
24	11616	G710 MOTOR GRADER	\$ 40,000.00	45,000.00	\$ -	\$ 42,000.00	45,000.00