

TO: Mayor and City Council

FROM: Wes Anway, Interim Public Works Director

SUBJECT: Skid Loader Trade-in/Purchase

MEETING DATE: November 6th, 2019

BACKGROUND

For multiple years the city has decided to trade-in their skid loader on a new purchase. This is a good practice that I recommend we continue, it keeps the machine in warranty and usually saves money over the long run when priced correctly.

We received a bid from Frontier Ag and Turf in Cannon Falls the bid was \$6,158.72; this trade will put us in a new 2020 John Deere 325G Track Loader of the same size and type of our current 2019 model. They have a great snowplow maintenance program and a local service department. This bid is \$1,899.31 higher than last year's bid. I believe this is due to the skid loader that we traded in last year had a trade in value of \$47,500 which is \$1,790 higher than the trade in value that we are receiving this year. The Public Works department usually puts on around 500 hours a year which equates to around \$12/hr. to own this machine.

REQUESTED COUNCIL ACTION

Approve the bid from Frontier Ag and Turf to trade in our current 2019 325G Track skid loader and purchase a 2020 John Deere 325G Track Skid Loader.

Attachment(s):
Frontier Ag & Turf Bid



Quote Summary

Prepared For:

City Of Cannon Falls
918 River Rd
Cannon Falls, MN 55009
Business: 507-263-4626

Prepared By:

Chad Johnson
Frontier Ag & Turf
1185 4th Street South
Po Box 486
Cannon Falls, MN 55009
Phone: 507-263-4238
Mobile: 612-756-1126
chadj@frontieragturf.com

Quote Id: 20443805**Created On:** 16 September 2019**Last Modified On:** 16 September 2019**Expiration Date:** 31 October 2019

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE 325G COMPACT TRACK LOADER	\$ 79,316.00	\$ 51,868.72 X	1 =	\$ 51,868.72

Equipment Total **\$ 51,868.72**

Trade In Summary	Qty	Each	Extended
2019 JOHN DEERE 325G COMPACT TRACK LOADER - 1T0325GKCJJ339441	1	\$ 45,710.00	\$ 45,710.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 45,710.00
Trade In Total			\$ 45,710.00

Quote Summary

Equipment Total	\$ 51,868.72
Trade In	\$ (45,710.00)
SubTotal	\$ 6,158.72
Est. Service Agreement Tax	\$ 0.00
Total	\$ 6,158.72
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 6,158.72

Salesperson : X _____

Accepted By : X _____

Confidential



JOHN DEERE

Selling Equipment



Quote Id: 20443805

Customer: CITY OF CANNON FALLS

JOHN DEERE 325G COMPACT TRACK LOADER

Hours:

Stock Number:

Suggested List

\$ 79,316.00

Selling Price

\$ 51,868.72

Extended

\$ 58,829.00

Code	Description	Qty	Unit	
00D0T	325G COMPACT TRACK LOADER	1	\$ 58,829.00	\$ 58,829.00
Standard Options - Per Unit				
0871	Deluxe Cab Package with AC, Heat, Defrost, E-H (ISO or H Pattern Switchable) and Performance Package	1	\$ -1,587.00	\$ -1,587.00
0953	ISO-H Switchable Controls and EH Joystick Performance Package	1	\$ 1,035.00	\$ 1,035.00
1050	TWO-SPEED	1	\$ 2,033.00	\$ 2,033.00
1301	Engine - Turbocharged	1	\$ 2,678.00	\$ 2,678.00
1501	English Operator's Manual & Decals	1	\$ 0.00	\$ 0.00
1741	Less JDLink	1	\$ 0.00	\$ 0.00
2645	Zig-Zag Bar Tread Pattern - 15.8 in. (400mm) Tracks	1	\$ 1,630.00	\$ 1,630.00
3004	Standard Hydraulics, Hydraulic Self-Leveling Up and Ride Control	1	\$ 1,250.00	\$ 1,250.00
4003	3-Inch Seat Belt with Shoulder Harness	1	\$ 265.00	\$ 265.00
5001	Power Quik-Tatch	1	\$ 724.00	\$ 724.00
5204	Cab Enclosure with Air-Conditioning, Heat and Defrost	1	\$ 4,473.00	\$ 4,473.00
5550	Deluxe Lighting Package	1	\$ 900.00	\$ 900.00
6006	Air Suspension Seat (Cloth with Heat)	1	\$ 625.00	\$ 625.00
6501	Reversing Fan Drive	1	\$ 830.00	\$ 830.00
8042	Rear View Camera	1	\$ 850.00	\$ 850.00
8050	Cold Start Package	1	\$ 303.00	\$ 303.00
8060	Engine Air Precleaner	1	\$ 455.00	\$ 455.00
8342	Radio, AM/FM with Bluetooth	1	\$ 600.00	\$ 600.00
8370	HD Rear Grille	1	\$ 486.00	\$ 486.00
8380	Foot Rest with Floormat	1	\$ 144.00	\$ 144.00
8395	Keyless Start (Sealed Switch Module)	1	\$ 399.00	\$ 399.00
9052	78 in. HD Construction Bucket (19.4 cu. ft.) with Edge	1	\$ 1,500.00	\$ 1,500.00

Standard Options Total

\$ 19,593.00

Value Added Services Total

\$ 0.00

Other Charges

Freight	1	\$ 444.00	\$ 444.00
Setup	1	\$ 450.00	\$ 450.00



JOHN DEERE

Selling Equipment



Quote Id: 20443805

Customer: CITY OF CANNON FALLS

Other Charges Total		\$ 894.00
Suggested Price		\$ 79,316.00
	Customer Discounts	
Customer Discounts Total	\$ -27,447.28	\$ -27,447.28
Total Selling Price		\$ 51,868.72