
CITY OF PORT LAVACA

CC MEETING:

AGENDA ITEM #

DATE: 2/8/2022

TO: Jody Weaver, CITY MANAGER
cc: HONORABLE MAYOR AND CITY COUNCIL MEMBERS

FROM: WAYNE SHAFFER, PUBLIC WORKS DIRECTOR



SUBJECT: RC MOWER

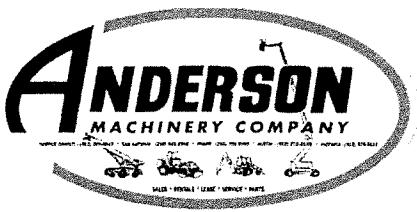
BACKGROUND: IN AN ONGOING EFFORT TO MAINTAIN AND IMPROVE DRAINAGE AND APPEARANCE THE CITY HAS RECEIVED A DEMONSTRATION OF HOW A REMOTE-CONTROLLED MOWER WOULD BENEFIT US. ALL PRESENT AT THE DEMONSTRATION WITNESSED THE VALUE AND BENEFIT THIS WOULD BRING TO THE CITIZENS AND EMPLOYEE SAFETY.

FINANCIAL IMPLICATIONS: THIS WILL BE AN UNBUDGETED EXPENSE THAT WILL NEED TO BE COVERED THROUGH A BUDGET AMENDMENT.

IMPACT ON COMMUNITY SUSTAINABILITY: THIS EQUIPMENT ADDS THE ABILITY TO MAINTAIN DRAINAGE DITCHES AND AREAS THAT ARE UNSAFE FOR EMPLOYEES TO TAKE A RIDE ON MOWER.

RECOMMENDATION: Staff recommends purchase of the unit from Anderson Machinery Company located in Victoria, Texas.

ATTACHMENTS: quotes and requisition



Anderson Machinery Co.

5309 U.S. 59 North
Victoria, TX 77905-0037
Tel: (361)575-8111
Fax: (361)573-3164

SALES QUOTATION

QUOTED TO:

City of Port Lavaca
202 N. Virginia Port Lavaca, Tx 77979

QUOTE DATE	11-29-21
CUSTOMER REFERENCE	Mr. Wayne Shaffer
TERMS	Upon receipt of invoice
SALES PERSON	Justin Boyd
SHIPPED VIA	CPU
F.O.B.	AMCO - Victoria

SHIPPED TO:

Customer pickup

QTY	DESCRIPTION	PRICE	AMOUNT
1	New- Slope pro remote controlled mower. Specifications sent in previous email.		\$49,870.00
		Freight	Included
		+ Sales Tax	Not Included

THANK YOU FOR YOUR BUSINESS!

Justin B. Boyd 361-571-6929

Taxes

+All Applicable



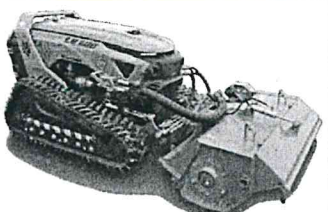
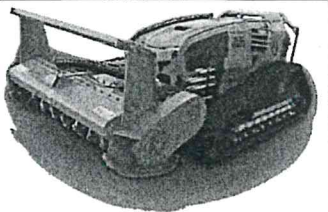




TOTAL \$ 49,870.00



Green Climber^{NA}

GREEN CLIMBER REMOTE-CONTROL SLOPE MOWERS DEALER-RETAIL CATALOG



Model	DESCRIPTION	RETAIL PRICING
 Green Climber F300 PRO	Remote controlled machine with tracks and flail mower, fixed 45.5" wide undercarriage, Yanmar 3TNV80F water Cooled 3 cylinder Diesel Engine 25hp & 69Nm. F300 PRO comes preassembled with flail or additional attachment. FOR BODY ONLY, SEE BELOW	\$ 47,500.00
 Green Climber LV300 PRO	Remote controlled machine with tracks and flail mower, extendable 45" to 61" undercarriage, hydraulic side shifting of accessory +/- 16", Yanmar 3TNV80F water Cooled 3 cylinder Diesel Engine 25hp & 69Nm, for FOR BODY ONLY, SEE BELOW	\$ 59,500.00
 Green Climber LV600	Remote controlled machine with tracks and flail mower, extendable 51" to 67" undercarriage, hydraulic side shifting of accessory +/- 16", Kohler KDI 1903 TCR Liquid Cooled 3 cylinder Diesel Engine 56hp & 225Nm, FOR BODY ONLY, SEE BELOW	\$ 89,500.00
 Green Climber LV800	Remote controlled machine with tracks and flail mower, extendable 61" to 75" undercarriage, hydraulic side shifting of accessory, Kohler KDI2540 TCR Liquid Cooled 3 cylinder Diesel Engine 75hp & 225Nm, FOR BODY ONLY, SEE BELOW	\$ 141,000.00
 F300PRO BODY	F300 BODY ONLY: fixed undercarriage 45.5", Yanmar 3TNV80F water Cooled 3 cylinder Diesel Engine 25hp & 69Nm.	\$ 42,200.00
 LV300PRO BODY	LV300 PRO BODY ONLY: Remote controlled machine with tracks, extendable 45" to 61 undercarriage, +/- 16" side shifting of accessory, Yanmar water Cooled 3 cylinder Diesel Engine 25hp & 69Nm	\$ 52,540.00
 LV600 BODY	The LV600 BODY ONLY: Remote controlled machine with tracks and extendable 51" to 61" undercarriage, hydraulic side shifting of accessory +/- 16", Kohler KDI1903 TCR Liquid Cooled 3 cylinder Diesel Engine 56hp & 225Nm	\$ 81,500.00
 LV800 BODY	The LV800 BODY ONLY Remote controlled machine with tracks and extendable 61" - 75" undercarriage, hydraulic side shifting of accessory +/- 20", Kohler KDI2504 TCR Liquid Cooled 3 cylinder Diesel Engine 75hp & 300Nm	\$ 111,390.00



Kinloch Equipment
& Supply, Inc.

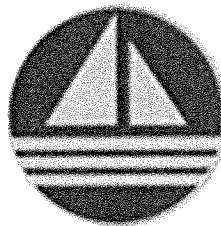
P.O. Box 4919
Pasadena, TX 77502
Tel: 713.473.6213
Fax: 713.473.7858

Proposal for One (1) New and Unused Remote-Controlled Mower

RC MOWERS



For the City of Port Lavaca



CITY OF PORT LAVACA
TEXAS



**Kinloch Equipment
& Supply, Inc.**

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Thank you for the opportunity to allow us to demonstrate our RC Mowers remote controlled mower to you on November 2nd.

The advantages to a remote-controlled mower centers on safety and productivity. While being able to mow slopes up to 50 degrees without an operator riding along, you eliminate the risk associated with sliding and rollovers in these steep and uneven terrain applications. The alternative to mowing these slopes is typically a gang of laborers with string trimmers. While safer than mowing, it is certainly not as productive on a cost per hour basis. In purchasing a RC Mower, you eliminate the risk of human injury as well as increase man-hour efficiency dramatically.

The RC Mower has the unique distinction of being an American made product. This provides for readily available parts, ensuring maximum uptime. Kinloch Equipment & Supply, Inc. is a 26-year tenured supplier of municipal maintenance equipment with physical locations in Pasadena, San Antonio, and Arlington. Each location has parts, service support and rental equipment in stock. The combined partnership between RC Mowers and Kinloch guarantees the City a high level of after sales support.

I realize we spoke about two separate models, the TK-52XP (which we demonstrated) and the TK-60XP which is just an eight inch (8") wider cut model.

Acquisition options include any of the following:

Outright Purchase

MODEL	BUYBOARD PRICE
TK-52XP	\$60,624.85
TK-60XP	\$65,593.75

In addition to an outright capital purchase, we offer several unique, budget friendly ways in which the City can get the equipment they need without the large capital expenditure.

Rent Purchase Option

Rent either model machine above for as short as a month or as long as a year for \$6,000 per month. At any time during the first year, you can apply rental monies paid against the BuyBoard purchase price listed above at the following percentage rebate rate:

Month #	Rental Rebate
1	90%
2	80%
3	70%
4	65%



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5-6	60%
7-8	50%
9-12	40%

Lease/Purchase

Under this method, the City would make equal payments for their desired length of term on monthly or annual frequency. At the end of the preferred term, the City would own the mower outright.

MODEL:	TK-52XP		TK-60XP	
TERM	Monthly	Annual	Monthly	Annual
2 Years	\$2,576.	\$31,454.	\$2,792.	\$34,088.
3 Years	\$1,752.	\$21,378.	\$1,898.	\$23,168.
4 Years	\$1,340.	\$16,343.	\$1,452.	\$17,712.

Mile After Mile™ Program

In addition to a lease purchase option, we also offer a “cradle to grave” equipment acquisition and operation solution that achieves the best of both worlds.....high productivity and low cost of ownership and operation. We call this program Mile After Mile™.

Essentially, this is what this program offers:

- A RC Mower configured to the City's specifications and requirements
- A four (4) year bumper-to-bumper warranty for the entire unit
- All repairs & maintenance included (except mower blades)
- Guaranteed minimum 95% equipment availability supported by free of charge loaner equipment in the event of protracted downtime

This again is designed to offer a low, fixed cost of operation and a correspondingly high level of equipment availability. This yields a lower cost of ownership per productive hour which I will explain further.

This program is offered as a four (4) year lease with a balloon payment at the end of the term with a guaranteed repurchase amount from Kinloch Equipment & Supply equivalent to the amount of the balloon payment resulting in net zero out of pocket to the City.

Acquisition Options

MODEL:	TK-52XP		TK-60XP	
TERM	Monthly	Annual	Monthly	Annual
4 Years	\$1,436.	\$16,921.	\$1,520.	\$17,906.



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To help assist in your evaluation of the offering, I've added the following:

Cost Per Productive Hour

Assumptions:

- 8 hours in a normal single shift workday.
- 52 weeks in a year equals 2,080 normal work hours.
- ~10 days per year (80 hours) of Federal holidays.
- Net 2,000 normal work hours per year
- Minimum of 95% guaranteed equipment availability i.e., 1,900 hours per year x 4 years for a total of 7,600 hours.

	TK-52XP		TK-60XP	
Payment Frequency	Monthly	Annual	Monthly	Annual
Cost Per Productive Hour	\$9.07	\$8.91	\$9.60	\$9.42