



STATE OF NEW HAMPSHIRE  
DEPARTMENT of NATURAL and CULTURAL RESOURCES  
DIVISION OF PARKS AND RECREATION

172 Pembroke Road Concord, New Hampshire 03301  
Phone: (603) 271-3556 Fax: (603) 271-3553 E-Mail: [nhparks@dncr.nh.gov](mailto:nhparks@dncr.nh.gov)  
Web: [www.nhstateparks.org](http://www.nhstateparks.org)

August 19, 2019

His Excellency, Governor Christopher T. Sununu  
and the Honorable Executive Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

Authorize the Department of Natural and Cultural Resources, Division of Parks and Recreation (Division), to make a **RETROACTIVE** and **SOLE SOURCE** payment to Southworth-Milton, Inc. (VC #174087), Boston, MA (*local office in Londonderry, NH*) in the amount of \$10,846.51 for emergency diesel motor work on the backhoe for Cannon Mountain Ski Area upon Governor and Executive Council approval per invoice dated July 22, 2019. 100% Agency Income

Funds to support this request are anticipated to be available in the following account in FY 2020 upon the availability and continued appropriation of funds in the future operating budget.

03-035-035-350010-37030000, Cannon Mountain

020-500235 Vehicle Maintenance

FY 2020  
\$10,846.51

**EXPLANATION**

With the opening of Cannon Mountain Ski Area fast approaching and winter onset storms expected, emergency diesel motor work was necessary on Cannon Mountain's Caterpillar 450E backhoe in order to complete ongoing projects before weather conditions became too cold and inclement to do so. Due to the complexity of the unexpected breakdown, the timeliness involved with preparation for the opening of the season and the fact that the equipment was bought from and has had other key work performed by Milton-Caterpillar, they were the expert source chosen given their proprietary knowledge and parts availability. The repair work was performed in November and December 2018. Since then, we have been in discussion with the vendor over labor and mileage billing since the original invoice was produced in January 2019. Milton Cat has since reduced the invoice by \$1,661 (13%), and dated the revised invoice for July 22, 2019. Because of a delay in the final invoicing and because of the time-sensitive operating concern that necessitated an emergency action to be pursued, the Division respectfully requests permission to make a retroactive and sole source payment to this vendor.

Respectfully submitted,

Concurred,

Philip A. Bryce  
Director

Sarah L. Stewart  
Commissioner

(LW)



Brewer, ME (207) 989-1890  
 Cranston, RI (401) 946-6350  
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 North Reading, MA (978) 276-2400

**CREATED DATE**  
**INVOICE NUMBER**  
**INVOICE DATE**  
**PO NUMBER**

10/29/2018  
 SCINV409811  
 7/22/2019

# INVOICE

**BILL TO**

Cannon Mountain Ski Area  
 260 Tramway Dr  
 Franconia, NH 03580  
 USA

**SHIP TO**

Cannon Mountain Ski Area  
 2650 Profile Rd  
 Franconia, NH 03580  
 USA

SERVICE CALL		INVOICE ACCOUNT		ORDER ACCOUNT		STORE		SALESPERSON		PAGE
CSR0375310		1044300		1044300		Londonderry		Cote, Mike		1 of 5
MAKE	MODEL	SERIAL NUMBER	CUSTOMER EQUIPMENT NUMBER		MILTON CAT BQID	SMU	DIVISION			
AA	450E	EBL00455			S050648	3738	General Line			
QTY	TRANS	DESCRIPTION				UNIT PRICE		EXTENDED PRICE		

**01 DIAGNOSIS & REPAIR - ENGINE**

Customer complaint: CUSTOMER STATES THE FUEL HAD AN ALGAE ISSUE AND WAS CAUSING RUNABILITY ISSUES, CUSTOMER CHAGED FILTERS AND FLUSHED THE TANK AND THE ISSUE WENT AWAY. THE SYMPTOM IS BACK, CUSTOMER CHECKED FUEL FILTERS AND ALL SEEMS TO BE CLEAN, PLEASE CHECK AND DIAGNOSE RUNABILITY

Resultant damage: 10-29 Look up and order parts Check the engine power issue replace fuel filters.

Cause of failure: Fuel filter issue

Repair process comments: 10-29 Download the Status report. Found a logged event code E398 (2) Low fuel rail pressure (8 times 3710-3730 hours). Start the engine and let it warm up the engine unstable the rail pressure is all over the place it drops down goes back up. Run the Fuel system verification test it failed because the rail pressure is jumping around. The customer indicated they have found some black material in the fuel tank they cleaned the tank and replace the fuel filters (Napa filters) Change the fuel filters with Cat filters cut open the Napa filters I did find more black material looks to be sulfur thats in heating oil they are running the low sulfur highway fuel. Start the engine the rail pressure is now stable, run the Verification test again it passed the rail pressure was steady.

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**Parts**

1	1803730	Filter-Fuel	16.55	16.55
1	2998229	Filter As-Fu	22.76	22.76
1	3087298	Filter As	29.09	29.09
1	3105912	Bowl As	25.67	25.67

**Labor**

Total Labor

525.00

We appreciate your business. Thank you. Should you have any questions regarding this invoice please contact service manager Brian Saucier at Direct Dial 603-665-4515 or E-Mail at Brian\_Saucier@MiltonCAT.com

Continued

We are not responsible for damage, breakage, or delay after we have taken transportation company's receipt. Interest, at legal rates will be charged on the amount of this invoice after its maturity. Gaskets and "O" rings are non-returnable. Other items are returnable only by prior authorization and in resalable condition.

To ensure proper credit, please detach this portion and return with remittance.

Cannon Mountain Ski Area  
 260 Tramway Dr  
 Franconia, NH 03580  
 USA

Please make checks payable to:

Southworth-Milton, Inc.  
 P.O. Box 3851  
 Boston, MA 02241-3851

FED ID.# 02-0258444



Customer Number: 1044300  
 Invoice Date: 7/22/2019  
 Agreement Number: SCINV409811

Amount Due: 10,846.51

Amount Enclosed:



Check here for change of address. Please print the change on the back and return with remittance.



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MAKE	MODEL	SERIAL NUMBER	CUSTOMER EQUIPMENT NUMBER	MILTON CAT EQID	SMU	DIVISION	
AA	450E	EEL00455		S050848	3738	General Line	
QTY	TRANS	DESCRIPTION			UNIT PRICE	EXTENDED PRICE	

**Miscellaneous**

1		Environmental Services & Supplies	21.53	21.53
Total Segment Parts				94.07
Total Segment Labor				525.00
Total Segment Miscellaneous				21.53
<b>Segment 01 Total:</b>				<b>640.60</b>

### 03 DIAGNOSIS & REPAIR - ENGINE

Customer complaint: 11/7/18 CUSTOMER CALLED IN, STARTING ISSUE HAS COME BACK. STARTS UP, RUNS ROUGHS AND SKIPS MOSTLY ON FIRST COLD START. ONCE WARM IS WILL STILL SPATTER UNDER LOAD

Resultant damage: 11-7 Order parts

Cause of failure:

Repair process comments: 11-7 Order parts 11-9 Hook up ET Start the engine noticed the glow plug light come on and shuts right off (32 deg. outside temp.) Once the engine was running the rail pressure is unstable 1000 psi swings up and down. Didn't notice at start up, but not long after noticed the air inlet temp. is 83 deg. Try to run the injector cut out and fuel verification test both failed because of the rail pressure fluctuation. Replace the fuel filters and the rail relief still having issues. Continue to work the machine eventually the engine started running normally was able to put 100% load on the engine it is running good. I feel the air inlet temp is not reading the correct temp and is messing with the ECM timing settings and glow plug cycling. Order the sensor

Customer complaint: 11/7/18 CUSTOMER CALLED IN, STARTING ISSUE HAS COME BACK. STARTS UP, RUNS ROUGHS AND SKIPS MOSTLY ON FIRST COLD START. ONCE WARM IS WILL STILL SPATTER UNDER LOAD

Resultant damage: 11-7 Order parts 11-9 Run test 11-14 Replace injectors and start replacing the injection pump. 11-15 Finish the injection pump repair.

Cause of failure: Injection pump internal leakage

Continued

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MAKE	MODEL	SERIAL NUMBER	CUSTOMER EQUIPMENT NUMBER	MILTON CAT EQID	SMU	DIVISION
AA	450E	EBL00455		S050848	3738	General Line
QTY	TRANS	DESCRIPTION	UNIT PRICE	EXTENDED PRICE		

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**Parts**

1	10R7659	C R Pump	1,891.62	1,891.62
1	10R7659CC	C R Pump- Core Chrg	988.89	988.89
-1	10R7659WC	C R Pump- Worn Core	988.89	-988.89
4	10R7672	INJ GP FUEL	333.00	1,332.00
4	10R7672CC	Inj Gp Fuel- Core Ch	107.76	431.04
-4	10R7672WC	Inj Gp Fuel- Worn Co	107.76	-431.04
4	1600162	Washer-Seall	4.85	19.40
4	1999252	Seal-O-Ring	1.68	6.72
1	2258019	Gasket-Pump-	24.83	24.83
1	2268766	Gasket-Cover	39.14	39.14
3	2287100	Seal-O Ring	3.72	11.16
1	2476019	Seal	8.93	8.93
4	2785170	Bolt	4.85	19.40
1	2785226	Seal-O-Ring	4.13	4.13
4	2862890	Washer	12.09	48.36
1	2984546	Gasket Head	24.83	24.83
1	2998229	Filter As-Fu	22.76	22.76
1	3062337	Seal O-Ring	10.64	10.64
1	3087298	Filter As	29.09	29.09
1	3098006	Washer	4.91	4.91
1	3116342	Sensor-Fuel	144.20	144.20
1	3188064	Filter Gp-Fu	132.33	132.33

Continued

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QTY	TRANS	DESCRIPTION			UNIT PRICE	EXTENDED PRICE				

1	3223745	Tube Fuel In			68.16	68.16				
1	3223746	Tube-Fuel In			68.16	68.16				
1	3334732	Tube Fuel In			63.32	63.32				
1	3334733	Tube Fuel In			63.32	63.32				
1	3342932	Seal-O-Ring			11.38	11.38				
1	3373574	Tube-Fuel H			67.21	67.21				
1	4167101	Valve As-Rel			212.34	212.34				
100	4231982	In Hose Blk			0.36	36.00				
4	5178243	Sleeve-Injec			20.11	80.44				
2	610260	Bolt			0.91	1.82				
1	8C3076	Seal			3.32	3.32				

**Labor**

Total Labor

5,475.00

**Miscellaneous**

1	PA-PDS	PARTS DROP BOX DEL CHARGE			25.00	25.00				
1	PA-PDS	PARTS DROP BOX DEL CHARGE			25.00	25.00				
1		Environmental Services & Supplies			221.40	221.40				
1		Freight charge			0.00	0.00				
1		Freight charge			0.00	0.00				
1		Freight charge			9.59	9.59				

Continued

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AA	450E	EBL00455		S050848	3738	General Line
QTY	TRANS	DESCRIPTION	UNIT PRICE	EXTENDED PRICE		

1		Freight charge	0.00	0.00
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Total Segment Parts	4,449.92
Total Segment Labor	5,475.00
Total Segment Miscellaneous	280.99

**Segment 03 Total: 10,205.91**

Total Invoice Parts	\$4,543.99
Total Invoice Labor	\$6,000.00
Total Invoice Miscellaneous	\$302.52

We appreciate your business. Thank you. Should you have any questions regarding this invoice please contact service manager Brian Saucier at Direct Dial 603-865-4515 or E-Mail at Brian\_saucier@MiltonCAT.com

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Milton CAT is an equal opportunity employer and federal contractor or subcontractor. Consequently, the parties agree that, as applicable, they will abide by the requirements of 41 CFR 60-1.4(a), 41 CFR 60-300.5(s) and 41 CFR 60-741.5(s) and that these laws are incorporated herein by reference. These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. These regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability. The parties also agree that, as applicable, they will abide by the requirements of Executive Order 13498 (29 CFR Part 471, Appendix A to Subpart A), relating to the notice of employee rights under federal labor laws.

Pay This Amount	10,846.51
Credit Amount	

Payment Terms: Charge - Net10 Prox

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