

Justify A Capital Investment - Be Prepared With Answers

**Yesterday's Business Processes
May Not Stand Up to Today's
Financial Climate.**

To get started, ask yourself:

1. Is your purchasing program working efficiently?

Or are you open to doing business a little differently? Schedule a time to sit down with us and talk about what has worked, and hasn't worked, in the past. We can help you optimize your program for today and tomorrow.

2. Is your equipment working for You?

Technology evolves. Does your equipment make use of the latest tools and industry knowledge to perform at optimal levels?

3. Who are your current partners for roadwork solutions?

We know many agencies partner with local or familiar dealers, and that's great. Let's talk about all the players you have on your team today and create a Dream Team that meets all your needs.

4. Which of your internal teammates need to be in the know? What keeps them up at night?

Different departments and functions have different worries that keep them up at night. We get it, and we want everyone at your agency to be comfortable in purchasing decisions. Let's talk about what keeps your coworkers, your boss, and any other stakeholders awake at 3 a.m. and tailor a program that lets you all leave the office at the office.

POTHOLE PATCHER PURCHASING CHECKLIST

Workload Per Year

Think ahead. Consider how many potholes will you need to patch in a year. Keep in mind the quality of materials you will be using and whether or not that material has the staying power to keep you from returning to the same areas multiple times.

Program Choices

Throw and Roll

PROS: lower up-front costs and uses existing equipment

CONS: short-term fix; high failure rate (up to 5x cost in long run)

All-In-One Patcher

PROS: semi-permanent to permanent; removes all of the distressed asphalt, leaving only sound material; crews work safely all day with this equipment

CONS: up front expense moderately higher

Spray Injection

PROS: semi-permanent to permanent; requires less labor; return to traffic in less than five minutes on most repairs.

CONS: up front expense higher

Safety Considerations

Take safety into account at the beginning and you'll save money down the road. Bergkamp equipment has DOT approved lighting packages, back up camera that allows communication between the crew and driver in truck cab, bins for materials located away from traffic, improved visibility for the crew while patching, and our swing auger reduces fatigue from repeated shoveling.

Budget-Friendly Options

A. Cooperative Purchasing can have a big impact on your budget! If you're not part of a cooperative, you're spending precious funds that could be spent elsewhere.

B. More efficient programs may cost more at the onset, but can save loads of money on re-work.

C. Consider equipment that requires only 1-2 operators like the Bergkamp SP5. You'll reduce labor costs exponentially all year.

Versatility and Options for a Vehicle

Consider equipment that can be modified with attachments for more than one type of work. Add a snowplow and sand spreader and you have a multi-use vehicle when not patching.

Warranty and Service

Make sure the company you buy from offers warranties and after-the-sale service. Bergkamp's BFIT and BEST programs help keep your workers trained and supported with service throughout the year - as long as you own the equipment.