

Blanchard



GOVERNMENTAL BROCHURE

-  **CONFIDENCE**
-  **SECURITY**
-  **PROTECTION**
-  **PEACE OF MIND**

OUR COMPANY

Blanchard 

Blanchard Machinery Company has been supplying South Carolina customers with Caterpillar equipment since 1982. The family owned company, led by Joe Blanchard, has established retail and rental stores throughout the state which offer a wide range of Cat and non-Cat brands of equipment, from full-sized bulldozers to small machine parts. We are committed to providing the best products and services available.



OUR MISSION

Since opening our doors, Blanchard Machinery Company has kept the same vision to become the premier Caterpillar dealership in North America by being a major supplier of equipment and engines measured by customer satisfaction, market share and financial performance. In addition, our philosophy is guided through earning customers' loyalty by providing the highest quality products and superior service in such a way that customers enjoy doing business with Blanchard Machinery.

Blanchard 



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Locations

Columbia
 3151 Charleston Hwy.
 West Columbia, SC

Florence
 3031 Caterpillar Ln.
 Florence, SC

Greenville
 6755 Frontage Rd.
 Greenville, SC

Hilton Head
 50500 Whyte Hardee Blvd.
 Hardeeville, SC

Myrtle Beach
 2334 Chestnut Rd.
 Longs, SC

Rock Hill
 3777 Lazy Hawk Rd.
 Rock Hill, SC

Simpsonville
 224 Neely Ferry Rd.
 Simpsonville, SC

Summerville
 151 Farmington Rd.
 Summerville, SC

Walterboro
 3984 Jefferies Hwy.
 Walterboro, SC



Chat with us at BlanchardMachinery.com
 or call us at 1.844.BLANCHARD (1.844.252.6242)   



We offer a full line of equipment specific to the needs of general construction contractors. Blanchard Machinery knows that you need equipment that is versatile, efficient and reliable.

MOTOR GRADERS



PAVING PRODUCTS



EXCAVATORS



BACKHOES



MORE THAN 50 ATTACHMENTS



LOADERS



WE RENT MORE THAN CAT MACHINES

- Compressors
- Construction Equipment
- Coolers
- Forestry Equipment
- Heaters
- Lifts
- Light Towers
- Paving Equipment
- Power Generators
- Water Trucks
- **And Much More**



Rental Support Statewide

COLUMBIA	SPARTANBURG	GREENVILLE	SUMMERVILLE	MYRTLE BEACH	HILTON HEAD	ROCK HILL
711 Buckner Rd Columbia, SC 29203	1410 Asheville Hwy Spartanburg, SC 29303	6755 Frontage Rd Whitehorse Rd Greenville, SC 29605	151 Farmington Rd Summerville, SC 29483	2334 Chestnut Rd Longs, SC 29568	50500 Whyte Hardee Blvd, Hardeeville, SC 29927	3777 Lazy Hawk Rd, Rock Hill, SC 29730

CHAT WITH US AT CALL 1-844-BLANCHARD (1-844-252-6242)

Blanchard Power Systems supports South Carolina contractors, engineers and end-users by supplying industry leading Caterpillar generators and electric power solutions through customized engineering, packaging and testing.



PERMANENT POWER



TEMPORARY POWER



PORTABLE POWER



AIR COMPRESSORS



RENTAL POWER



CUSTOM FUEL TANKS & ENCLOSURES

S.C. CODE ANN. § Definitions of terms used in this article.

As used in this article, unless the context clearly indicates otherwise:

“Cooperative Purchasing” means procurement by, or on behalf of, more than one public procurement unit, or by a public unit with an external procurement activity.

“External procurement activity” means: any buying organization not located in this State which would qualify as a public procurement unit;

Buying by the United States government

(3) “Local public procurement unit” means any political unit to choose whether to utilize a state contract before it is established as prescribed in regulation by the board.

(4) “Mandatory opting” is the requirement for a local procurement unit to choose whether to utilize a state contract before it is established as prescribed in regulation by the board

(5) “Public procurement unit” means either a local public procurement or a state public procurement unit

(6) “State public procurement unit” means the offices of the chief procurement officers and any other purchasing agency of this state

S.C CODE ANN. § 11-35-4810. Cooperative purchasing authorized.

Any public procurement unit may participate in, sponsor conduct, or administer a cooperative purchasing agreement for the procurement of any supplies, services, or construction with one or more public procurement units or external procurement activities in accordance with an agreement entered into between the participants. Such cooperative purchasing may include, but is not limited to, joint or multi-party contracts between public procurement units and open-ended state public procurement unit contracts which shall be made available to local public procurement units, except as provided in Section 11-35-4820 or except as may otherwise be limited by the board through regulations.

However, thirty days’ notice of a proposed multi-state solicitation shall be provided through central advertising and such contracts may be only awarded to manufacturers who will be distributing the products to South Carolina vendors.



NJPA CONTRACT #08613-CAT

- Generator Sets
- Switchgear
- UPS & ATS

As you continue to look for more efficient ways to do business at your governmental or not-for-profit organization, the contract between Caterpillar and the NJPA can help you simplify the buying process.

Benefits include:

- Decreasing the amount of time spent putting bids together
- Avoiding a low bid scenario situation
- Purchasing quality equipment at a greater value - higher productivity, maximum reliability and lower maintenance costs
- Working directly with your local Cat(r) Dealer to specify the equipment you purchase to meet your specific needs

Agencies may join free of charge by filling out the membership form:

www.njpacoop.org/cooperative-purchasing/join-njpa/online-application

The City of Tuscan, AZ has awarded a cooperative purchasing agreement for heavy equipment, parts, accessories, supplies and related services. This competitively solicited and awarded contract (Contract #120377) is available to agencies nationwide via National IPA.

If you have a heavy equipment need, we have a solution. Through Contract #120377, Caterpillar is committed to provide the same level of quality products and services that you have come to expect. Backed by an industry leading dealer network you can be confident that your local dollars will be used where they are needed most.

CONTRACT HIGHLIGHTS

CONTRACT TERM: MAY 2, 2012 - MAY 1, 2017

Awards Include:

- Landfill
- Construction
- Pavement Repair/Maintenance
- Material Handling
- Vocational Trucks
- Work tools
- Back-up Power Solutions
- Used Equipment
- Financing Options available



National IPA is a purchasing organization, established with the specific purpose of reducing procurement costs by leveraging group volume. There is no fee to participate. www.nationalipa.org

NEED A NEW GENERATOR?

Caterpillar and National IPA Have The Power You Need

A TOTAL SYSTEMS SOLUTION

Caterpillar and you local Cat(R) Dealer are ready to meet all your power generation demands. You need a reliable stanly power solution for emergencies to be sure your first responders can reach those in need. You may also need assistance with power generation to meet peek loads for community. With Cat's products and support on your side, you will experience easy installation, proven performance, and on-going service and support.

All components are designed to work together, fully integrated and from a single manufacturer - making the system a seamless, efficient and cost-effective solution for our customers.

With National IPA, you have a competitively solicited and publicly awarded agreement that will save you money and time. The cooperative agreement through National IPA provides all your power generation needs, from diesel and gas generator sets to uninterruptible power supplies, automatic transfer switches and electrical switchgear.





PROCUREMENT SOLUTIONS (CONT'D)

Blanchard Machinery has the following pre-negotiated State Contracts available. Please contact a Sales Rep for information on other available contracts and help with the bidding process.

CONTRACT #440009721 VALID THRU 1/26/2018

Cat 4-6 Ton Rollers

CONTRACT #5000013452 VALID THRU 5/18/2018

Cat Skid Steer Loaders

Cat Compact Track and Multi Terrain Loaders

Cat Compact Wheel Loaders

Cat Mini Hydraulic Excavators

Laymor Self-Propelled Broom

Paladin Sweepster Brooms

Toro Dingo Loaders and Trenchers

Up to 20 Ton Towmaster Trailers

CONTRACT #5000013470 VALID THRU 5/15/2018

Diamond Mowers

Schulte Mowers

Woods Implements

CONTRACT #4400012165 VALID THRU 1/11/2019

Cat Backhoes

Cat Motor Graders

CONTRACT #440009420 VALID THRU 10/16/2019

Leeboy Loaders

CONTRACT #4400011100 VALID THRU 8/06/2020

New Holland Tractors

CONTRACT #4400011018 VALID THRU 8/06/2020

Diamond Mowers

Challenger Tractors

Model restrictions may apply.



GOVERNMENTAL FINANCING OPTIONS



With flexible terms, up to 100 percent financing for qualified entities, non-appropriations clauses and insurance support, Cat Financial is set up to meet the specific needs of governmental entities—taking the hassle out of acquiring equipment.

Your organization is always changing and so are your financial needs. That's why it's good to know Cat Financial and all the ways we can help make your business stronger for life. Whether you're buying equipment, protecting your investment, managing your accounts or preparing for the future, our comprehensive financing and insurance solutions help you be more successful.

GOVERNMENT LEASE BENEFITS

- Offers special low interest rates—interest charge is normally less than the total cost of issuing a bond
- May not require voter approval as with bond issuance
- Lets you cancel your contract without penalty (on the last day of the appropriations period) if funding is not approved for the following year

GOVERNMENTAL TAX LEASE BENEFITS*

- Generally provides lower monthly payments than purchase contracts
 - Allows you to use equipment without concern of disposal
 - May not require voter approval as with bond issuance
 - Lets you cancel your contract without penalty (on the last day of the appropriations period) if funding is not approved
 - for the following year
- *May require preapproval

WHO'S ELIGIBLE

- Any State (including District of Columbia), political subdivisions of a State (cities, towns, counties, other municipalities), or territories of the United States
- Non-traditional governmental entities may qualify—hospitals, schools, and water districts and some agencies, authorities, boards, and commissions
- Federally-recognized Native American Tribes
- Qualified governmental entities should have some of the sovereign powers of State (i.e., power to tax, power to exercise eminent domain, power to police).



WHY CAT FINANCIAL?

- Higher Satisfaction:** Our customers say they're more satisfied with their equipment.
- Experienced Team:** Our team with expertise in your industry means we can better serve you.
- Fast Service:** In most cases, we'll have your transaction approved and documents issued the same day.
- Flexible Terms:** Payment schedules—annual, semi-annual, quarterly, monthly or skip—meet your needs.

2120 West End Avenue Nashville, TN 37203
Phone: 615.341.1000
Customer Service: 800.651.0567
Apply Online: www.CatFinancial.com

PARTS CAPABILITIES

- 75,000 New Parts In-Stock
- 98% Fill Rate within 24 hours in SC
- 10,000 Cat Used and Aftermarket Parts
- Easy Online PartStore at BlanchardMachinery.com

6+ FULLY EQUIPED LUBE TRUCKS AND TRAINED TECHNICIANS AVAILABLE DAY & NIGHT	INDUSTRY-LEADING 98.5% FILL RATE IN 24 HOURS	125,000 INDIVIDUAL LINE ITEMS WITH DAILY REPLENISHMENT
	200 CAT-CERTIFIED TECHNICIANS	
10,000+ CATERPILLAR USED AND AFTERMARKET PARTS	ONLINE PARTS ORDERING 24/7	

FIELD SERVICE

- Over 65 Fully-Equipped Field Service Trucks Statewide
- 4 Full-Service Heavy & Compact Equipment Lube Trucks
- 6 Field Trucks Equipped with Complete Welding & Machine Boring Capabilities
- 3 Full-Service Commercial Engine Lube Trucks

IN-SHOP SERVICE

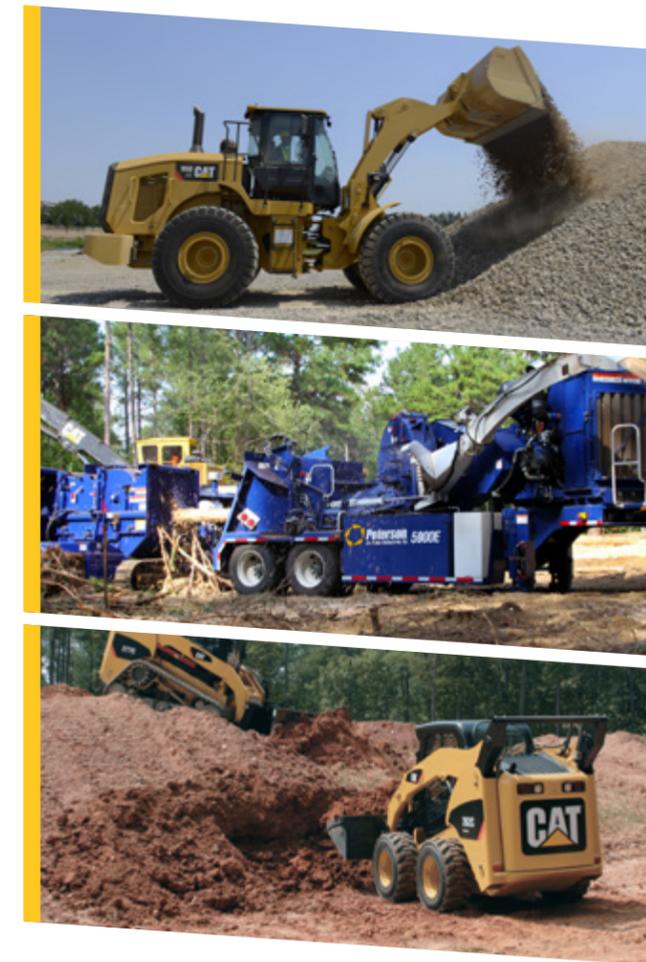
- 150+ Technicians at 7 Full-Service Locations Statewide
- Component Rebuild Shop

PAINT & MACHINE SHOP SERVICE

- Full-Service Paint and Sandblast Facility
 - 2 Paint Booths Available
 - All Makes and Models Welcome
- Fully Equipped Machine Shop - centrally located in Columbia, SC
- State of the Art Tools and Experienced Machinists - including mobile align boring
- Welding & Fabrication - available at all Blanchard locations

LET US SELL YOUR EQUIPMENT

Partnering with Blanchard means you'll never have to settle



CONSIGN YOUR MACHINE IN 3 EASY STEPS

1. EQUIPMENT INSPECTION

Blanchard will inspect each unit, provide a make-ready review, analyze the current market conditions and conduct an in-depth pricing study.

2. ESTABLISH TERMS AND AGREEMENTS

You and your Blanchard Sales Representative will finalize selling terms, timeline and key responsibilities of the sale as well as a sales commission structure.

3. MARKETING AND SALE OF YOUR MACHINE

Your machine will receive maximum exposure through our extensive worldwide customer network. Once your machine is sold, Blanchard will take care of all the details.

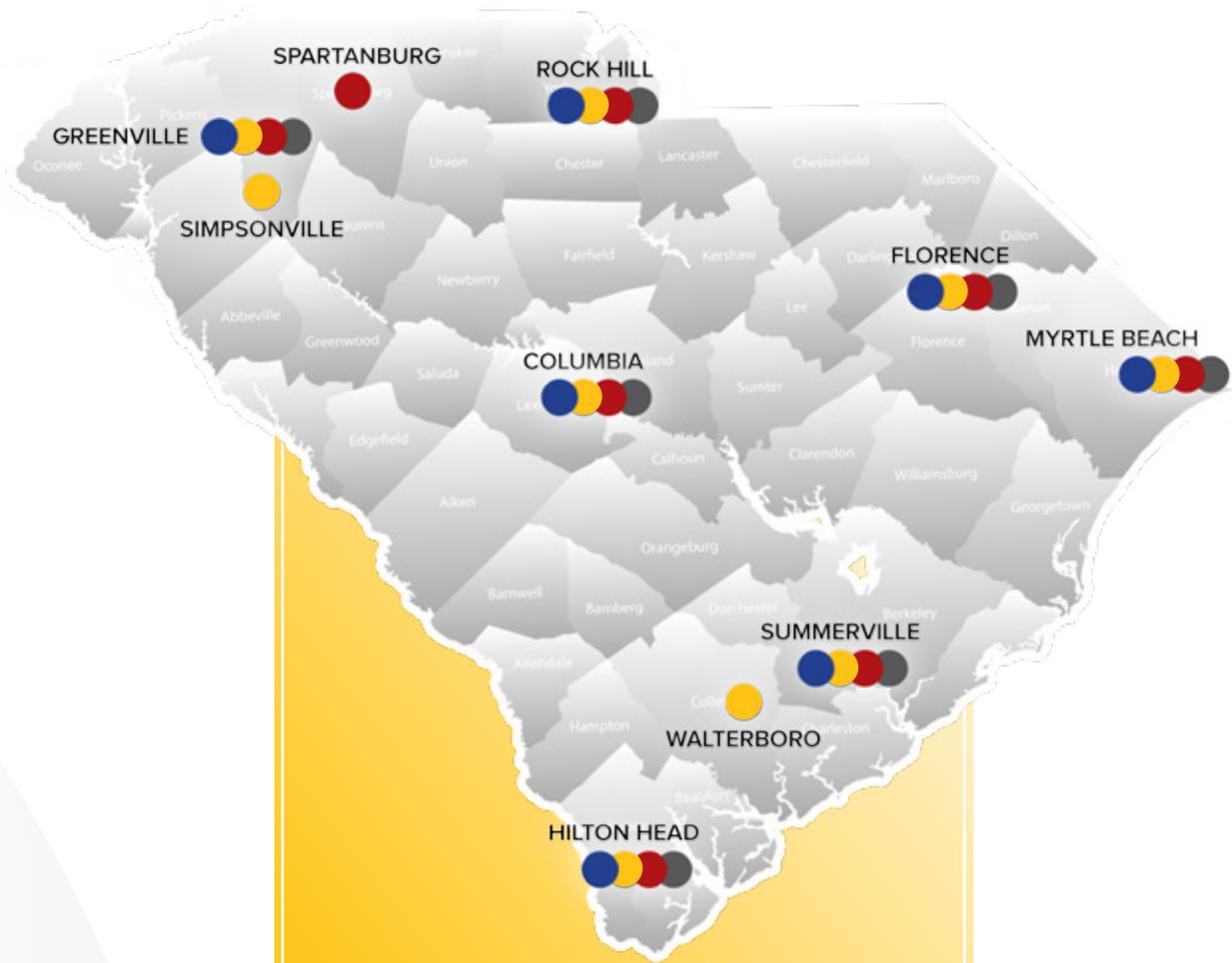
OUR NETWORK INCLUDES:

BlanchardMachinery.com | Construction Equipment Guide | EquipmentLocator.com
 MachineryTrader | My Little Salesman | Assetbuyer.com | Rock and Dirt | MyTractor.com
 ResaleWeekly.com | IronSearch.com | MachineryZone.com | MascusUsedIron.com



YOUR CONVENIENCE IS OUR PRIORITY

WE OFFER OUR SERVICES STATEWIDE



Chat with us at
BlanchardMachinery.com
or call us at _____

1.844.BLANCHARD

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- Power System Services
- Sales Services
- Rental Services
- Truck Services

IN 11/17