



# City of Denton

City Hall  
215 E. McKinney Street  
Denton, Texas  
[www.cityofdenton.com](http://www.cityofdenton.com)

## AGENDA INFORMATION SHEET

**DEPARTMENT:** Procurement  
**ACM:** Christine Taylor  
**DATE:** August 5, 2025

### **SUBJECT**

Consider adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with RDO Equipment Co., for the purchase of landfill compaction software for the Solid Waste and Recycling Department, which is the sole provider of this software, in accordance with Texas Local Government Code 252.022, which provides that procurement of commodities and services that are available from one source are exempt from competitive bidding, and if over \$50,000, shall be awarded by the governing body; providing for the expenditure of funds therefor; and providing an effective date (File 8857 – awarded to RDO Equipment Co., for one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$371,801.00). [The Public Utilities Board recommends approval \(5 - 0\).](#)

### **STRATEGIC ALIGNMENT**

This action supports Key Focus Area: Promote Sustainability and the Environment.

### **INFORMATION/BACKGROUND**

The Solid Waste Department held a demonstration with RDO Equipment Co. of Carlson Software, with the landfill software and hardware. Preliminary results indicate substantial benefits across key operational areas:

- Reduced Working Face Size: The software's automation features have already led to a notable reduction in the required working face size. This translates to significant cost savings in terms of labor, equipment maintenance, and materials.
- Improved Overall Compaction: The software is able to give us daily compaction reports; this data has enabled us to optimize compaction techniques, resulting in a demonstrable increase in overall compaction levels.
- Reduced Soil Usage: Through precise compaction management, the software helps to minimize the amount of cover soil material needed. This direct reduction in soil usage translates to significant cost savings.
- Enhanced Operator Training: The software's historical data and visualization tools are proving invaluable in training new operators. This streamlined training process reduces the time required to bring new personnel up to speed, decreasing operating costs and improving safety.
- Real-Time Data and Reporting: The software allows for the generation of daily compaction reports, providing real-time data. This immediate access to data enables proactive adjustments to optimize

compaction and identify areas for improvement. Previously, the department relied on quarterly reports, which provided insufficient insights for timely decision-making.

- **Downtime Analysis:** The software facilitates the creation of detailed downtime reports. This detailed analysis allows us to proactively identify and address issues, minimizing equipment downtime and maximizing operational efficiency at the working face.

The implementation of Carlson's landfill software and hardware will improve operational efficiency, reduce costs, and enhance safety, ultimately protecting our revenue stream and optimizing landfill operations.

### **Projected Spend**

<b>Description</b>	<b>FY24-25</b>	<b>FY25-26</b>	<b>FY26-27</b>	<b>FY27-28</b>	<b>FY28-29</b>	<b>Total</b>
Payment	\$303,351.00	\$8,662.50	\$8,662.50	\$8,662.50	\$8,662.50	\$338,001.00
Contingency (10%)						33,800.00
<b>Total</b>	<b>\$303,351.00</b>	<b>\$8,662.50</b>	<b>\$8,662.50</b>	<b>\$8,662.50</b>	<b>\$8,662.50</b>	<b>\$371,801.00</b>

Carlson Software Inc. holds a significant patent, US6655465B2, that underpins their compaction solutions, particularly in applications like landfill management. The other patent, US6655465B2, is for the method and apparatus for determining compaction of a landfill. Carlson Landfill software and hardware are a sole source product, manufactured by Carlson Software Inc., sold and distributed exclusively by RDO Equipment Inc.

Section 252.022 of the Local Government Code provides that procurement of sole source commodities and services are exempt from competitive bidding, if over \$50,000, shall be awarded by the governing body.

### **PRIOR ACTION/REVIEW (Council, Boards, Commissions)**

On July 28, 2025, the Public Utilities Board (PUB) recommended this item to the City Council for consideration.

### **RECOMMENDATION**

Award with a contract to RDO Equipment Co., as a sole source supplier, for the purchase of landfill compaction software for the Solid Waste and Recycling Department, in a one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$371,801.

### **PRINCIPAL PLACE OF BUSINESS**

RDO Equipment Co.  
McKinney, TX

### **ESTIMATED SCHEDULE OF PROJECT**

This is an initial one (1) year contract with options to extend the contract for four (4) additional one (1) year periods, with all terms and conditions remaining the same.

### **FISCAL INFORMATION**

These services will be funded from Solid Waste account 660277595.1365.30100. Requisition #170716 has been entered into the Purchasing software system in the amount of \$303,351. The budgeted amount for this item is \$371,801.

## **EXHIBITS**

Exhibit 1: Agenda Information Sheet  
Exhibit 2: Ordinance and Contract

Respectfully submitted:  
Lori Hewell, 940-349-7148  
Purchasing Manager

For information concerning this acquisition, contact: Cody Glover, 940-349-8019.

Legal point of contact: Marcella Lunn at 940-349-8333.