



TO THE HONORABLE MAYOR AND COUNCIL:

DATE: January 27, 2015

SUBJECT: AWARD OF CONTRACT TO ALTEC INDUSTRIES, INC. IN THE AMOUNT OF \$106,182 FOR A 2015 MODEL TELESCOPIC AERIAL TRUCK (VEHICLE REPLACEMENT FUND)

Report in Brief

An aerial truck which is used by the City's tree maintenance crew was purchased in 1993 and has reached the end of its useful life. The purchase of a new aerial truck was included in the Fiscal Year 2014/15 vehicle replacement program.

Staff recommends that the City Council award a contract to Altec Industries, Inc. in the amount of \$106,182 for a 2015 model aerial truck.

Background

Replacement of worn-out vehicles is an on-going effort of the Public Works Department to sustain fleet reliability and ensure vehicle safety. Replacing vehicles at the end of their useful life, 6-15 years of use, saves the City money on maintenance costs, improves reliability, and reduces out-of-commission time.

The City's adopted budget includes the purchase of 42 vehicles in the Fiscal Year 2014/15 annual vehicle replacement program. The City has 245 vehicles in the replacement program. Each of these is projected to be replaced after 6-15 years of use depending on the type of vehicle and operations where the vehicle is assigned. The City's Fleet Manager evaluates each vehicle's condition and maintenance history prior to replacement to insure that a vehicle is not replaced that still has "useful life," regardless of the number of years it has been in service.

The vehicle being replaced is a 1993 Ford F-350 aerial truck. This truck is used heavily by personnel on the tree crew in the Parks Division for trimming trees and performing other aerial work. The truck has operated for twenty years and has reached the end of its useful life because it is no longer maintainable.

Discussion

Staff researched the option of renting an aerial truck rather than purchasing. Using the most economical rental rate staff determined that purchasing would provide a 3-year return on investment; making purchasing more advantageous for the City than renting.

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National Joint Powers Alliance (NJPA) is a public agency service cooperative that serves over 50,000 members. Through national solicitations, they provide the opportunity for members to purchase through nationally leveraged, competitively bid contracts. NJPA contracts offer a multitude of products, equipment, and services to government agencies and non-profit entities. The NJPA, is a Municipal Contracting agency established to allow participating municipal agencies to reduce the cost of procurement by leveraging the benefits of contract purchasing.

All NJPA bid contracts are competitively solicited nationally, reviewed and awarded by the NJPA Board of Directors. NJPA contract purchasing solutions are awarded on the members' behalf. Their contracts bring considerable value and efficiencies to members through nationally leveraged contracted suppliers and access to the highest quality products and brand. Each solicitation and RFP contains language which includes all qualified customers in all fifty states. The City of Concord is a member of NJPA and has used NJPA contracts in the past. A NJPA quote was prepared for the City on January 7, 2015. The price for a new AT37-G telescopic aerial truck is \$106,182 (Attachment A). The pricing is valid for 45 days.

Fiscal Impact

The replacement of this vehicles is included in the Council approved Fiscal Year 2014/15 Annual Vehicle Replacement Program.

Public Contact

Posting of the meeting agenda in accordance with requirements of the Ralph M. Brown Act, California Government Code Section 54950-54963.

Recommendation for Action

Staff recommends that the city council award a contract to Altec Industries, Inc. in the amount of \$106,182 for a new 2015 model aerial truck



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ATTACHMENT A

Opportunity Number: 52066
 Quotation Number: 262604
 NJPA Contract #: 31014
 Date: 1/7/2015

Quoted for: City of Concord
 Customer Contact: Jeff Roubal
 Phone: 925-671-3147 / Fax: 925-689-7294 / Email: Jeff.Roubal@cityofconcord.org
 Quoted by: Leslie Handley
 Phone: 270-505-1543 / Fax: 270-360-0601 / Email: leslie.handley@altec.com
 Altec Account Manager: Don Hildebrandt / 530-219-3373

REFERENCE ALTEC MODEL

AT37-G	Articulating Telescopic Aerial Device (Insulated)	\$86,068
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Per NJPA Specifications plus Options below

(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	AT40-G-BASE	40' Boom Height (AT40-G)	\$1,933
2	AT37-G-EDC	Secondary Stowage System	\$1,112
3	AT37-G-GAS	Gas Engine	-\$4,508
4			
5			

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	RL	COMPARTMENT LIGHTS in Body Compartments (Rope Style) (Per Compartment)	\$510
2	CH	Cone Holder, Fold Over Post Style	\$236
3	CH	Cone Holder, Fold Over Post Style	\$236
4	CG	Cab Guard	\$2,429
5			
6			
7			
8			

NJPA OPTIONS TOTAL: \$88,015

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC		
3	BODY		
4	BODY & CHASSIS ACC		
5	ELECTRICAL	Whelen 700 Series 70A02FAR Strobes, Betts LED Flood Light, 7-Way Trailer Plug	\$2,653
6	FINISHING		
7	CHASSIS	Custom Ford F550 6.8L Triton V10 Gas Engine, 19,000 lb GVWR, Power Package	\$2,390
8	OTHER		

OPEN MARKET OPTIONS TOTAL: \$5,043

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$93,058
 License Fee \$65
 Estimated Sales Tax \$8,375
 Delivery to Customer: \$4,684
TOTAL FOR UNIT/BODY/CHASSIS: \$106,182

(C.) ADDITIONAL ITEMS (items are not included in total above)

1			
2			
3			

Pricing valid for 45 days

NOTES

PAINT COLOR: White to match chassis, unless otherwise specified

WARRANTY: Standard Altec Warranty - One (1) year parts warranty One (1) year labor warranty Ninety (90) days warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer. (Parts only warranty on mounted equipment for overseas customers)

TO ORDER: To order, please contact the Altec Inside Sales Representative listed above.

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than 270-300 days ARO, FOB Customer Location

TERMS: Net 30 days

BEST VALUE: Altec boasts the following "Best Value" features: Altec ISO Grip Controls for Extra Protection, Only Lifetime Warranty on Structural Components in Industry, Largest Service Network in Industry (Domestic and Overseas), Altec SENTRY Web/CD Based Training, Dedicated/Direct Gov't Sales Manager, In-Service Training with Every Order.

TRADE-IN: Equipment trades must be received in operational condition (as initial inspection) and DOT compliant at the time of pick-up. Failure to comply with these requirements, may result in customer bill-back repairs.

BUILD LOCATION: Elizabethtown, KY