



Staff Report

Date: September 27, 2016

To: City Council

From: Valerie J. Barone, City Manager

Reviewed by: Justin Ezell, Director of Public Works

Prepared by: Jeff Roubal, Fleet Manager
Jeff.roubal@cityofconcord.org
(925) 671-3147

Subject: **Considering award of purchase of 2017 model telescopic aerial truck to Altec Industries in the amount of \$116,305. (Annual Vehicle Replacement Fund)**

Report in Brief

The current telescopic aerial truck was purchased in 2006, and it is regularly used by the City's Signs and Markings crew. The truck has reached the end of its useful life. The purchase of a new telescopic aerial truck was assumed in the Fiscal Year 2016/17 vehicle replacement program.

Recommended Action

Staff recommends that the City Council award the purchase of a telescopic aerial truck to Altec Industries, Inc. in the amount of \$116,305.

Background

Replacement of worn-out vehicles and equipment is an on-going effort to sustain fleet reliability and maintainability. Replacing vehicles and equipment at the end of their useful life reduces out-of-commission time, and helps ensure safety. The vehicles and equipment being replaced are no longer economically maintainable.

City vehicles and equipment are scheduled to be replaced after 6-10 years of use depending on type and use. The City has a total of 264 vehicles, of which twenty-seven (27) are assumed to be replaced this Fiscal Year.

Analysis

The vehicle being recommended for replacement is a 2006 Ford F-350 aerial truck. The truck is used heavily by personnel on the Signs and Markings crew in the Infrastructure Division for installing, repairing, replacing and removing signs and performing other aerial work. The truck has operated for more than ten years and has reached the end of its useful life because it is no longer maintainable.

Procurement Process

Concord Municipal Code Section 3.10.080 authorizes the City to participate in cooperative purchasing plans or programs. The City received a quote through the National Joint Powers Alliance (NJPA), which 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 August 30, 2016. The price for a new AT40-G telescopic aerial truck is \$116,305 (Attachment 1). The pricing is valid for 45 days.

Financial Impact

Funding to purchase this vehicle is included in the Fiscal Year 2016/17 annual vehicle replacement program.

Public Contact

The City Council Agenda was posted.

Attachments

1. NJPA Quote dated August 30, 2016



Opportunity Number: 750308
 Quotation Number: 321945-2
 NJPA Contract #: 031014-ALT
 Date: 8/30/2016

Quoted for: City of Concord
 Customer Contact: Jeff Roubal
 Phone: (925) 671-3147 Email: jeff.roubal@cityofconcord.org
 Quoted by: Rhawnie Kraak
 Phone: (707) 693-2578 Email: rhawnie.kraak@altec.com
 Altec Account Manager: Don Hildebrandt

REFERENCE ALTEC MODEL

AT37-G	Articulating Telescopic Aerial Device (Insulated)	\$86,068
--------	--	-----------------

Per NJPA Specifications plus Options below

(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	AT40-G-BASE	40' Boom Height (AT40-G) requires ISO option	\$1,933
2			
3			

(A1.) NJPA OPTIONS ON CONTRACT (General)

1			
2			
3			
4			
5			
6			
7			
8			

NJPA OPTIONS TOTAL: \$88,001

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT	N/A	\$0
2	UNIT & HYDRAULIC ACC	N/A	\$0
3	BODY	Altec Custom Body with Custom Mounting Hardware, Two (2) Recessed D-Rings, Adhesive Strip Lighting, Custom Compartmentation & Custom Ladder Storage	\$8,164
4	BODY & CHASSIS ACC	Custom Sign Rack, Custom Pipe Rack, 50 Gallon Water Tank, Drill Press Stand, Pipe Holder, C-clamp, Tool Storage Tubes, Post Puller	\$3,887
5	ELECTRICAL	Four (4) Custom Strobe Lights - Whelen 700 Series, Dash Mounted Switch, Two (2) LED Remote Spot Lights, 3000 Watt Honda Gas Powered Generator, Two (2) GFCI Receptacles,	\$7,337
6	FINISHING	N/A	\$0
7	CHASSIS	2017 Ford F550 4x2 Gas with Power Package and Running Boards	\$2,292
8	OTHER	Regional Build	\$4,010

OPEN MARKET OPTIONS TOTAL: \$25,690

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$113,691

Delivery to Customer: \$114

TOTAL FOR UNIT/BODY/CHASSIS: \$113,805

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

1	UNIT	Custom Platform Configuration with a Walk-In Door, Unit to be Non-Insulating	\$2,500
2			
3			
4			

****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 **300-330** 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 Govt 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: Dixon, CA