

**CITY COUNCIL COMMUNICATION 98-037
JANUARY 26, 1998 AGENDA**

SUBJECT:

TRUCK BIDS, BID G98-133

SUBMITTED BY:

**JOHN BELLIZZI
PUBLIC WORKS DIRECTOR**

SYNOPSIS –

As part of Bid G98-133 (agenda item 37d), the Public Works Department received bids on four new truck chassis with exchangeable dump box/spreader bodies and snow plows. The bids were received from two equipment dealers (Cedar Valley Freight Line of Waterloo, Iowa, and O' Halloran International located at 3311 Adventureland Drive, Altoona, Iowa). The low bid submitted by O' Halloran International in the amount of \$287,596 after trade-in was reviewed, considered compliant, and recommended by the City' s fleet maintenance contractor, Baker Support Services, Inc. (BSSI).

O' Halloran International offered an optional package of components at an additional cost of \$401 per truck. The manufacturer of one of the components in the optional package, EFCO, located at 1800 NE Broadway, Polk County, has raised concerns regarding quality, operational safety, and preference for local companies. Although EFCO is not a primary bidder, it was determined that their concerns should be reviewed.

FISCAL IMPACT –

Funding for purchase of the four trucks with hooklifts, dump and spreader bodies, and snow plows is provided for in the Equipment Replacement Fund.

RECOMMENDATION –

Staff concurs with the City' s contracted fleet maintenance contractor (BSSI) in their recommendation to award purchase to the low compliant bidder, O' Halloran International, in the amount of \$287,596 after trade-in.

BACKGROUND –

To improve the overall efficiency of operations, in 1993 the Public Works Department purchased five dump trucks with new concept hooklifts capable of quickly exchanging dump bodies with spreading units used for snow and ice control. The technology of hooklifts enables the truck driver to exchange dump bodies for hauling and patching operations with chemical and abrasive spreading units within minutes, rather than hours, when necessary.

In 1993, the recommended and purchased low bid units included four trucks with hooklifts manufactured by EFCO and one truck, which was bid separately because of different hydraulics, with a hooklift manufactured by Stellar Industries, Inc., of Garner, Iowa. Over the last four years, both the EFCO and Stellar hooklift truck components have functioned satisfactorily in terms of quality, performance, maintenance, and safety. Reference checks with other users have confirmed our experience with these two hooklift units. With regard to quality, both suppliers of the hooklift devices (EFCO and Stellar) are major U.S. manufacturers with operational units throughout Iowa and the United States.

Regarding EFCO's local preference concerns, the City's Municipal Code provides for a one percent advantage for primary bidders located within the corporate limits of Des Moines and does not extend to component suppliers to the primary bidders.

A copy of the bid tabulation is attached to the roll call for Agenda Item 37(d).