

---

---

**MEMO**

---

---

**TO:** CHRIS COTTA, PUBLIC WORKS DIRECTOR  
**FROM:** KARL HAGERMAN, UTILITY DIRECTOR *KH*  
**SUBJECT:** PMPL SERVICE TRUCK #20 – AWARD RECOMMENDATION  
**DATE:** 1/9/2024  
**CC:** STEVE GIESBRECHT, BOROUGH MANAGER  
FILE

PMPL is in full support of awarding the purchase of #20, the aerial service truck, to Global (Altec Industries). See below for additional information.

PMPL has been researching and working with vendors for the purchase of this truck since it was approved in the FY24 motor pool replacement budget. Initially, the utility was focused on replacing the current Altec truck with a Terex Hi-ranger truck. This was mostly due to issues that we've had with the upper controls not being reliable during the truck's life cycle with us that we attribute to the Altec method of controlling the bucket with a fiberoptic link to the main body of the aerial unit. We sought pricing for a Terex truck due to its complete reliance on hydraulic controls at the bucket and received good communication from the Terex dealer in Washington state. However, the price offered for a custom truck was not only above our budget (\$256,517.81), but it would take between 17 and 24 months to build.

We circled back to Altec after having excellent luck with a new Alaska-based Altec mechanic that had just moved to Wasilla from the lower 48. He let us know that Altec also provides fully hydraulic trucks in opposition to what we had been told by a salesman in the past. The mechanic also provided information on stock service trucks that could be supplied in much shorter time frames. Consequently, we received a Sourcewell\* quote from Global (Altec distributor) for an AT41M service truck that is their stock offering. The cost was substantially less than the Terex quote and will be delivered at the end of calendar year 2024 (less than 12 months).

For these reasons, PMPL supports a motor pool recommendation to award the supply of an Altec AT41M service truck to Global at a price not to exceed \$187,509.00. Although not precisely a direct replacement for the current truck, the low frills, stock nature of this truck has saved quite a bit of money over a custom-built truck. The department will seek to transfer many bolt-on accessories that are in good condition from the existing truck to the new truck after it arrives on site to get the crew what they need to be efficient in their work. Since the budget for this truck was set at \$230,000, we feel good that we have reduced costs to the benefit of our customers with this purchase.

Please let me know if you have any questions.

\*Sourcewell is a government purchasing agency that solicits competitive pricing for municipal and state governments so that municipalities such as the Petersburg Borough can take advantage of competitive pricing which meets the intent of our local procurement ordinances to purchase the best products at the best pricing possible, and saves considerable time and expense if we were to develop and advertise a bid specification in-house.