

INTEROFFICE MEMORANDUM

TO: CHRIS COTTA, PUBLIC WORKS DIRECTOR
FROM: KARL HAGERMAN, UTILITY DIRECTOR 
SUBJECT: PMPL LINE TRUCKS – AWARD RECOMMENDATION
DATE: 7/24/2024
CC: STEVE GIESBRECHT, BOROUGH MANAGER
FILE

PMPL is in full support of awarding the purchase of #99, the 55' aerial service truck, and #102, the digger derrick, to Global Rental Co., Inc. (Global). See below for additional information.

The 55' bucket truck and digger derrick were purchased in 2010 from Altec. Over most of their lives, they have been dependable and kept in good shape due to the MP preventative maintenance program, Altec support and parking them out of the weather at the Scow Bay pole yard. However, in recent years, the maintenance and reliability of both trucks hasn't been as good as the department would like. Both trucks have had component failures that have taken them out of service for extended periods of time. This puts the department in a tough position when we have critical needs to address or customers waiting for service. We were very happy when the trucks were included in the FY25 budget for replacement. Being able to get 14 -15 years out of these trucks when in the past we've had to replace them consistently at a 10-year interval provides great value to our customers.

After the highly successful purchase of a new, base model service truck through Altec's rental branch, Global, the department reached out to Altec and Global to seek cooperative contract pricing (via Sourcwell) on stock trucks to replace the larger line units. As we saw with the service truck, custom orders of similar trucks would take years to receive, but "stock spec" trucks are available immediately or in the very near future. PMPL values the immediate availability of aerial and digger trucks due to the issues we've had with the reliability of our current units. While there will need to be some options purchased and installed on the trucks to fully meet our needs, these options are not significant and can be funded through remaining line item funds since these trucks' pricing is below budget by quite a bit.

PMPL recommends that awards be made to Global Rental Co., Inc. as follows:

One (1) new, unused Altec AM55 aerial truck, on Freightliner 4x4 chassis for a price of **\$270,079.00**. The spec, quote and photos of the unit have been supplied in a separate email. The approved budget for this purchase is \$350,000.

One (1) new, unused Altec D3060H-TR digger on International 6x6 chassis for a price of **\$355,234.00**. The spec, quote and photos of the unit have been supplied in a separate email. The approved budget for this purchase is \$375,000.

Although you know this very well, it is important to note that the Sourcwell pricing that has been offered by Global is the result of a competitive bidding process that meets the Borough's procurement code requirements.

Lastly, while the dependability of our current trucks is causing the department to seek replacements, there remains significant value in the used market. It is recommended that the old trucks be auctioned off through an online government auction site to receive the highest surplus pricing possible, which will help to further offset the purchase price of the new units. Such a process makes the trucks available to any interested party, whether they are in Petersburg or outside of our community.

Please let me know if you have any questions. Thank you.