

MEMO TO ; Gene Baietto , Purchasing

FROM ; Gordy Paprocki , Fleet

Subject ; Sole Source purchase of a demo 2009 aerial truck

Gene , contained in the 2010 Public Works Capital Equipment budget is a replacement aerial truck which we budgeted \$85,000.00 for . We have been presented with an opportunity to purchase demo unit from Utility Sales and Service Inc. ( USSI ) of Appleton, a vendor which we have been doing business with for quite a few years . USSI is the Versalift aerial equipment dealer for Wisconsin , Versalift represents the lions share of our current aerial equipment in the Public Works fleet so we are very familiar with the product line and are very satisfied with the quality and performance of the equipment as well as the integrity of the dealer .

The demo unit is a 2009 Ford F 450 diesel , 4x4 chassis equipped with a FX brand fiberglass utility body, and a Versalift model T-3100-I insulated telescoping aerial device . We have been quoted a purchase price \$68,000.00 for this unit. This unit meets and in some areas exceeds our specifications , so we would be getting more “ bang for our buck “ here as well as a savings of approximately \$17,000.00 dollars over what we would be looking to purchase in 2010, not to mention the benefits of passing on the Tier IV emission control systems for a year .

Another added value to purchasing this particular unit is that it is four wheel drive which gives us the option of adding a snow plow to it which will allow the Electrical Division to deal with snow fall around the sub-stations in a more timely manner and not rely on any of the other divisions to provide them with equipment to use well after all of their work is completed .

With that being said we believe that it would be in the Departments and the City’s best interest to purchase the afore mentioned aerial truck as quoted from USSI . if you should have any questions or concerns please do not hesitate to contact me directly . Thank you for your cooperation in this matter .