



DEPARTMENT OF PUBLIC WORKS

Michael Pertmer
Director

Gordon Paprocki
Superintendent
Fleet Services Division

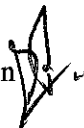
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MEMORANDUM

TO: Gene Baietto, Purchasing

FROM: Gordy Paprocki, Fleet Services Division 

DATE: January 8, 2008

SUBJECT: Sole Source Purchase of Volvo L70F (Rental) Wheel Loader

As they were in 1998, 2003, 2005, 2006 and 2007, Volvo wheel loaders are being held as the benchmark in our fleet today. This again is based on our findings after demonstrating, researching and reviewing current production units from CAT, Deere, Case and Volvo.

Again, areas of comparison and concern include, but are not limited to, tractive effort, physical size, road speed, operating characteristics, ergonomics, operating capacities, special features both standard and optional, serviceability, durability and cost of ownership.

In some areas the Volvos were equal to the others, but in many areas they exceeded expectations in what we currently have in our fleet and other current production equipment we reviewed. We also now have the benefit of eight years of operating experience with our current Volvo loaders. Upon reviewing the maintenance history of our current units, I found them to be the "low cost" leaders in comparison to other loaders in our fleet with nearly the same amount of operating hours. The nearest competitor has over two and a half times as many repair orders written for product related problems as the Volvos did. In addition, the repair orders that were written on the Volvos were for some very minor problems resulting in a very minimal amount of downtime. This I firmly believe to be a testimonial to the serviceability, durability and low cost of ownership attributes of the Volvo loaders.

Another area of major concern that has surfaced in recent years is noise emissions, not only the operator's exposure, but employees working around the machine as well. The Volvo loaders are exceptionally quiet operating machines, for not only the operator, but also for personnel working in the general vicinity of the loader and the public as well. The noise exposure level from these machine are so low that Dave Wepking, our Safety and Training Coordinator, has recommended the consideration of continuing to purchase Volvo loaders based solely on this information.

The other units reviewed came in at LWA 106 to 108 DBA, and currently only Case offered any type of an optional sound suppression kit, which brought the exterior noise level down to LWA 101 DBA. Current interior sound pressure on all except Volvo was running from LPA 85 to 87 DBA, our older Volvo L70D and L90D are at LPA 80 DBA, the 2005 L70E is at LPA 74 DBA, and the 2006 and 2007 L70E's at LPA 70 DBA. The current production 2008 L70F is at LPA 68 DBA, the quietest machine in the industry.

In the department's 2008 equipment replacement budget, we have \$114,000.00 earmarked for a 2.75 cubic yard wheel loader. Once again a unit has been made available to us from Aring Equipment, our local Volvo dealer. I have provided you with a quotation, which shows all of the detailed information on this unit, and some comparable units sold to municipal agencies in recent history. As you can see, this is an exceptional deal for the city. So with all this said and done I also recommend that it would be in the City's best interest to purchase this loader as quoted. If you should have any questions or concerns please do not hesitate to contact me.

GP/djk

cc: M. Pertmer