



DEPARTMENT OF PUBLIC WORKS

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**MEMO TO:** Gene Baietto, Purchasing

**FROM:** Gordon Paprocki, Fleet Service

**DATE:** October 12, 2010

**SUBJECT:** Sole Source Purchase of a Factory Demo  
Truck Mount Asphalt Patcher.

Included in the 2010 Capital Equipment budget for the Public Works Dept. is \$ 50,000.00 for purchase of a replacement asphalt patching unit. In talking with the user division of this equipment as to what their needs are and what they would like to see as far as changes to the current equipment goes we agreed to at the very least replace the out going unit with the same arrangements in terms of the material unloading system, tack system and solvent system they would however prefer to consider a change in the material heating system. After some research into what was available in the market place I offered up three suggestions; a stand-alone electrically heated unit, a diesel fuel fired unit and a propane-fired unit. The first choice was the stand alone electric unit, after taking a look at this unit and getting a verbal quotation we found that the truck chassis that we are recycling would require considerable costly modifications to mount this unit and the cost of the unit it self exceeded our budget by \$ 20,000.00 +, so that unit was out of the question. Moving on to the next choice the diesel fired unit which is the method of heating used in the demo unit that we are requesting to purchase. Diesel in this application is a very convenient source of fuel since it is the same source of fuel that the chassis uses, so it requires no modifications to the truck as the electric system would or any additional mounts and handling requirements as propane would, it is virtually transparent to the operator as it is tied into the vehicles fuel system requiring no additional attention from the operator, it also burns clean and offers us the most bang for our buck as thermal efficiency goes.

As we have done in the past we considered used or demo equipment as an alternative to new in an ongoing effort to save money, one of our local vendors made us aware of a factory demo unit that became available which would fit our needs and application very well. After reviewing the spec' and pricing of the unit we agreed that it would indeed work for us. The pricing on the unit as it is offered will afford us a savings over new of approximately \$ 6500.00 and a savings of \$10,000.00 of what was budgeted for this replacement equipment. The unit will be completely mounted on our donor chassis and fully functional upon delivery and even though it is a demo unit it will carry a full warranty as if it were brand new. With this being said we recommend that it would be in the Department's and the City's best interest to purchase the Factory demo Spaulding asphalt patch unit as quoted by Bruce Municipal Equipment. If you should have any questions or concerns please contact me directly, once again thank you for your cooperation in this matter.