



James Leu
Superintendent
Fleet Services Division
414.302.8810
jleu@westalliswi.gov

MEMORANDUM

To: Robert Barwick, Purchasing

From: Jim Leu, Fleet Services

Re: Cooperative Purchase Agreement through National Joint Powers Alliance (NJPA)

Date: November 15, 2017

This is a memo to request the budgeted purchase of a single axle, 43,000 GVW International dump, plow, spreader truck. This unit will replace a 16 year old Freightliner that has served the City very well through the years. Age and use have taken its toll and it's time to retire this unit from the DPW fleet. The replacement unit will be a front line plow and salt spreader truck. This unit incorporates many enhancements that will extend its service life and allow the operator to be more efficient.

That being said and with the assistance of Robert Barwick in our Purchasing Department, a combination of cab and chassis from Lakeside International for \$92,175 was selected along with a 10 yard dump/plow body from Monroe Truck Equipment for \$59,480. Both vendors are members of the National Joint Powers Association (NJPA). The NJPA works for government and municipal agencies to negotiate the very best pricing with vendors across the country. Pricing was also compared (as standard practice) with other local vendors verifying that the combined price of \$151,655 is the best value for the DPW Streets Division and the City of West Allis. That being said, with the strong vendor support and the proven product reliability, I recommend the budgeted purchase of the International/ Monroe tandem dump/plow truck for the Streets Division. If there should be any questions or concerns, you may contact me anytime.

Jim Leu
Fleet Services Superintendent