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CITY OF WEST ALLIS
PURCHASING DEPT

MEMORANDUM

DEPARTMENT OF PUBLIC WORKS

Michael G. Lewis
Director

Gordon Paprocki
*Superintendent
Fleet Services Division*

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TO: Gene Baietto, Purchasing
FROM: Gordy Paprocki, Fleet Services
DATE: August 3, 2011
SUBJECT: Sole Source Purchase of Regenerative Air Sweeper

Within the 2011 Capital equipment budget for the Storm Water Utility is \$200,000.00 designated for the purchase of a regenerative air street sweeper. This unit will be replacing a mechanical street sweeper which has reached it's economic life cycle and by mandate of the Clean Water Act must be replaced with a sweeper that meets PM-10 standards for dust emission, which mechanical sweepers do not. In 2008 we purchased our first regenerative air sweeper. At that point in time we did a great deal of research into the types of PM-10 compliant sweepers and found that in our operation the regenerative air machines performed the best and out of those few manufacturers the Elgin Crosswind met all of our expectations which included but was not limited to ease of use and maintenance, operator acceptance, noise emissions, air discharge, heavy material pick up (including wet and dry leaves) and parts/service availability. All the same still holds true today, nothing has changed in regards to the sweeper portion of the unit. The only things that have changed however are the exhaust emission control devices related to the chassis engine. We are now dealing with DPF and DEF systems on this type of equipment as well, along with all of the maintenance issues and added cost that goes with them, no more side stepping those issues.

Once we had determined which sweeper to buy in 2008 we then looked at how we could save some money on the purchase. One option offered to us was to buy the factory demo unit which made all of the sense in the world at the time, so we did. We are once again presented with that option although the savings this time will not be as dramatic as it was in 2008, but we would save some money none the less. This is a new 2011 unit which if quoted (bid) to us would be priced at \$197,034.00, with a few demo hours and miles on it is being offered to us at a discounted price of \$187,034.00, a savings of \$10,000.00. I have also been provided with some comparable bids on similar units and they range in price from \$198,770.00 to \$198,950.00. Based on this information I feel confident that the pricing on this demo unit is fare and reasonable. I therefore recommend that it would be in the Department's and the City's best interest to move forward and purchase this demo Elgin sweeper from Bruce Municipal Equipment as quoted. If you should have any questions or concerns please feel free to contact me directly.