



MEMORANDUM

**TO:** Gene Baietto, Purchasing  
**FROM:** Jim Leu, Fleet Services  
**DATE:** December 28, 2012  
**SUBJECT:** REQUEST FOR SOLE SOURCE PURCHASE OF RECYCLING CAB AND CHASSIS

Do to the loss of our recycling truck from fire damage in August I am requesting we do a sole source purchase of a Peterbilt 320. The funding for the unit has already been received from our insurance company.

The Peterbilt 320 gives us the flexibility (snow plowing), reliability (25 years of use in the city), and uniformity which speeds repairs and lowers inventory parts costs. The Peterbilt 320 has been the work horse for our refuse/plow fleet from 1988 to the present. During that time the 320 has proven its self over and over again. The features that make the 320 stand out are as follows. The 320 has an all-aluminum cab, which as you know corrosion is our biggest problem, and has held up against the elements extremely well through the years. The competition uses all steel for their cabs which also adds weight and shortens its life span due to corrosion. 320's are equipped with Peterbilt Air Trac Suspension which gives the operator a very smooth ride yet offers the durability needed when making tight turns in and out of alleys under a full load. Other manufacturers use all leaf spring suspension which can and will fatigue and break. The 320 has one of the lowest entry steps into the cab of all manufactures which means less chance of injury and a more productive work force. As we all know snow plowing is a major concern and the Peterbilt 320 separates its self from the competition with its frame and cab design. Peterbilt has special frame extensions which allow us to install our plow mount and keep our overall chassis length within spec to handle the challenging plow conditions of the metro area. Other truck manufactures are too long and can't match the maneuverability of the 320 for all our application. The unique cab design allows the cab to tilt up to 65 degrees forward over the plow hitch, other units you have to disconnect the plow hitch which makes it very difficult to service the unit. Peterbilt parts and service is a major advantage, their service and parts are open 24/7, 5 days a week and their parts warehouse is located in Rockford ILL. which means we have parts the next day or sooner if need be. Peterbilt features Cummins engines which are handled by several other truck dealerships in the area meaning still another avenue for parts and the best price. Other manufacturers like Mack sell only their own proprietary engine which means you have to buy all parts from a Mack dealer. You pay premium price for everything unlike Cummins that has its own distributor in Oak Creek plus all of the other options for parts and service in the area. That being said, with the proven 25 year history of use with the city of West Allis the Peterbilt 320 is definitely the cab and chassis of choice for this application.

cc: M. Lewis