



**James Leu**  
Superintendent  
Fleet Services Division  
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## 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 64,000 GVW International tandem dump/plow truck for the Water Utility Division. This unit will be replacing a 15 year old tandem that has served the Utility very well through the years. This unit, however, has come to the end of its useful life cycle. This new, budgeted tandem will be the front line unit for the Water Utility. Spec'd to operate in the most severe weather conditions, this unit will carry the Utility well into the future.

With the assistance of Robert Barwick in our Purchasing Department, a combination of cab and chassis from Lakeside International for \$120,475 was selected along with a 14 yard dump/plow body from Monroe Truck Equipment for \$56,206. 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 with other local vendors verifying that the combined price of \$176,681 is the best value for the Water Utility 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 Water Utility Division. If there should be any questions or concerns, you may contact me anytime.

Jim Leu  
Fleet Services Superintendent