



TO: Gene Baietto, Purchasing
FROM: Jim Leu, Fleet Services
DATE: December 27, 2012
SUBJECT: REQUEST FOR SOLE SOURCE PURCHASE OF A HEIL 40/60
RECYCLING REFUSE BODY

This memo is to request the purchase of a Heil DuraPack 4060 split body recycling unit. This unit is to replace the recycling truck damaged in the fire in the Fleet Services garage in August of this year. The funding of this vehicle comes from the settlement reached with the insurance company.

The Heil Company was started back in 1901 in Milwaukee and since then has grown to be a worldwide leader in refuse collection. The features that make the Heil 4060 the unit of choice are as follows. The Heil has a curved body shell which makes it stronger than the competition and with our financial situation stronger means lasts longer which is very important. Heil uses 80,000 PSI and 150,000 PSI steel versus 50,000 PSI steel for the competition, once again stronger means longer. Heil packs up to 1000 pounds per cubic yard vs. 750 and Heil's hopper capacity is 1.4yd (street side) and 1.9 yd. (curb side) vs. 1.3 (street side) 1.5 (curbside) this means fewer pack cycles, less wear, and less fuel used. Heil uses a tandem vane hydraulic pump which allows the user to cycle both refuse sides at the same time once again more efficient vs. the competition which uses a single gear pump. Heil uses fully sealed electronic controls on each side which allows the operator to oversee the packing operation of each side unlike the other manufacturers. Now the most important item is that Heil is sold and serviced right here in Menomonee Falls by Bruce Municipal Equipment. Through the years the City of West Allis has bought many pieces of equipment from Bruce Equipment and has had stellar service from them and their support staff. We all know how important service is and to have sales, service and training right here is of tremendous value. Combine service and the design features that separate the Heil DuraPack 40/60 from the competition and with no doubt the Heil is the right choice for The City of West Allis.