



REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604
www.CityofSacramento.org

CONSENT
April 29, 2008

Honorable Mayor and
Members of the City Council

Title: Contract: Purchase of Boom Trucks

Location/Council District: Citywide

Recommendation: Adopt a **Resolution** authorizing the City Manager or the City Manager's designee to award and execute a contract with Terex Utilities, Inc. for the purchase of up to four boom trucks in an amount not to exceed \$634,000.

Contacts: Keith Leech, Fleet Manager, 808-5869

Presenters: Not applicable

Department: General Services

Division: Fleet Management

Organization No: 3259

Description/Analysis:

Issue: The Department of General Services, Fleet Management Division, has a customer requirement to purchase replacement boom trucks for the Department of Transportation, Urban Forest Services Division. These vehicles are used for tree care and maintenance and will replace older units that have reached the end of their useful lives.

Policy Considerations: The recommendations in this report are in accordance with the provisions of City Code Section 3.56 and the Fleet Sustainability Policy adopted by City Council on October 23, 2007.

Committee/Commission Action: Not applicable

Environmental Considerations: The current proposal involves the purchasing of City vehicles. The proposal is not a 'project' in accordance with Section 15378

(b) (2) of the California Environmental Quality Act Guidelines. The proposal involves a continuing administrative activity. Therefore, as determined by the City's Environmental Services Planning Manager, no environmental review is necessary.

Fleet Management is committed to providing its customers with alternatives to traditionally fueled vehicles whenever practical. In developing the specifications for this bid, Fleet Management requested additional quotations for hybrid electric versions of these vehicles. Staff determined that the incremental cost difference for hybrid vehicles is over \$68,000 per truck and is not considered to be cost effective given that the cost difference is greater than the projected savings from the use of hybrid vehicles.

The vehicles that will be purchased under the recommended contract are 2008 or newer model year diesel powered trucks and are California Air Resources Board and United States Environmental Protection Agency certified. Model year 2008 heavy duty diesel engines feature 96% reduction of particulate matter and 90% reduction of nitrogen oxides when compared to the vehicles they will replace.

Rationale for Recommendation: In support of the Urban Forest Services Division, the Department of General Services, Fleet Management Division has a need to purchase up to four vehicles to replace older units. These older units have exceeded their useful lives and have been experiencing unusually high maintenance costs and excessive downtime.

In February 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181049 for the purchase of boom trucks. Two bids were received. The lowest responsive and responsible bidder for all three bid schedules was determined to be Terex Utilities, Inc. A summary of the bid results is provided in Attachment 1.

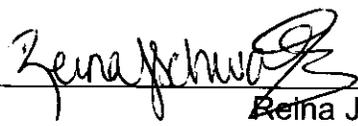
Financial Considerations: Sufficient funds for the purchase of up to four boom trucks in an amount not to exceed \$634,000 are available in the Department of General Services, Fleet Management FY2007/08 operating budget, as well as the FY2007/08 operating budget (General Fund, Fund 1001) of the Department of Transportation, Urban Forest Services Division.

Emerging Small Business Development (ESBD): Terex Utilities, Inc. is not certified as an emerging or small business enterprise. For the most recent complete fiscal year (FY2006/07) the Department of General Services achieved an ESBD percentage of 62%.

Respectfully submitted by:



Keith Leech
Fleet Manager

Approved by: 
Reina J. Schwartz
Director, Department of General Services

Recommendation Approved:

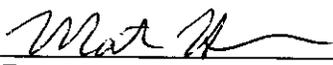
Don 
Ray Kerridge
City Manager

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Attachment 1

BID RESULTS - BID NO. B081181049

Bidders:	Terex Utilities, Inc.	Altec Industries, Inc.
Section I (2) 65-foot boom truck w/ chip bed	\$ 270,892.00	\$ 288,530.00
Section II (1) 74-foot boom truck w/chip bed	\$ 153,858.00	\$ 162,173.00
Section III (1) 74-foot boom truck w/utility bed	\$ 162,934.00	\$ 171,971.00
Sub Total	\$ 587,684.00	\$ 622,674.00
Sales Tax	\$ 45,545.51	\$ 48,257.24
5% E/SBE Preference	None	None
1% City Limit Preference*	< \$ 5,876.84 >	None
Early Payment Discount	None	None
Total Bid Evaluation	\$ 627,352.67	\$ 670,931.24

* For bid evaluation purposes only, not a payment discount.

Award of Contract To:

Terex Utilities, Inc.
 1143 Blumenfeld Drive
 Sacramento, CA 95815

Using Department: Department of Transportation

Total Contract Amount: \$634,000.

No. of E/SBE
 Bids Solicited
 0

No. of E/SBE
 Responses
 0

Award to
 E/SBE Vendor?
 No

RESOLUTION NO. 2008-XXXX

Adopted by the Sacramento City Council

April 29, 2008

AWARD CONTRACT FOR THE PURCHASE OF BOOM TRUCKS

BACKGROUND

- A. The Department of General Services, Fleet Management Division, has a customer requirement to purchase up to four replacement boom trucks for the Department of Transportation, Urban Forest Services Division. These vehicles will be used to replace older units that have reached the end of their useful lives.
- B. In February 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181049 for the purchase of boom trucks. The lowest responsive and responsible bidder for all three bid schedules was determined to be Terex Utilities, Inc.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. The City Manager or the City Manager's designee is authorized to award and execute a contract with Terex Utilities, Inc. for the purchase of up to four boom trucks in an amount not to exceed \$634,000.