

**COUNCIL ACTION FORM**

**SUBJECT: PUBLIC WORKS UTILITY MAINTENANCE COMBINATION JETTING AND VACUUMING TRUCK AND ACCESSORIES**

**BACKGROUND:**

The City has one combination jetting and vacuuming (jet/vac) service truck, operated by Public Works for maintenance of the underground sanitary and storm sewer systems. This truck is equipped with a high-pressure water jet at the end of 800 feet of hose. This water jet is used to clear sewer line blockages and cleaning of sewer pipes. This allows Public Works to maintain almost all of the lines in the system. The jet uses up to 80 gallons per minute of water as it clears the sewer line, and the vacuum feature captures and safely contains the contaminated water for proper handling. This essential truck is due for replacement in the 2019/20 fiscal year.

The City requested proposals from qualified vendors for a new jet/vac truck, and offered vendors the option to accept the City's existing 2010 jet/vac truck as trade-in. There were eight proposals received to provide a new jet/vac truck, and accessories. All vendors included an offer for the trade-in.

Proposals were received as follows:

Vendors	Chassis Year/Make/Model	Jet/Vac Make/Model	Evaluation Score	Proposed Base Price	Trade-in Offer	Total Cost
RED	2019 Western Star 4700 PRL-18T	VacCon/ with Fan	2455.02	\$385,243.00	\$120,000	\$265,243.00
Elliott	2020 Freightliner 114SD	Camel MaXX/ PD Pump	2453.90	\$364,301.00	\$112,000	\$252,301.00
RED	2019 Western Star 4700 PRL-18T	VacCon/ with PD Pump	2323.22	\$413,000.00	\$120,000	\$335,319.00
RED	2019 Freightliner 114SD	VacCon/ with Fan	2322.00	\$367,663.00	\$120,000	\$247,663.00
RED	2019 Freightliner 114SD VacCon	VacCon/ with PD Pump	2259.45	\$395,420.00	\$120,000	\$293,000.00
Municipal Pipe	2021 Freightliner 108SD	VacAll/ with PD Pump	2186.82	\$395,319.00	\$60,000	\$275,420.00
Mid Iowa	2020 Freightliner 114SD	Sewer Equipment/ with PD Pump	2058.06	\$440,983.00	\$70,000	\$370,983.00
Mid Iowa	2020 Freightliner 114SD	Sewer Equipment/ with PD Pump	2048.33	\$405,175.00	\$70,000	\$335,175.00

**The process utilized for this purchase is different than most Fleet purchases where a specification is written and then award is given to the low bid. Due to the complexity of the machines in this category it was determined that a request for proposal would allow for a better machine being provided, lower costs, and shorter delivery times.**

Evaluation criteria included; vendor experience, delivery lead time, equipment operations, safety, maintenance, operating costs, service, warranty, and cost. The evaluation team consisted of members of Public Works Operations and Fleet. **Based on the criteria there are several factors that led to RED Equipment having the highest score. Some of these items were the power of the chassis, the fan type vacuum which is more efficient, the unit is much quieter at the operator's station, estimated fuel usage is lower, the delivery time was half of the next unit (60 days versus 120 days), and RED Equipment is a factory owned dealership which will allow greater access to parts and service. Public Works Utility staff was able to field test comparable units and determined that the fan style vacuum was the most efficient in the field.**

After selecting the vendor, there was the opportunity to make slight modifications of the unit including changing the rear door to a flat design, deleted the standard reel and decant system, adding winter circulation, rear splash guard, heavy duty vacuum elbow, and long tool storage. These changes will result in adding \$4,594 to the cost.

Extended 5 year warranty for the Triplex Jet pump added a \$2,500 one-time cost.

Base Price for the Western Star VacCon with Fan	\$ 385,243
Price for added features	4,594
<u>5 year extended Triplex pump warranty</u>	<u>2,500</u>
<b>Total cost for the Jet/Vac Truck</b>	<b>\$ 392,337</b>

**Funding is available for this purchase as follows:**

Existing Unit Escrow	\$233,593
Salvage Value City's Truck (Trade-in)	\$120,000
<u>Escrow Balance Excess from Camera Van</u>	<u>\$ 93,814</u>
<b>Available funding</b>	<b>\$447,407</b>

**ALTERNATIVES:**

1. Award a contract to RED Equipment of Kansas City, MO as the best evaluated value for the proposed Western Star chassis with the VacCon Jet/Vac as negotiated for the total price of \$392,337 and accept RED Equipment's trade-in offer of \$120,000 for the City's existing jet/vac truck, making the net cost \$272,337.
2. Award a contract to one of the other bidders.
3. Reject these proposals.

**MANAGER'S RECOMMENDED ACTION:**

Staff from Fleet Services and Public Works have evaluated these proposals and agree that the negotiated proposal for the Jet/Vac Truck from RED Equipment of Kansas City is the best value for the City in terms of cost in combination with service.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.