

ITEM #: 16
 DATE: 03-26-24
 DEPT: Fleet Services

COUNCIL ACTION FORM

SUBJECT: PURCHASE OF FOUR CHASSIS FOR PUBLIC WORKS SNOWPLOW DUMP TRUCKS; FLEET REPLACEMENT PROGRAM

BACKGROUND:

Public Works operates 12 dump trucks for snow and ice control during winter months and for street and utility work at other times of the year. Seven trucks are medium-duty single-axle, and five are heavy-duty tandem-axle trucks. These trucks operate year-round as an essential component for Public Works to successfully maintain the City’s streets, utilities, and public areas.

Two tandem-axle trucks are scheduled for replacement in FY 2025/26 and two are scheduled for FY 2026/27. These four trucks are equipped with a stainless-steel dump body, tailgate mounted spreader, pre-wet brine system, underbody plow, wing plow, front plow, hydraulic control system, telematic system for real-time tracking of plow/spreader status & vehicle location, and a laser wing plow guide. The new trucks will contain a biofuel fuel management system. The City’s snowplow trucks use 100% biodiesel (B100) as the primary fuel source throughout the year. The use of biodiesel by the snowplow trucks has reduced the overall City fleet’s diesel carbon emissions by over 25% annually.

Due to the current state of vehicle manufacturing, an estimated lead time for a new chassis can be 20 months or longer. Due to the extended lead times, staff is proceeding with replacing all four at once to ensure the advantage of having similar trucks.

Chassis Bids:

Staff solicited bids from truck chassis dealers for the four heavy-duty tandem-axle truck chassis, and separate pricing from truck builders (upfitters) to build the chassis into snowplow dump trucks.

Trivista Companies of Altoona, IA was the only bidder for four tandem-axle truck chassis:

Year / Make Model	Base price per Chassis	Total Price for Selected Feature Options**	Price per Bio-Fuel System	Price per Chassis with Bio-Fuel System and Selected Features	Total Cost for Four Chassis each with a Bio-Fuel System
2025 International HV507	\$125,851	\$168	\$21,086	\$147,105	\$588,420

**Staff has selected four feature options to include: 1) Wipers go to slowest intermittent speed when parking brake is set, 2) Headlights come on when the wipers are turned on, 3) Pre-trip light inspection switch to automatically cycle through the light while the driver walks around the truck and inspects, and 4) Parking brake alarm system sounds the horn if the driver’s door is opened and the parking brake is not set.

Upfitting Bids:

Three bids were received for upfitting the chassis. It was determined that two bids were acceptable. The table below provides the estimated per-truck cost for the upfitting, and the estimated total cost per truck (chassis plus upfitting) based on the bid amount from Trivista, above:

Vendor	Build & Equipment for One Truck (estimate)	One Complete Snowplow Dump Truck (estimate)
Hiway Truck Equipment Co. of Fort Dodge, Iowa	\$173,256	\$320,361
Henderson Truck Equipment of Manchester, Iowa	\$176,824	\$323,929

It is important to note that due to the extended lead times of the chassis, vendors are unable to guarantee their prices for upfitting. Therefore, staff has determined that it will be more appropriate to bid the upfitting when chassis are actually in production to solicit guaranteed pricing from upfitters.

To estimate the total cost of the complete upfitted chassis, therefore, the lowest cost of upfitting is used, which is the estimate of \$173,256 per truck from Hiway Truck Equipment Co. of Fort Dodge.

Total Cost of Completed Chassis:

	<u>Per Chassis</u>	<u>Total for 4 Chassis</u>
HV507 Tandem-Axle Chassis	\$147,105	\$588,420
<u>Chassis Upfitting</u>	<u>\$173,256</u>	<u>\$693,024</u>

Total Estimated Cost for 4 Complete Chassis **\$1,281,444**

Upon review of the chassis bid, Public Works and Fleet staff determined the bid received from Trivista of Altoona, IA for four 2025 International HV507 Tandem-Axle Chassis with the Selected Options and Biodiesel Fuel System for a total of \$588,420 meets the City’s minimum specification and is acceptable. Delivery is expected late 2025 or early 2026. Once the delivery date of the new chassis is better known, bids will be solicited for firm pricing to build these new chassis into snowplow trucks. It is anticipated that this will take another six months.

Funding is available for this purchase as follows:

Replacement Fund Escrow balance as of February 1, 2024	\$ 704,070
Replacement Fund Contributions through 2/1/26	\$ 238,300
Salvage Value of Equipment	\$ 102,250
<u>Operating Department Contributions</u>	<u>\$ 245,380</u>
Total Funding Available	\$1,290,000

ALTERNATIVES:

1. Award a contract to Trivista Companies of Altoona, IA for four (4) 2025 International HV507 Tandem-Axle Chassis with the Selected Options and Biodiesel Fuel System for a total of \$588,420.
2. Reject the bid from Trivista Companies and direct staff to research alternatives.

CITY MANAGER'S RECOMMENDED ACTION:

Staff from Fleet Services and Public Works have evaluated the bid and agree that the bid from Trivista Companies of Altoona, IA is the best value for the City and will provide exceptional service at the best cost. It is important to initiate this purchase now to account for the long lead times involved in the delivery of the trucks. A separate action will be brought to the City Council at a later date to award the upfitting contract. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.