

City Council – Action Request Form

Date: May 14, 2024

To: Mayor, Mayor Pro Tempore and Members of the City Council

From: Aaron King, Assistant City Manager
 Stevie Dulin, Sanitation Director
 Angus Thomas, Interim Fleet Services Director
 Darren Redfield, Purchasing Director

Council Action Requested:

Resolution Awarding Purchase Order for Scow Bed Dump Trucks

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

The Curbside Division of the Sanitation Department budgeted to purchase eleven scow bed dump trucks as replacements for vehicles that meet or exceed Fleet replacement criteria. These trucks are used for curbside collection citywide. See Exhibit A for replacement information.

City/County Purchasing advertised a formal bid, and two bids were received for the purchase of eleven scow bed dump trucks meeting bid specifications on March 19, 2024, as follows:

	<u>City/State</u>	<u>Price Each</u>	<u>Price for 11</u>
Velocity Truck Center	Greensboro, NC	\$129,743	\$1,427,173
All Roads Kenworth-Mardela	Mardela Springs, MD	148,959	1,638,549

After bids had closed, Fleet Services requested to add a twelfth unit to the purchase. Terms of the original bid allow the purchase of additional vehicles meeting the same specifications, at the same or better price, for a period of 12 months from the bid date. Velocity Truck Center agreed to sell an additional unit for the same bid price.

To lock in the order while waiting for the formal award to be made, City staff provided Velocity Truck Center with a Letter of Intent to purchase. On April 10, Velocity Truck Center informed city staff that the delayed award made it doubtful that trucks with the City-specified transmission would still be available, and if not, would the City accept another transmission at an increased cost. Fleet Services does not want to alter the specifications. Additionally, Velocity Truck Center could only commit to six order slots in 2024, with the rest for 2025.

As a backup plan, City staff contacted All Roads Kenworth-Mardela regarding equipment availability per bid specifications, and the bidder offered assurances that they could deliver twelve trucks per bid specifications at the bid price.

Committee Action:

Committee _____ **Action** _____

For _____ **Against** _____

Remarks: _____

Based on the uncertainties with the low bidder, staff is recommending award to All Roads Kenworth-Mardela for the purchase of twelve 2025 Kenworth T-280 chassis with Godwin scow bed dump bodies at a cost of \$148,959 each, and a total cost of \$1,787,508.

The FY 2023-24 capital equipment budget includes sufficient funds for this purchase, which will be financed through the City's internal leasing program.

There are no known area M/WBE companies that sell this equipment. See Exhibit B for a complete list of bidders who received notice of the opportunity and the Workforce Demographics of the recommended vendor.