



Purchasing Department

Sam J. Aiello, C.P.M.
Purchasing Agent

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Honorable Mayor John Dickert and the
Members of the Common Council
730 Washington Avenue
Racine, WI 53403

November 1, 2011

Ladies and Gentlemen:

Bids were taken for Official Notice #15, ONE (1) 33,000 GVW TRUCK CHASSIS,
WITH 46 FOOT WORKING HEIGHT INSULATED AERIAL UNIT in the office of the
Purchasing Agent on Monday, October 24, 2011 at 10:00 A.M. CDT. Bids were as
follows:

<u>Bidder</u>	<u>Item Bid</u>	<u>Cost</u>	<u>Trade-In</u>	<u>Net Bid</u>
Utility Sales & Service Appleton, WI	Versa Lift w/IH4400	\$181,313.00	\$10,395.00	\$170,918.00
Dueco, Inc. Waukesha, WI	Terex Hi-Ranger T141	\$193,058.00	\$8,000.00	\$185,058.00
Altec Industries, Inc. Creedmoor, NC	AT40P w/IH4400	\$170,015.00	\$8,500.00	\$161,515.00

These bids have been reviewed with Nick Becker of DPW Equipment Maintenance.
It is recommended that this bid be awarded to Utility Sales & Service. at their net bid of
\$170,918.00 they being the low responsive, responsible bidder. Funds for this purchase
are available in account 991.590.5030, Street Lighting, Bucket Truck.

Respectfully Submitted,

Sam J. Aiello
Purchasing Agent

Cc: Mark Yehlen
Nick Becker
Debbie Schweitzer



**CITY OF RACINE
DEPARTMENT OF PUBLIC WORKS
EQUIPMENT MAINTENANCE DIVISION**

MEMO

TO: Sam Aiello

CC: Tom Eeg

FROM: Nick Becker
DPW Equipment Maintenance Division

RE: Official Notice #15 Recommendation

DATE: November 1, 2011

I have reviewed the Bidder's Proposals submitted for Official Notice #15. It is my recommendation that we purchase the 2012 International 4400 SBA 4X2 with the Versalift model VST-401 Aerial Device from Utility Sales and Service. The price would be \$181,313. Trade value of \$10,395 was offered, so the total acquisition cost would be \$170,918.

Altec Industries, Inc was the lowest bidder. However, did not comply with several critical specifications. The warranty and servicing proposal submitted was also not compliant with the specifications.

Funds are available in account 991.590.5030. Should you have any questions or concerns with this recommendation please feel free to contact me.