



## **CITY OF SALINAS COUNCIL STAFF REPORT**

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**DATE:** OCTOBER 24, 2017  
**DEPARTMENT:** PUBLIC WORKS  
**FROM:** LARRY ODA, MAINTENANCE SUPERINTENDENT  
**TITLE:** URBAN FORESTRY EQUIPMENT ACQUISITION 2017

### RECOMMENDED MOTION:

The recommended motion is to approve a resolution to approve the purchase of a 55-foot aerial lift for \$171,335.01 and lease financing agreement with PNC or similar financing company selected by the Finance Director.

### RECOMMENDATION:

It is recommended that the Salinas City Council authorize the City Manager, or his designee, to execute an Interlocal Contract purchase under the National Joint Powers Alliance (NJPA) Intergovernmental Cooperative Purchase Program and approve the purchase of an Altec Model LR7-56 articulating, over-center aerial lift on a Freightliner M2-106 Chassis in the amount of \$171,335.01 and lease financing agreement with PNC or similar financing company selected by the Finance Director.

### EXECUTIVE SUMMARY:

The Public Works Maintenance Division wishes to purchase an Altec Model LR7-56 Articulating Telescopic Aerial Device mounted on a Freightliner chassis for the Urban Forestry Division. This new aerial lift truck will replace truck No. 620, a 1991 International with an Altec lift that is no longer usable and must be replaced. This vehicle is an important capital asset. The Urban Forestry Division depends heavily on the performance capabilities of these aerial lift trucks to deliver services to the community and remain compliant with various state and federal regulations. In addition, other Public Works maintenance unit personnel have also been trained to use these lift trucks in order to reach elevated work sites within the building and parks maintenance operations. If these services are to continue without interruption, these vehicles need to be maintained in superior operating condition and should be promptly replaced when adequate performance levels can no longer be assured.

Altec Articulating Telescopic Aerial Devices have a history of superior lifespan, maintenance cost, and service record compared to other manufacturers. NJPA Contract Number 031014-ALT will be used to purchase a new Altec Model LR7-56 Articulating Telescopic Aerial Device on a Freightliner Chassis. The price quotation and specifications have been approved by staff and the

vendor has been responsive. A detailed sample Altec Model LR7-56 Articulating Telescopic Aerial Device on Freightliner M2-106 chassis Contract pricing worksheet is attached.

#### BACKGROUND:

It has been over twenty-five years since the City of Salinas invested in new equipment for its Urban Forestry Division tree trimming effort. This equipment has been in continuous use for 26 and 28 years, respectively. The nature of the duty to which the equipment is subjected makes it imperative that systems are inspected on a scheduled basis and follow a strict maintenance schedule. The normal usage of the equipment subjects the equipment to stress and wear. The stress of normal usage has an impact on the structural integrity and strength of the chassis and lifting mechanisms. Maintenance staff are noticing evidence of the onset of structural component failure caused by the continuous use and deferral of replacement. The estimated cost to repair one of the units approaches the cost of a brand new aerial lift on a new chassis and engine.

Rather than spend money on a 28-year-old machine with a worn-out engine and chassis, Fleet requests that authorization be given to purchase one new unit now, and a second unit as funds become available toward the Mid-Year. Fleet intends to finance the \$171,335.01 purchase through a municipal lease to keep the annual expenditure below \$40,000.00

NJPA is a “government to government” procurement service available nationwide. Governmental entities have been procuring products and services through NJPA since 1976. NJPA strives to make the governmental procurement process more efficient by establishing competitively priced contracts for goods and services and providing the customer support service necessary to help its members achieve their purchasing goals. All contracts available to members of NJPA have been awarded by virtue of a 12-Step public competitive procurement process.

All units of local government providing governmental services are eligible to join NJPA. There are various pieces of equipment, products and services that can be purchased through NJPA including products and services that require detailed technical specifications and extensive professional skills to evaluate bid responses. Membership in NJPA allows the City to take advantage of volume purchasing and discounts as well as factory direct pricing.

Salinas Municipal Code Section 12-25 (Exceptions) gives the City Council the authority to approve cooperative purchasing with other governmental agencies, including the NJPA. Currently, over 50,000 cities, counties and special districts nationally are members of NJPA. The City has no obligation to procure equipment through NJPA and may consider other local bids for equipment, products and services in conjunction with considering bids through NJPA. However, there are no local vendors that can provide the proposed aerial lift. Given that no local vendors can provide this equipment, the City Council can authorize this purchase without application of the local purchasing preference pursuant to Section 12-28.080.

#### CEQA CONSIDERATION:

**Not a Project.** The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

The staff recommendation supports the council Goal of Effective Sustainable Government.

FISCAL AND SUSTAINABILITY IMPACT:

Funds for the lease purchase of this Urban Forestry equipment is projected in the 2018-19 CIP forward in Capital Improvement Project 9271 using Measure G revenues. The first lease payment will not occur until FY 2018-19.

ATTACHMENTS:

Resolution  
Altec LR7-56 Specifications  
Altec Quotation #749349