

MEMORANDUM

To: Nils Vos, Buyer
From: Steve Siemen, Fleet Manager
Date: January 30, 2017
Subject: IFB# 2017-039B Tandem Axle Plow Truck Chassis

Good Afternoon Nils,

Please award the Tandem Axle Plow Truck Chassis to Grand Traverse Diesel Service, INC as the lowest responsible bid best meeting the specifications, for the cost of \$313,500.00. The bid from Freightliner, although lower in cost, would require the addition of double channel frame rails to meet or exceed the specification desired. Double-frame trucks are a more rigid design but allow for corrosion between the frame rails, shortening the life of the vehicle in our winter operations. Corrosion on double frame chassis are a cause for major repairs or replacement of our current truck fleet.

The Western Star trucks from Grand Traverse Diesel offer a heavy single rail frame, resulting in less corrosion and a longer projected life. The Western Star trucks are highly recommended by other municipalities and have built a reputation for meeting the demands of a snow plow fleet. In speaking with Fleet Managers currently using Western Star plow trucks, all are satisfied with the product and look forward to continued business into the future. The Western Star truck is also preferred by plow truck operators for its comfort and visibility. All things considered, I am confident that Western Star is the best-value truck that best fits the needs for the City of Battle Creek. The new Plow Trucks will be replacing circa 1990's plow trucks that are past their useful lifecycles and the continued cost of maintenance and repairs are no longer in the City's best interest.

Thank You,