



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 5

**Agenda Date:** August 8, 2024

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Aerial Device Platforms for Public Works

**SUMMARY:**

This ordinance authorizes a contract with Altec Industries, Inc. to provide four (4) Aerial Lift Devices for the Public Works Department for a total cost of \$663,888.00. Funding is available from the Advanced Transportation District Fund FY 2024 Adopted Budget in the amount of \$497,916.00 and from the Equipment Renewal and Replacement Fund FY 2024 Adopted Budget in the amount of \$165,972.00.

**BACKGROUND INFORMATION:**

Submitted for City Council consideration and action is an offer submitted by Altec Industries, Inc., to provide four (4) Aerial Lift Devices for the Public Works Department for maintenance of streetlights, parking lot lights, ball field lighting, and tree trimming. One (1) aerial device will be a replacement unit and three (3) will be new additions to the Public Works Fleet.

There are currently 30 aerial lift devices that are used throughout the City. There is one (1) aerial lift device that is pending delivery and is currently on order with Altec Industries, Inc., authorized through Ordinance #2022-03-17-0172 for the Public Works Department, and is scheduled for

delivery in November 2025. This contract will supply one (1) replacement lift and three (3) more aerial lifts for a total planned count of 34 aerial lifts citywide. This purchase will provide the needed equipment resources for the Public Works Department.

The City issued a Request for Offer (RFO) for “Aerial Device Platforms for Public Works” (RFO 6100017881) on March 12, 2024, with a submission deadline of March 18, 2024. The RFO was released in the San Antonio e-Procurement System and an email notification was sent to Altec Industries, Inc. Altec Industries, Inc., submitted an offer, meets the published specifications and is recommended for award.

This contract was procured on the basis of Sourcewell Cooperative # 110421-ALT and is made in accordance with the National Joint Powers Alliance (Sourcewell) Cooperative Program passed through Ordinance 2009-02-12-0102, dated 2/12/2009. The use of the cooperative allows the purchase of the Public Works Aerial Device Platforms to access brand specific vehicles to provide standardized equipment for operations for all personnel using the vehicle and equipment.

The initial term of the agreement will be for the period upon award by City Council and will terminate upon delivery of all goods ordered.

#### **ISSUE:**

This contract will provide four (4) Aerial Lift Devices for Public Works Department. The last day to order these aerial lifts without missing the manufacture’s cutoff date is December 31, 2024. Order banks will be closed when the maximum number of orders is reached for the factory’s allocated production plan. Lead time for the aerial lifts is 656 calendar days to be delivered in 2026. The aerial device is covered under a 3-year/36,000-mile warranty, 5-year/100,000-mile engine warranty, and 5-year/100,000-mile transmission warranty. The life cycle for this equipment is 120 months.

An electric alternative is currently not readily available due to market availability, physical demands on the vehicle, service application, vehicle driving range, and charging infrastructure. Five hybrid electric aerial devices were purchased in 2016 but had higher than anticipated maintenance costs and required battery replacement sooner than anticipated. For this reason, the hybrid option is not recommended.

This contract will provide a Class 5 medium duty vehicle. Light-duty vehicles are defined as Class 1 – Class 2 vehicles weighing 10,000 lbs. or less. Medium-duty vehicles are defined as Class 3 - Class 6 vehicles weighing 10,001 - 26,000 lbs. Heavy-duty vehicles are defined as Class 7 – Class 8 vehicles weighing 26,001 and greater. A commercial driver license is required to operate heavy-duty vehicles.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived due to the lack of small, minority, and/or women businesses available to provide these goods and services.

This contract is an exception to the Local Preference Program.

The Veteran-Owned Small Business Preference Program does not apply to goods and supplies or non-professional services contracts, so no preference was applied to this contract.

**ALTERNATIVES:**

Should this contract not be approved, the Public Works Department will need to maintain the current aerial device trucks with current parts and service contracts but may not be economically feasible to repair. Not buying the one (1) replacement and three (3) anticipated fleet additions will strain Public Works' existing fleet to provide essential citywide services.

**FISCAL IMPACT:**

This ordinance authorizes a contract with Altec Industries, Inc. to provide four (4) Aerial Lift Devices for the Public Works Department for a total cost of \$663,888.00. Funding is available from the Advanced Transportation District Fund FY 2024 Adopted Budget in the amount of \$497,916.00 and from the Equipment Renewal and Replacement Fund FY 2024 Adopted Budget in the amount of \$165,972.00.

**RECOMMENDATION:**

Staff recommends approval of this ordinance.

This contract was procured on the basis of cooperative purchasing and a Contracts Disclosure Form is not required.