



MEMORANDUM

TO: ROBERT KUNTZ, CITY ADMINISTRATOR

FROM: JIM LINK, DIRECTOR OF PUBLIC WORKS

DATE: February 4th, 2019

SUBJECT: One ton Cab and Chassis Replacement

RECOMMENDATION: We recommend purchasing one ton Dodge Ram Truck directly from a dealer not to exceed \$55,000.

EXPLANATION: Dodge Ram Trucks have had an increase in sales and value due to the Cummins motor having a better track record and reliability than Ford. Fiat Chrysler recently changed operations from the Saltillo, Mexico plant and moved operations to the plant in Michigan. After contacting Fiat Chrysler it was suggested that we buy existing trucks that were already delivered to dealers and have them Re-invoiced to allow us Fleet pricing. If we were to order from the State Bid there would be no guarantee that we could have the trucks before December 1st 2019 and then the Body manufacturer could not guarantee they would be delivered in 30 days before the end of 2019 fiscal year. Below is the State Bid/Dealer comparison.

One Ton cab and Chassis	Capitol Chrysler Dodge-State Bid	Dave Sinclair Ford-State Bid	New or Used Ram truck in a Dealer's inventory.	New or Used Standard Pickup Bed-Dealer's Inventory
Ram 5500 Cab/Chassis	\$44,813.00		\$51,000	
Ford F-550 Cab/Chassis		\$45,175.00		
Ram 2500/3500				\$51,000
Hydraulics	\$11,392.00	\$11,392.00	\$11,392.00	Delete
Dump Body	\$7,175.00	\$7,175.00	\$7,175.00	
Cab Steps	\$550.00	\$409.00	\$550.00	Included
Trailer Hitch Receiver	\$675.00	\$675.00	\$675.00	Included
PTO-Auto Trans	\$295.00	\$257.00	\$295.00	N/A
Snow Plow Prep	\$199.00	\$99.00	\$199.00	\$199.00
Bluetooth Capability	\$195.00	\$336.00	\$195.00	Included
Total	\$65,294.00	\$65,518.00	\$71,481.00	\$51,199.00
Plow & Spreader	\$11,120.00	\$11,120.00	\$11,120.00	\$11,120.00
Grand Total	\$76,414.00	\$76,638.00	\$82,601.00	\$62,319.00
The Truck Bodies from the State Bid will be brought to the board at a later date.				
Total Budget \$80,000				

State Bid prices for the Dodge/Ram vehicles from 2018 Price sheet, Prices are expected to be higher in 2019.