



ITB No. 17-100886 (Tandem Axle CNG Powered Manual Automated Side Loader, Refuse Collection Truck with 28 Cubic Yard Compaction System)

**User Department's Recommendation**

User Department Name Fleet Maintenance

Recommended Bidder(s) meets our approval.

Bidder 1: Peterbilt of Atlanta, LLC (Bid 1) Bidder 2: \_\_\_\_\_  
Name/Amount Name/Amount

Bidder 3: \_\_\_\_\_ Bidder 4: \_\_\_\_\_  
Name/Amount Name/Amount

Project Amount This Term: \$12,390,048.00

**Funding:**

General  Enterprise  3 Digit Fund Code 621

CIP Line Item No. (if applicable): \_\_\_\_\_

**Justification:**

Peterbilt of Atlanta, LLC. (Bid # 1) is recommended as the responsive, and responsible bidder, as it meets the specifications that provide the most beneficial impact related to the operation, productivity, and longevity of the machine.

The exceptions detailed in this justification limit the operational functionality, capabilities, and efficiency of the unit. Not all exceptions are detailed, only those which are most impactful to the operation, productivity, and longevity of the machine.

Low bids by Peterbilt of Atlanta, LLC (Bids 2, 3, & 4) are not being acceptable.

Peterbilt of Atlanta (Bid 4)

The vendor wrote he complies with Item I.G.1. requiring a Cummins Westport ISX12N heavy-duty natural gas engine, but when you look on the first page of the bid the vendor writes ISX12G which is a different Cummins Westport engine from what we requested. The Cummins Westport ISX12N is the cleanest CNG engine produced by Cummins Westport, meaning it emits the lowest level of pollutants into the air of any Cummins Westport engine. Cummins Westport is planning to discontinue the production of the ISX12G early next year. Selecting the ISX12G rather than the

ISX12N engine could pose a production issue because of the volume of trucks we are requesting. It is unlikely all the trucks we are requesting would be built prior to the end of the scheduled cycle for this engine. If the vendor cannot produce all 36 trucks with the ISX12G engine prior to the end of the engine's production cycle, then the cost would exceed what would be specified on the issued Purchase Order. As a requirement in our bid (Item XIX, pg. 17), we have asked the vendor to hold pricing through December 2018, but if we were to select this bid that would not be possible as the ISX12G is set to end and the ISX12N carries a higher cost. We need to hold pricing the same to purchase additional units that will be approved as a part of the 2018 Vehicle Replacement Budget.

Item II.C.1 – The vendor took exception to multiple sub-items that were a part of this specification option. Many of these items are safety items and essential to operator safety to ensure that the operator knows when the PTO is engaged. Additionally, the pre-trip inspection would require more than one person to complete this inspection each morning, but this truck is set up to be a one person truck. This is a safety option to prevent work light from being on while the truck is being driven, this is dangerous for other drivers.

Item II.K.6 The vendor took exception to another safety item that would protect the operator. The vendor did not provide this safety option as a part of the pricing.

Item IV.F. The vendor took exception to the type of shoes we required. Our specified option is a requirement with no exceptions allowed due quality and longevity concerns.

Item V.F. The arm the vendor bid is not capable of dumping containers that weigh our minimum required weight of 500 lbs. The arm the vendor bid is only capable of dumping a maximum of 400 lbs. That represents a significant weight capacity difference of 100 lbs.

Item VIII. The side and rear walls bid by the vendor do not meet our minimum specifications. What was bid by the vendor is not of a heavy duty quality, and will not stand up to the wear and tear of this work application.

Item XIV.B.4. The vendor cannot provide a CNG fast filler mounted at the front of the truck, which would allow us to be able to fill another truck, and allows for easy accessibility for filling the trucks at CNG stations with space limitations.

Item XV.D.2 & 4. The vendor does not provide all of the strobe lighting we requested for the body. This lighting is essential for visibility and noticeability, thereby making it possible for other drivers and pedestrians to see the trucks on the road.

Item XIX. As a requirement of our bid we have asked the vendor to hold pricing through December 2018, and this vendor took exception to this requirement. We need to hold pricing the same to purchase additional units that will be approved as a part of the 2018 Vehicle Replacement Budget in February 2018, and to purchase units that will fulfill a cost sharing grant.



Items XXIII A & B. The vendor took exceptions to both of our requirements for vehicle inspections. The vendor has indicated a response of "No" to both requirements for inspections. The first inspection would be upon the completion of the first unit to ensure it meets all bid specification requirements before completing the production on the next 35 units. The 2<sup>nd</sup> inspection would be upon delivery to DeKalb County service location.

Item XXIV A & B. The vendor took exception to the training we required for both operators and technicians. This training is essential for a truck that we don't currently have in our fleet. The vendor has shown a lack of willingness to provide us with the training that would be necessary for the operators to be efficient in their work efforts. The training would be necessary for the operators to knowledgeable of all the key functions. Additionally, the training the vendor took exception to for the technicians would be necessary for the technicians to understand how to the truck functions, as well as how to repair items they are currently unfamiliar with.

Peterbilt of Atlanta (Bid 2)

Item II.C.1 – The vendor took exception to multiple sub-items that were a part of this specification option. Many of these items are safety items and essential to operator safety to ensure that the operator knows when the PTO is engaged. Additionally, the pre-trip inspection would require more than one person to complete this inspection each morning, but this truck is set up to be a one person truck. This is a safety option to prevent work light from being on while the truck is being driven, this is dangerous for other drivers.

Item II.K.6 The vendor took exception to another safety item that would protect the operator. The vendor did not provide this safety option as a part of the pricing.

Item IV.F. The vendor took exception to the type of shoes we required. Our specified option is a requirement with no exceptions allowed due quality and longevity concerns.

Item V.F. The arm the vendor bid is not capable of dumping containers that weigh our minimum required weight of 500 lbs. The arm the vendor bid is only capable of dumping a maximum of 400 lbs. That represents a significant weight capacity difference of 100 lbs.

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Peterbilt of Atlanta (Bid 3)

The vendor wrote he complies with Item I.G.1. requiring a Cummins Westport ISX12N heavy-duty natural gas engine, but when you look on the first page of the bid the vendor writes ISX12G which is a different Cummins Westport engine from what we requested. The Cummins Westport ISX12N is the cleanest CNG engine produced by Cummins Westport, meaning it emits the lowest level of pollutants into the air of any Cummins Westport engine. Cummins Westport is planning to discontinue the production of the ISX12G early next year. Selecting the ISX12G rather than the ISX12N engine could pose a production issue because of the volume of trucks we are requesting. It is unlikely all the trucks we are requesting would be built prior to the end of the scheduled cycle for this engine. If the vendor cannot produce all 36 trucks with the ISX12G engine prior to the end of the engine's production cycle, then the cost would exceed what would be specified on the issued Purchase Order. As a requirement in our bid (Item XIX, pg. 17), we have asked the vendor to hold pricing through December 2018, but if we were to select this bid that would not be possible as the ISX12G is set to end and the ISX12N carries a higher cost. We need to hold pricing the same to purchase additional units that will be approved as a part of the 2018 Vehicle Replacement Budget.

Peachstate Truck Center (Bids 1 & 2)

Pricing for these units exceeds the pricing the trucks offered by Peterbilt of Atlanta, LLC (Bid 1).

*Cherise Miller* 10-17-17  
Name, Title Date

*Robert Gordon* 10-17-17  
Department Director Date

*Fleet Specifications Analyst*

*Approved: [Signature]*

10/17/17