

The Road Agent recommends awarding the cab and chassis to McDevitt Trucks for the Western Star for the contract price of \$115,949 and awarding Viking Cives the equipment for \$66,720. The total cost would be \$182,669. See detailed recommendation from Marc Moreau below

1. *The following table is to put all the truck and equipment bids into perspective. The list of bids is from most expensive to least expensive.*

<u>2021 or Newer Model Six Wheel Dump Truck</u>		
McDevitt Trucks Inc.	Western Star	\$115,949
Allegiance Trucks	International	\$106,500
Advantage Truck Group	Freightliner	\$97,250
<u>Snow Plow and Dump Body Package for Six Wheel Dump Truck</u>		
HP Fairfield		\$78,988
Donovan		\$71,861
Viking Cives		\$66,720

A few months ago, we started the normal bid process to replace our aging 2007 plow truck. The process turned out to be anything but normal. There have been many mergers of different truck manufacturers in the past year which basically eliminated a lot of competition because in effect they bought out their competition. Add to this supply chain interruptions and labor issues at the factories, we end up with a severe shortage of not only trucks on the ground, but a shortage of build slots for anything that gets ordered. Peterbilt, which was the last truck we bought was totally out of the picture because of no build slots until well into 2023. We managed to get three bids, but Freightliner pulled out as we were getting the bid because their last slot got used up. While I realize that the

price for the Western Star is \$15,000 or so more than the Peterbilt of last year, and around \$9,500 more than the International, Western Star is the only one offering the aluminum cab, which is a necessary component to the longevity approach that was started two trucks ago, with last year's Peterbilt, and the Freightliner the year before. Again, it is the difference between a 10- or 12-year truck versus a 20-year truck. Plow trucks don't wear out, they rot out.

I personally examined the Western Star Fleet that the Town of Newfield's has and was very impressed with the quality, and robustness of these trucks. As for the dump body and plow package, Viking Cives has been very responsive to the few small things that cropped up with last year's new truck. Even though they are in Lewiston, they have come down here to repair warranty issues a day after I called them. Also, the salesman has personally delivered us parts so that we don't have to drive up and get them.

Marc Moreau
Road Agent