

UTILITIES DIVISION

Administration



TO: Rick Compau, Purchasing Director
CC: Patrick O'Connor – Water Services Specialist
From: Mark A. Richardson, Operations Manager
Date: May 3, 2016
RE: Sole Source – Utility Truck Beds

The diesel replacement program began in FY15 over 18 months ago. During the process, Utilities worked with Fleet Services in developing the requirements and specifications for the new utility beds. The main requirements were they had to be heavy duty, compartments needed to be in the same configuration, and the unit needed to be reinforced for the crane systems. At the time, Reading was considered along with UTB (Drake Industries). Reading could not meet all of the requirements.

The approved bidder for the new trucks, Tate Auto Group, specified a Stahl bed and stated that it would meet the requirements. After months of discussions between Tate Auto Group and Stahl, they were unable to provide a utility bed that met our requirements. Front and compartments were sized differently, the top compartment was reduced in size and depth, and the shelving capabilities limited the amount of parts, supplies and tools that could be stored.

Utilities went back to Drake Industries (UTB), which had manufactured the last set of utility bodies, and they were able to meet the Division's needs. Drake has worked with the City in the past in developing a utility bed that meets the needs of the Water Services Section and is built with the quality that will withstand the demands of work in and around Flagstaff. The proposed beds maximize the storage capabilities and provide for the storage of all of the tools used on a daily basis.

Based on the information we have gathered through the process of replacing the diesel trucks, we feel that Drake Industries has designed a utility bed to meet the needs of the Water Services Section and is the only manufacturer to meet our requirements therefore should be considered a sole source.