



CITY of NOVI CITY COUNCIL

Agenda Item 3
April 5, 2010

SUBJECT: Approval to waive bid requirements and purchase the second of two single axle large dump trucks with front plow and underbody scraper (an International 7400 SBA 4X2 Dump Truck) from Tri-County International Trucks, Inc. in the amount of \$166,309.

SUBMITTING DEPARTMENT: Department of Public Services – Fleet Division *AB*

CITY MANAGER APPROVAL: *[Signature]* *R74*

EXPENDITURE REQUIRED	\$166,309
AMOUNT BUDGETED	\$378,000 (for two dump trucks)
APPROPRIATION REQUIRED	\$0
LINE ITEM NUMBER	101-442.20-984.000

BACKGROUND INFORMATION:

City Council appropriated \$378,000 in the FY 2009/10 budget for the purchase of two single-axle large dump trucks with front plows and underbody scrapers. DPS's original plan was to procure both trucks simultaneously in order to get the best possible price for the City, but because of funding concerns the second truck's purchase was deferred until the 3rd or 4th Quarter.

Performance specifications for vehicles and equipment are typically built upon a brand and model that meets the City's particular needs. The specifications for the first truck were based on an International Truck brand, model 7400 SBA; and bidders were allowed to submit bids on trucks other than this make and model if they could demonstrate that the City's performance specifications would be met. One bid was received, and Council subsequently approved the purchase of the first of the two dump trucks at its September 14, 2009 meeting as the result of the competitive bidding process conducted in August 2009 (see September 14, 2009 motion sheet, attached).

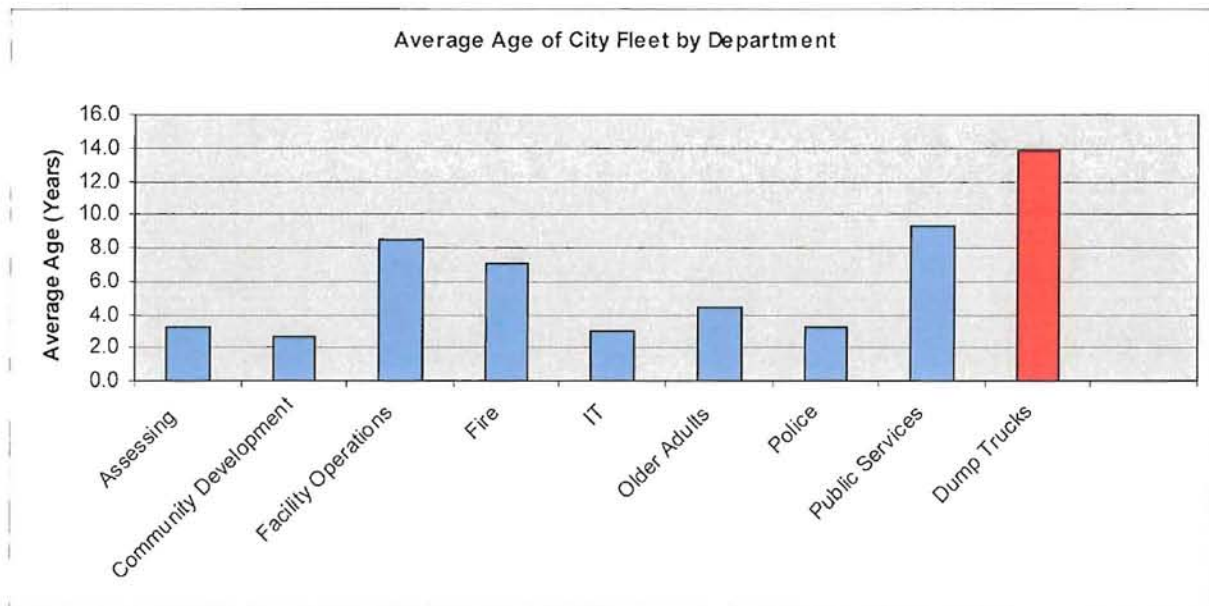
DPS recently received authorization to procure the second dump truck. Instead of initiating another bidding process for an identical truck, DPS contacted Tri-County International Trucks, Inc. (the vendor that supplied the first truck) and learned that the second truck could be procured for the same price as the first, or \$166,309. The attached quotation from Tri-County is comprised of two parts: 1) the specifications and price for the truck and chassis; and 2) the specifications and price for the stainless steel dump body and snow and ice control equipment (see attached letter from Tri-County dated March 16, 2010).

In early March, DPS provided the following rationale for requesting a sole source purchase from Tri-County (Rob Hayes's March 8, 2010 memorandum, attached):

- The second truck would be identical to the first and its price would be the same resulting in a savings of \$22,691 from what was budgeted (i.e., \$166,309 actual cost versus \$189,000 budgeted).
- Using the same specifications for the second truck would help to promote standardization of DPS's dump truck fleet.
- Tri-County currently has a truck in production meaning that delivery would be expedited (two-month delivery rather than the standard delivery time of five months).

Contrary to what was reported previously, we recently learned that the new truck would be a 2011 model year vehicle with a 2010 diesel engine that does meet new EPA clean air emissions standards. Despite the increased cost of additional pollution control equipment associated with this engine, Tri-County would still charge the same price as the first truck (which does not have a 2010 emissions engine). The typical up-charge for the EPA-compliant engine is approximately \$8,000, so if the City were to solicit bids on the second truck, we would expect bid prices to be higher as a result.

On average, DPS's fleet assets include the oldest vehicles in the City's inventory (average age is 9.3 years). In particular, the City's dump trucks have an average age of 13.8 years even though their useful life is 10 years. This chart shows how the average age of the City's dump trucks compares to the remainder of the City's fleet:



Dump trucks are truly the workhorses of DPS's fleet by helping to provide critical services to the public in terms of not only snow and ice control, but also grading and material transport in support of road, drain and water/sewer system maintenance.

RECOMMENDED ACTION: Approval to waive bid requirements and purchase the second of two single axle large dump trucks with front plow and underbody scraper (an International 7400 SBA 4X2 Dump Truck) from Tri-County International Trucks, Inc. in the amount of \$166,309.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Crawford				
Council Member Fischer				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				



International 7400 Dump Truck

(Shown without Stainless Steel Dump Body)

MEMORANDUM



TO: KATHY SMITH-ROY, FINANCE DIRECTOR

FROM: ROB HAYES, PUBLIC SERVICES DIRECTOR
BECKY AROLD, FLEET MANAGER/ANALYST
PLANNER

SUBJECT: PROCUREMENT OF DEFERRED DUMP TRUCK

DATE: MARCH 8, 2010

3/11/10
To: Mayor & City Council Members
Being considered to bring forward, budgeted FY 09/10.

[Handwritten signature]

The FY 2009/2010 adopted budget includes the procurement of two single-axle large dump trucks with front plows and underbody scrapers. One truck was procured last August and the other was put on a deferred list pending determination of third and fourth quarter funding availability. DPS was recently given approval to purchase the second truck based on a favorable funding determination.

In order to expeditiously and cost-effectively procure the second truck, we request waiver of the bidding process and instead allow the sole source purchase of an identical truck based on the previous specifications. The rationale for this request is as follows:

- The vendor for the first dump truck, Tri-County, has agreed to charge the same price for the second dump truck, resulting in a savings of \$22,691 from what was budgeted (e.g., \$166,309 actual cost versus \$189,000 budgeted). *← which was bid in August* *
- Tri-County currently has a truck already in production that can be outfitted to meet the specifications used in August at no additional cost. This means less wait time for the second truck than what we are experiencing with the first truck, which went into production in November 2009 and has an estimated delivery of May 2010.
- If we were now to solicit bids for the second truck it would mean vendors would have to bid on a truck with a diesel engine manufactured after new EPA air emission regulations went into effect on January 1, 2010. A diesel engine made after this date would raise the overall price by an estimated \$7,000 to \$8,000 to add required air pollution control equipment. *

The first truck's bid specifications were written to meet performance requirements that would aid in standardizing the DPS fleet, thereby reducing the number of differing parts and tools needed to maintain the fleet. The bid also stated that an "International or equivalent" model unit would be bid. We believe the bidding process used to procure the first truck in August 2009 was fair and objective, and that due diligence was performed despite receipt of one bid. To go through the process again for an identical piece of equipment would be inefficient and result in a higher cost to the City. //

Therefore, we strongly recommend waiver of the bidding process for the procurement of this truck. Please feel free to contact us at any time if you have any questions, comments or concerns relating to this matter.

cc: Clay Pearson, City Manager
Malt Wiktorowski, Field Operations Sr. Manager



cityofnovi.org

CITY of NOVI CITY COUNCIL

Agenda Item 2
September 14, 2009

SUBJECT: Approval to purchase an International 7400 SBA 4X2 Dump Truck from Tri-County International Trucks Inc, the low bidder, in the amount of \$166,309.

SUBMITTING DEPARTMENT: Department of Public Services – Field Operations Division

CITY MANAGER APPROVAL:

EXPENDITURE REQUIRED	\$166,309
AMOUNT BUDGETED	\$378,000 (for 2 replacement dump trucks)
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-442.20-984.000

BACKGROUND INFORMATION:

The Novi City Council appropriated \$378,000 in the 2009-2010 fiscal year for the purchase of two single-axle large dump trucks with front plows and underbody scrapers (or \$189,000 budgeted per truck). The purchase of one truck will take place this quarter, and the second has been deferred until fourth quarter of the fiscal year. The existing trucks scheduled for replacement are 19 years old and have no underbody scraper or advanced technology to assist with winter maintenance operations. This piece of equipment enhances service to the community by allowing operators to pre-wet salt, which reduces activation time and the amount of salt that scatters off the road (estimated to be as much as 40% without pre-wetting). In addition, this truck will add an underbody scraper to our fleet and is equipped with a stainless steel dump body and auger, minimizing corrosion and associated maintenance costs (see attached memo).

On August 19, 2009 one bid was received, with three dump body options, following a public bidding period. Upon a thorough evaluation, the Department determined that Tri-County International Trucks Inc. met all specifications by providing a responsive bid on Option 3: the International 7400 Set Back Axle (SBA) 4X2 Dump Truck with Pollard Performance components and a stainless steel dump bed. We recommend Option 3 because it provides superior materials as well as standardization with our dump truck fleet.

Because the procurement of this dump truck results in a savings of \$22,691 (\$189,000 budgeted less the \$166,309 expenditure), DPS proposes to bring to Council at a future meeting the purchase of five tailgate-mounted tank and pump units to dispense salt brine to allow rock salt to be pre-wetted. Doing so will augment the fleet by giving the City a total of nine out of 16 dump trucks that have pre-wetting capability. Implementing pre-wetting as part of the City's winter maintenance program is expected to result in a significant savings in terms of reduced rock salt consumption.

RECOMMENDED ACTION: Approval to purchase an International 7400 SBA 4X2 Dump Truck from Tri-County International Trucks Inc, the low bidder, in the amount of \$166,309.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Burke				
Council Member Crawford				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				



Tri-County International Trucks, Inc.

5701 Wyoming Ave • Dearborn • Michigan • 48126
Phone 313.584.7090 • Fax 313.584.5681
www.tricotruck.com

March 16, 2010

Becky C. Arold
City of Novi
Fleet Asset Manager- Field Services Complex
26300 Delwal Drive
Novi, MI. 48375

Dear Becky,

This letter will serve to confirm our pricing to you for an add-on single axle municipal dump/ plow truck.

- 1.) 2011 International 7400 SBA 4x2 Truck Chassis-----\$80,420.00ea.
- 2.) C.E. Pollard Dump Body and Equipment Quote----- \$83,832.00ea
- 3.) Upgrade Body to Stainless Steel ----- \$2,057,00ea

Total Amount, Purchase of New Additional Truck (per Quote) ----- \$166,309.00ea

Thank you for your continued interest in our products and services. Any questions and/or inquiries should be directed to my attention at (313) 584-7090 or via e-mail to mcaracciolo@tricotruck.com. Either way your inquiry will receive our most prompt and courteous attention.

Respectfully,

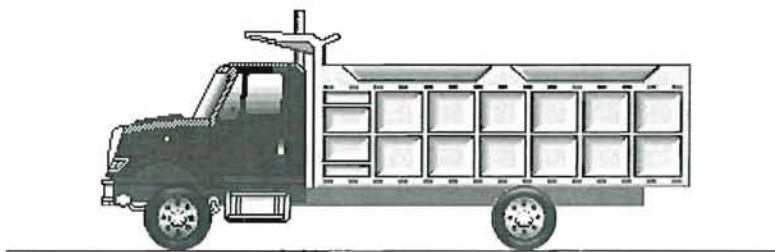
Mark J. Caracciolo

Mark J. Caracciolo
Tri-County International, Inc.

Prepared For:
City of Novi
Chris Quick
45175 W 10 Mile Rd.
Novi, MI 48375-3024
(248)735 - 5656
Reference ID: BJ336735

Presented By:
TRI COUNTY INTL TRUCKS
Mark J Caracciolo
5701 WYOMING St.
DEARBORN MI 48126 -
(313)584-7090

Thank you for the opportunity to provide you with the following quotation on a new International truck. I am sure the following detailed specification will meet your operational requirements, and I look forward to serving your business needs.



Model Profile
2011 7400 SBA 4X2 (SA625)

APPLICATION:	Construction Dump
MISSION:	Requested GVWR: 35000. Calc. GVWR: 44000 Calc. Start / Grade Ability: 0% / 0% @ 0 MPH Calc. Geared Speed: N/A
FUEL ECONOMY:	N/A
DIMENSION:	Wheelbase: 181.00, CA: 113.90, Axle to Frame: 63.00
ENGINE, DIESEL:	{MaxxForce 9} EPA 10, 300 HP @ 2000 RPM, 860 lb-ft Torque @ 1200 RPM, 2200 RPM Governed Speed
TRANSMISSION, AUTOMATIC:	{Allison 3500_RDS_P} 4th Generation Controls; Wide Ratio, 5-Speed, With Overdrive; On/Off Hwy; Includes Oil Level Sensor, With PTO Provision, Less Retarder, With 80,000-lb GVW & GCW Max.
CLUTCH:	Omit Item (Clutch & Control)
AXLE, FRONT NON-DRIVING:	{Meritor MFS-18-133A} Wide Track, I-Beam Type, 18,000-lb Capacity
AXLE, REAR, SINGLE:	{Meritor RS-26-185} Single Reduction, Standard Track, 26,000-lb Capacity, With R Wheel Ends, Driver Controlled Locking Differential Gear Ratio: 5.63
CAB:	Conventional
TIRE, FRONT:	(2) 315/80R22.5 XZY-3 (MICHELIN) 486 rev/mile, load range L, 20 ply
TIRE, REAR:	(4) 12R22.5 XZY-3 (MICHELIN) 483 rev/mile, load range H, 16 ply
SUSPENSION, RR, SPRING, SINGLE:	Vari-Rate; 31,000-lb Capacity, Includes 4500-lb Capacity Multileaf Auxiliary
FRAME REINFORCEMENT:	Outer "C" Channel, Heat Treated Alloy Steel (120,000 PSI Yield); 10.813" x 3.892" x 0.312"; (274.6mm x 98.9mm x 8.0mm); 480.0" (12192mm) Maximum OAL
PAINT:	Cab schematic 100GN Location 1: 2303, Red (Std) Chassis schematic N/A

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
Base Chassis, Model 7400 SBA 4X2 with 181.00 Wheelbase, 113.90 CA, and 63.00 Axle to Frame.	6958/3442	10400
TOW HOOK, FRONT (2) Inside Rail, Frame Mounted.	8/0	8
TOW HOOK, REAR (2)	0/10	10
FRAME RAILS Heat Treated Alloy Steel (120,000 PSI Yield); 10.125" x 3.580" x 0.312" (257.2mm x 90.9mm x 8.0mm); 480.0" (12192) Maximum OAL	51/199	250
FRAME REINFORCEMENT Outer "C" Channel, Heat Treated Alloy Steel (120,000 PSI Yield); 10.813" x 3.892" x 0.312"; (274.6mm x 98.9mm x 8.0mm); 480.0" (12192mm) Maximum OAL	386/504	890
BUMPER, FRONT Steel, Swept Back	0/0	0
<u>Includes</u>		
: BUMPER, FRONT Powder Coated Gray (Argent) Color		
FRAME EXTENSION, FRONT Integral; 20" In Front of Grille, With Outer "C" Channel Reinforcement	163/-17	146
WHEELBASE RANGE 138" (350cm) Through and Including 187" (475cm)	0/0	0
AXLE, FRONT NON-DRIVING {Meritor MFS-18-133A} Wide Track, I-Beam Type, 18,000-lb Capacity	139/0	139
<u>Notes</u>		
: The following features should be considered when calculating Front GAWR: Front Axles; Front Suspension; Brake System; Brakes, Front Air Cam; Wheels; Tires.		
SUSPENSION, FRONT, SPRING Parabolic, Taper Leaf, 18,000-lb Capacity; With Shock Absorbers	122/0	122
<u>Includes</u>		
: SPRING PINS Rubber Bushings, Maintenance-Free		
<u>Notes</u>		
: The following features should be considered when calculating Front GAWR: Front Axles; Front Suspension; Brake System; Brakes, Front Air Cam; Wheels; Tires.		
BRAKE SYSTEM, AIR Dual System for Straight Truck Applications	0/0	0
<u>Includes</u>		
: BRAKE LINES Color and Size Coded Nylon		
: DRAIN VALVE Twist-Type		
: DUST SHIELDS, FRONT BRAKE		
: DUST SHIELDS, REAR BRAKE		
: GAUGE, AIR PRESSURE (2) Air 1 and Air 2 Gauges; Located in Instrument Cluster		
: PARKING BRAKE CONTROL Yellow Knob, Located on Instrument Panel		
: PARKING BRAKE VALVE For Truck		
: QUICK RELEASE VALVE Bendix On Rear Axle for Spring Brake Release: 1 for 4x2, 2 for 6x4		
: SLACK ADJUSTERS, FRONT Automatic		
: SLACK ADJUSTERS, REAR Automatic		
: SPRING BRAKE MODULATOR VALVE R-7 for 4x2, SR-7 with relay valve for 6x4		
<u>Notes</u>		
: Rear Axle is Limited to 23,000-lb GAWR with Code 04091 BRAKE SYSTEM, AIR and Standard Rear Air Cam Brakes Regardless of Axle/Suspension Ordered.		
BRAKES, FRONT, AIR CAM 16.5" x 6", Includes 24 SqIn Long Stroke Brake Chambers	0/0	0
<u>Notes</u>		
: The following features should be considered when calculating Front GAWR: Front Axles; Front Suspension; Brake System; Brakes, Front Air Cam; Wheels; Tires.		
TRAILER CONNECTIONS Four-Wheel, With Hand Control Valve and Tractor Protection Valve, for Straight Truck	2/0	2

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
DRAIN VALVE, AUTOMATIC {Bendix DV-2} With Heater; for Air Tank	1/0	1
<u>Includes</u> : DRAIN VALVE Mounted in Wet Tank		
BRAKE SHOES, REAR Cast	0/50	50
<u>Notes</u> : Provides Rear Axle GAWR Up to 26,000-Lb. : The following features should be considered when calculating Rear GAWR: Rear Axles; Rear Suspension; Brake System; Brakes, Rear Air Cam; Brake Shoes, Rear; Special Rating, GAWR; Wheels; Tires.		
AIR BRAKE ABS {Bendix AntiLock Brake System} Full Vehicle Wheel Control System (4-Channel)	0/0	0
AIR DRYER {Meritor WABCO System Saver 1200} with Heater	12/6	18
BRAKE CHAMBERS, FRONT AXLE {Haldex} 24 SqIn	0/0	0
BRAKE CHAMBERS, REAR AXLE {Haldex GC3030LHDHO} 30/30 Spring Brake	0/0	0
<u>Includes</u> : BRAKE CHAMBERS, SPRING (2) Rear Parking; WITH TRUCK BRAKES: All 4x2, 4x4; WITH TRACTOR BRAKES: All 4x2, 4x4; 6x4 & 6x6 with Rear Tandem Axles Less Than 46,000-lb. or GVWR Up To 54,000-lb.		
SLACK ADJUSTERS, FRONT {Haldex} Automatic	0/0	0
SLACK ADJUSTERS, REAR {Haldex} Automatic	0/0	0
BRAKES, REAR, AIR CAM S-Cam; 16.5" x 7.0"; Includes 30/30 Sq.In. Long Stroke Brake Chamber and Spring Actuated Parking Brake	0/0	0
<u>Notes</u> : The following features should be considered when calculating Rear GAWR: Rear Axles; Rear Suspension; Brake System; Brakes, Rear Air Cam; Brake Shoes, Rear; Special Rating, GAWR; Wheels; Tires.		
AIR COMPRESSOR {Bendix Tu-Flo 550} 13.2 CFM Capacity	0/0	0
AIR TANK LOCATION (2) Mounted 25" Back of Cab, Outside Right Rail, With 24" Ground Clearance	0/0	0
STEERING COLUMN Tilting	10/0	10
STEERING WHEEL 2-Spoke, 18" Diam., Black	0/0	0
STEERING GEAR (2) {Sheppard M-100/M-80} Dual Power	50/0	50
DRIVESHAFT {Dana Spicer} SPL170XL in lieu of 1710 Series	0/2	2
EXHAUST SYSTEM Single, Horizontal, Aftertreatment Device Frame Mounted Outside Right Rail Under Cab; Includes Vertical Tail Pipe and Guard	0/0	0
<u>Includes</u> : EXHAUST HEIGHT 10' Exhaust Height - Based on Empty Chassis with Standard Components (+ or - 1" Height) : MUFFLER/TAIL PIPE GUARD Bright Finish		
TAIL PIPE (1) Straight Type, Bright, for Single Exhaust	0/0	0
EXHAUST HEIGHT 11' 6"	2/0	2
SWITCH, FOR EXHAUST 2 Position, Lighted & Latching, ON/OFF Type, Mounted in IP, Inhibits Diesel Particulate Filter Regeneration as Long as Switch is in ON Position	2/0	2
ELECTRICAL SYSTEM 12-Volt, Standard Equipment	0/0	0
<u>Includes</u> : BATTERY BOX Steel with Fiberglass Cover		

DescriptionF/R Wt Tot Wt
(lbs) (lbs)

: DATA LINK CONNECTOR For Vehicle Programming and Diagnostics In Cab		
: FUSES, ELECTRICAL SAE Blade-Type		
: HAZARD SWITCH Push On/Push Off, Located on Top of Steering Column Cover		
: HEADLIGHT DIMMER SWITCH Integral with Turn Signal Lever		
: HEADLIGHTS (2) Sealed Beam Halogen, 5" X 7" Rectangular, with Chrome Plated Bezels		
: HORN, ELECTRIC Single		
: JUMP START STUD Located on Positive Terminal of Outermost Battery		
: PARKING LIGHT Integral with Front Turn Signal and Rear Tail Light		
: RUNNING LIGHT (2) Daytime, Included With Headlights		
: STARTER SWITCH Electric, Key Operated		
: STOP, TURN, TAIL & B/U LIGHTS Dual, Rear, Combination with Reflector		
: TURN SIGNAL SWITCH Self-Cancelling for Trucks, Manual Cancelling for Tractors, with Lane Change Feature		
: TURN SIGNALS, FRONT Includes Reflectors and Auxiliary Side Turn Signals, Solid State Flashers; Flush Mounted		
: WINDSHIELD WIPER SWITCH 2-Speed with Wash and Intermittent Feature (5 Pre-Set Delays), Integral with Turn Signal Lever		
: WINDSHIELD WIPERS Single Motor, Electric, Cowl Mounted		
: WIRING, CHASSIS Color Coded and Continuously Numbered		
CIGAR LIGHTER Includes Ash Cup	1/0	1
POWER SOURCE Cigar Type Receptacle without Plug and Cord	1/0	1
ALTERNATOR {Leece-Neville LBP2203H} Brush Type, 12 Volt 160 Amp. Capacity, Pad Mounted	0/0	0
BODY BUILDER WIRING Back of Standard Cab at Left Frame or Under Extended or Crew Cab at Left Frame; Includes Sealed Connectors for Tail/Amber Turn/Marker/ Backup/Accessory Power/Ground and Sealed Connector for Stop/Turn	2/0	2
ELECTRIC TRAILER BRAKE/LIGHTS Accommodation Package to Rear of Frame; for Combined Trailer Stop, Tail, Turn, Marker Light Circuits; Includes Electric Trailer Brake Accommodation Package With Cab Connections for Mounting Customer Installed Electric Brake Unit, Less Trailer Socket	0/2	2
TAIL LIGHT WIRING MODIFIED Includes: Wiring for Standard Lt & Rt Tail Lights; Separate 8.0' of Extra Cable Wiring for Lt & Rt Body Mounted Tail Lights	0/2	2
BATTERY SYSTEM {JCI} Maintenance-Free (3) 12-Volt 2100CCA Total	0/0	0
2-WAY RADIO Wiring Effects; Wiring With 20 Amp Fuse Protection, Includes Ignition Wire With 5 Amp Fuse, Wire Ends Heat Shrink and Routed to Center of Header Console in Cab	1/0	1
RADIO {International} AM/FM Stereo With Weatherband, Clock, Auxiliary Input, Includes Multiple Dual Cone Speakers	0/0	0
<u>Includes</u>		
: SPEAKERS IN CAB (2) Dual-Cone with Deluxe Interior		
: SPEAKERS IN CAB (4) Coaxial with Premium Interior		
AUXILIARY HARNESS 3.0' for Auxiliary Front Head Lights and Turn Signals for Front Plow Applications	2/0	2
TRAILER AUXILIARY FEED CIRCUIT for Electric Trailer Brake Accommodation/Air Trailer ABS; With 30 Amp Fuse and Relay, Controlled by Ignition Switch	1/0	1
SWITCH, BODY CIRCUITS, MID ; for Bodybuilder, 6 Switches in Instrument Panel; One Power Module with 6 Channels, 20 Amp Max. Per Channel, 80 Amp Max Output, Switches Control Power Module Through Multiplex Wiring, Mounted in Cab Behind Driver Seat	0/0	0
JUMP START STUD Remote Mounted	2/0	2
<u>Includes</u>		
: JUMP START STUD Mounted to Battery Box		

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
BATTERY DISCONNECT SWITCH {Joseph Pollak 51-315} Positive Type, Lever Operated, Cab Mounted	1/0	1
BATTERY BOX Steel, With Fiberglass Cover; Mounted 26" BOC, Left Side Perpendicular to Frame Rail	0/0	0
TURN SIGNALS, FRONT Dual Face, Amber/Amber, Mounted on Top of Fender, Used With Standard Flush Mounted Front Turn Signal, Side Marker Lamps, Parking Lights and Reflectors	3/0	3
SWITCH, TOGGLE, FOR WORK LIGHT Lighted; on Instrument Panel and Wiring Effects for Customer Furnished Back of Cab Light	2/0	2
HEADLIGHTS Long Life Halogen; for Two Light System	0/0	0
CLEARANCE/MARKER LIGHTS (5) {Truck Lite} Amber LED Lights, Flush Mounted on Cab or Sunshade	0/0	0
ENGINE SHUTDOWN Automatic; With 30 Second Delay, With International Engines	1/0	1
TEST EXTERIOR LIGHTS Pre-Trip Inspection will Cycle all Exterior Lamps Except Back-up Lights	0/0	0
STARTING MOTOR {Delco Remy 39MT} 12 Volt; Gear Reduced, With Thermal Over-Crank Protection	0/0	0
HORN, AIR (2) Single Tone, Rectangular; Chrome	0/0	0
INDICATOR, LOW COOLANT LEVEL With Audible Alarm	1/0	1
CIRCUIT BREAKERS Manual-Reset (Main Panel) SAE Type III With Trip Indicators, Replaces All Fuses Except For 5-Amp Fuses	0/0	0
INSULATION, UNDER HOOD for Sound Abatement	1/0	1
GRILLE Stationary, Chrome	5/0	5
INSULATION, SPLASH PANELS for Sound Abatement	2/0	2
FRONT END Tilting, Fiberglass, With Three Piece Construction; for 2007 Emissions	0/0	0
PAINT SCHEMATIC, PT-1 Single Color, Design 100	0/0	0
<u>Includes</u>		
: PAINT SCHEMATIC ID LETTERS "GN"		
PAINT TYPE Base Coat/Clear Coat, 1-2 Tone	0/0	0
CLUTCH Omit Item (Clutch & Control)	-64/-11	-75
RADIATOR HOSES Silicone; Molded	0/0	0
ENGINE, DIESEL {MaxxForce 9} EPA 10, 300 HP @ 2000 RPM, 860 lb-ft Torque @ 1200 RPM, 2200 RPM Governed Speed	51/2	53
<u>Includes</u>		
: AIR COMPRESSOR AIR SUPPLY LINE Naturally-Aspirated		
: COLD STARTING EQUIPMENT Intake Manifold Electric Grid Heater with Engine ECM Control		
: CRUISE CONTROL Electronic; Controls Integral to Steering Wheel		
: ENGINE OIL DRAIN PLUG Magnetic		
: ENGINE SHUTDOWN Electric, Key Operated		
: FUEL FILTER Included with Fuel/Water Separator		
: FUEL/WATER SEPARATOR Fuel/Water Separator and Fuel Filter in a Single Assembly; With Water-in-Fuel Sensor; Engine Mounted		
: GOVERNOR Electronic		
: OIL FILTER, ENGINE Spin-On Type		
: WET TYPE CYLINDER SLEEVES		
FAN DRIVE {Horton Drivemaster Polar Extreme} Direct Drive Type, Two Speed, With Residual Torque Device for Disengaged Fan Speed	0/0	0

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
<u>Includes</u> : FAN Nylon		
RADIATOR Aluminum, Front to Back Cross Flow, Series System; 1663 SqIn Core and 885 SqIn Charge Air Cooler and 470 SqIn Low Temperature Radiator Down Flow	0/0	0
<u>Includes</u> : ANTI-FREEZE Red Shell Rotella Extended Life Coolant -40F (-40C) : DEAERATION SYSTEM with Surge Tank : HOSE CLAMPS, RADIATOR HOSES Gates Shrink Band Type; Thermoplastic Coolant Hose Clamps : RADIATOR HOSES Premium, Rubber		
FEDERAL EMISSIONS for 2010; MaxxFace 9 & 10 Engines	0/0	0
AIR CLEANER Dual Element, with Integral Snow Valve and In-Cab Control	10/0	10
<u>Includes</u> : GAUGE, AIR CLEANER RESTRICTION Air Cleaner Mounted		
THROTTLE, HAND CONTROL Engine Speed Control; Electronic, Stationary, Variable Speed; Mounted on Steering Wheel	0/0	0
ACCESSORY WIRING, SPECIAL for Road Speed Wire Coiled Under Instrument Panel for Customer Use	0/0	0
ENGINE CONTROL, REMOTE MOUNTED - No Provision Furnished for Remote Mounted Engine Control	0/0	0
BLOCK HEATER, ENGINE {Phillips} 120 Volt/1250 Watt; With "Y" Cord From Socket in Standard Location, With Provision in Oil Pan For a Dealer Installed Oil Pan Heater, With Extended Life Coated Oil Pan, for I6 Engines	4/0	4
<u>Includes</u> : BLOCK HEATER SOCKET Receptacle Type; Mounted below Drivers Door		
EMISSION COMPLIANCE Federal, Does Not Comply With California Clean Air Regulations	0/0	0
TRANSMISSION, AUTOMATIC {Allison 3500_RDS_P} 4th Generation Controls; Wide Ratio, 5-Speed, With Overdrive; On/Off Hwy; Includes Oil Level Sensor, With PTO Provision, Less Retarder, With 80,000-lb GVW & GCW Max.	173/75	248
<u>Includes</u> : OIL FILTER, TRANSMISSION Mounted on Transmission : TRANSMISSION OIL PAN Magnet in Oil Pan		
OIL COOLER, AUTO TRANSMISSION {Modine} Water to Oil, for Allison or CEEMAT Transmission	25/0	25
TRANSMISSION SHIFT CONTROL {Allison} T-Bar Type; for Allison 3000 & 4000 Transmission	0/0	0
TRANSMISSION OIL Synthetic; 29 thru 42 Pints	0/0	0
ALLISON SPARE INPUT/OUTPUT for Rugged Duty Series (RDS); General Purpose Trucks, Construction	0/0	0
TRANSMISSION TCM LOCATION Located Inside Cab	0/0	0
SHIFT CONTROL PARAMETERS Allison Performance Programming in Primary and Allison Economy Programming in Secondary	0/0	0
PTO CONTROL, DASH MOUNTED For Customer Provided PTO; Includes Switch, Electric/Air Solenoid, Piping and Wiring	3/0	3
AXLE, REAR, SINGLE {Meritor RS-26-185} Single Reduction, Standard Track, 26,000-lb Capacity, With R Wheel Ends, Driver Controlled Locking Differential . Gear Ratio: 5.63	0/320	320
<u>Includes</u> : REAR AXLE DRAIN PLUG (1) Magnetic, For Single Rear Axle		

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
<u>Notes</u>		
: The following features should be considered when calculating Rear GAWR: Rear Axles; Rear Suspension; Brake System; Brakes, Rear Air Cam; Brake Shoes, Rear; Special Rating, GAWR; Wheels; Tires.		
: When Specifying Axle Ratio, Check Performance Guidelines and TCAPE for Startability and Performance		
SUSPENSION, RR, SPRING, SINGLE Vari-Rate; 31,000-lb Capacity, Includes 4500-lb Capacity Multileaf Auxiliary	0/88	88
<u>Notes</u>		
: The following features should be considered when calculating Rear GAWR: Rear Axles; Rear Suspension; Brake System; Brakes, Rear Air Cam; Brake Shoes, Rear; Special Rating, GAWR; Wheels; Tires.		
FUEL/WATER SEPARATOR With Thermostatic Fuel Temperature Controlled Electric Heater, and Filter Restriction/Change Indicator, Includes Standard Equipment Water-in-Fuel Sensor	5/0	5
FUEL TANK Temporary; Top Draw; D-Style, Steel, 16" Tank Depth, 50 U.S. Gal., 189 L; Capacity, With Quick Connect Outlet, Mounted Right Side Back of Cab	0/0	0
CAB Conventional	0/0	0
<u>Includes</u>		
: ARM REST (2) Molded Plastic; One Each Door		
: CLEARANCE/MARKER LIGHTS (5) Flush Mounted		
: COAT HOOK, CAB Located on Rear Wall, Centered Above Rear Window		
: CUP HOLDERS Two Cup Holders, Located in Lower Center of Instrument Panel		
: DOME LIGHT, CAB Rectangular, Door Activated and Push On-Off at Light Lens, Timed Theater Dimming, Integral to Console, Center Mounted		
: GLASS, ALL WINDOWS Tinted		
: GRAB HANDLE, CAB INTERIOR (1) "A" Pillar Mounted, Passenger Side		
: GRAB HANDLE, CAB INTERIOR (2) Front of "B" Pillar Mounted, One Each Side		
: INTERIOR SHEET METAL Upper Door (Above Window Ledge) Painted Exterior Color		
: STEP (4) Two Steps per Door		
HEATER HOSES Silicone	0/0	0
GAUGE CLUSTER English With English Electronic Speedometer	0/0	0
<u>Includes</u>		
: GAUGE CLUSTER (6) Engine Oil Pressure (Electronic), Water Temperature (Electronic), Fuel (Electronic), Tachometer (Electronic), Voltmeter, Washer Fluid Level		
: ODOMETER DISPLAY, Miles, Trip Miles, Engine Hours, Trip Hours, Fault Code Readout		
: WARNING SYSTEM Low Fuel, Low Oil Pressure, High Engine Coolant Temp, and Low Battery Voltage (Visual and Audible)		
GAUGE, OIL TEMP, ALLISON TRAN	1/0	1
GAUGE, AIR CLEANER RESTRICTION {Filter-Minder} With Black Bezel Mounted in Instrument Panel	2/0	2
IP CLUSTER DISPLAY On Board Diagnostics Display of Fault Codes in Gauge Cluster	0/0	0
SEAT, DRIVER {National 2000} Air Suspension, High Back With Integral Headrest, Cloth, Isolator, 1 Chamber Lumbar, 2 Position Front Cushion Adjust, -3 to +14 Degree Back Angle Adjust	28/11	39
<u>Includes</u>		
: SEAT BELT 3-Point, Lap and Shoulder Belt Type		
SEAT, PASSENGER {Gra-Mag} Non Suspension, High Back With Integral Headrest, Cloth, With Fixed Back, With Under Seat Storage	25/10	35
<u>Includes</u>		
: SEAT BELT 3-Point, Lap and Shoulder Belt Type		

<u>Description</u>	<u>F/R Wt</u> (lbs)	<u>Tot Wt</u> (lbs)
MIRRORS (2) {Lang Mekra} Styled; Rectangular, 7.09" x 15.75" & Integral Convex Both Sides, 102" Inside Spacing, Breakaway Type, Heated Heads Thermostatically Controlled, Power Both Sides, Clearance Lights LED, Bright Finish Heads & Brackets	9/0	9
GRAB HANDLE Chrome; Towel Bar Type With Anti-Slip Rubber Inserts; for Cab Entry Mounted Left Side Only at "B" Pillar	3/0	3
ARM REST, RIGHT, DRIVER SEAT	3/0	3
INSTRUMENT PANEL Center Section, Ergonomic Panel	0/0	0
WINDOW, POWER (2) And Power Door Locks, Left and Right Doors, Includes Express Down Feature	5/0	5
AIR CONDITIONER {International Blend-Air} With Integral Heater & Defroster	60/0	60
<u>Includes</u>		
: CLAMPS, HEATER HOSE Mubea Constant Tension Clamps		
: FRESH AIR FILTER		
: HEATER HOSES Premium		
: REFRIGERANT Hydrofluorocarbon HFC-134A		
HOURMETER, PTO for Customer Provided PTO; With Indicator Light and Hourmeter in Gauge Cluster Includes Return Wire for PTO Feedback Switch	2/0	2
FRESH AIR FILTER Attached to Air Intake Cover on Cowl Tray in Front of Windshield Under Hood	1/0	1
CAB INTERIOR TRIM Premium	0/0	0
<u>Includes</u>		
: "A" PILLAR COVER Molded Plastic		
: CAB INTERIOR TRIM PANELS Cloth Covered Molded Plastic, Full Height; All Exposed Interior Sheet Metal is Covered Except for the Following: with a Two-Man Passenger Seat or with a Full Bench Seat the Back Panel is Completely Void of Covering		
: CAB SOUND INSULATION Includes Dash and Engine Cover Insulators		
: CAB, INTERIOR TRIM, CLOSEOUT Lower Dash Closeout Panel; Molded Plastic; Under Instrument Panel Driver Side		
: CONSOLE, OVERHEAD Molded Plastic; With Dual Storage Pockets with Retainer Nets, CB Radio Pocket, Speakers, and Reading Lights		
: COURTESY LIGHT (2) Mounted In Front Map Pocket Left and Right Side		
: DOOR TRIM PANELS with Cloth Insert on Bolster Driver and Passenger Doors		
: FLOOR COVERING Rubber, Black		
: GAUGE, TEMPERATURE, AMBIENT Includes Compass Readout and Wiring and Sensor With Display Unit Mounted in Cluster		
: HEADLINER Soft Padded Cloth		
: INSTRUMENT PANEL TRIM Molded Plastic with Black Center Section		
: STORAGE POCKET, DOOR (2) Molded Plastic (Carpet Texture), Full-Length; Driver and Passenger Doors		
: SUN VISOR (3) Padded Vinyl: 2 Moveable (Front-to-Side) Primary Visors, Driver Side with Vanity Mirror and Toll Ticket Strap, plus 1 Auxiliary Visor (Front Only), Driver Side		
CAB REAR SUSPENSION Air Bag Type	0/0	0
SUNSHADE, EXTERIOR Aerodynamic, Painted Roof Color; Includes Integral Clearance/Marker Lights	14/3	17
ACCESS, CAB Driver & Passenger Sides, Two Aluminum, Self-Cleaning Steps (Bustin) Per Door, For Use With Regular & Extended Cabs	14/6	20
WHEELS, FRONT DISC; 22.5" Painted Steel, 5 Hand Hole, 10-Stud (285.75MM BC) Hub Piloted, Flanged Nut, Metric Mount, 9.00 DC Rims; With Steel Hubs.	123/0	123
<u>Includes</u>		
: PAINT IDENTITY, FRONT WHEELS White		
: WHEEL SEALS, FRONT Oil Lubricated, Includes Wheel Bearings		

Description

<u>F/R Wt</u>	<u>Tot Wt</u>
(lbs)	(lbs)

Notes

: Compatible Tire Sizes: 12R22.5, 295/75R22.5, 295/80R22.5, 315/80R22.5

WHEELS, REAR DUAL DISC; 22.5" Painted Steel, 2 Hand Hole, 10-Stud (285.75MM BC) Hub Piloted, Flanged Nut, Metric Mount, 8.25 DC Rims; With Steel Hubs

0/0	0
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Includes

: PAINT IDENTITY, REAR WHEELS White

: WHEEL SEALS, REAR Oil Lubricated, Includes Wheel Bearings

Notes

: Compatible Tire Sizes: 11R22.5, 12R22.5, 255/70R22.5, 255/80R22.5, 265/75R22.5, 275/70R22.5, 275/80R22.5, 295/75R22.5, 295/80R22.5

(4) TIRE, REAR 12R22.5 XZY-3 (MICHELIN) 483 rev/mile, load range H, 16 ply

0/136	136
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(2) TIRE, FRONT 315/80R22.5 XZY-3 (MICHELIN) 486 rev/mile, load range L, 20 ply

90/0	90
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Total Component Weight:

8519/4840	13359
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Trk #2 Goods Purch.

0/0	0
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Total Goods Purchased:

0/0	0
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The weight calculations included in this proposal are an estimate of future vehicle weight. The actual weight as manufactured may be different from the estimated weight. Navistar, Inc. shall not be liable for any consequences resulting from any differences between the estimated weight of a vehicle and the actual weight.

<u>Description</u>	<u>(USA DOLLAR)</u>	<u>Price</u>
Factory List Prices:		
Product Items	\$108,980.00	
Service Items	\$0.00	
Total Factory List Price Including Options:		\$108,980.00
Total Goods Purchased:		\$1,861.00
Document Fee	\$190.00	
Total Preparation And Delivery:		\$190.00
FREIGHT, January, 2010	\$1,750.00	
Total Freight:		\$1,750.00
Total Factory List Price Including Freight:		\$112,781.00
Less Customer Allowance:		(\$33,276.00)
Total Vehicle Price:		\$79,505.00
Total Warranty:		\$900.00
Total Sale Price:		\$80,405.00
Total Per Vehicle Sales Price:		\$80,405.00
Total Net Sales Excluding Taxes:		\$80,405.00
Michigan Title Fee	\$15.00	
Total License, Title:		\$15.00
Net Sales Price:		\$80,420.00

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an International vehicle.

Approved by Seller:

Accepted by Purchaser:

Official Title and Date

Firm or Business Name

Authorized Signature

Authorized Signature and Date

This proposal is not binding upon the seller without Seller's Authorized Signature

Official Title and Date



facsimile transmittal

ATTN: KURT WAGENNER **TO:** TRI-COUNTY INTERNATIONAL
From: TIM POLLARD **Fax:**
Re: CITY OF NOVI ADDITIONAL PURCHASE **Date:** 3/08/10
CC: **Pages:**

URGENT Review Comment Reply Recycle

Regarding: CITY OF NOVI ADDITIONAL PURCHASE OF DUMP TRUCK-INTERNATIONAL 7400
4X2 S.B.A.

ON AUG. 19, 2009 YOU SUBMITTED A BID TO CITY OF NOVI FOR A 2010 DUMP TRUCK.
 WE HAVE BEEN ASKED BY MR. CHRISTOPHER QUICK OF CITY OF NOVI TO EXTEND THE PRICE
 WE QUOTED TO YOU FOR AN ADDITIONAL UNIT. WE CAN EXTEND THE PRICE WE QUOTED 8/12/09
 TO YOU EXACTLY THE SAME SPECIFICATIONS FOR THE ADDITIONAL UNIT IN 2010.

Note: If you do not receive the number of pages indicated above, or are experiencing problems with receiving a legible copy, call us @ 313-837-6776 or fax @ 313-837-5374

**TRI COUNTY IHC
5701 WYOMING
DEARBORN, MI 48121
ATTN: KURT WAGNER**

8/12/09

Quotation

PROJECT: CITY OF NOVI - 4 x 2 S.B.A. DUMP TRUCK
TERMS: NET 30 DAYS F.O.B.: ORIGIN

ITEM(S)

- ❖ FRONT BUMPER SHALL BE HEAVY DUTY STRUCTURAL STEEL CHANNEL PER SPEC.
- ❖ GRADE 8 BOLTS SUPPLIED THROUGHOUT CONSTRUCTION
- ❖ ELECTRIC JUNCTION BOX INSTALLED IN CAB
- ❖ FACTORY INSTALLED BATTERIES WILL BE RE-POSITIONED PER SPEC
- ❖ FACTORY BATTERY BOX WILL BE VENTED BY C.E. POLLARD CO.
- ❖ LIGHTING TO CONFORM TO FMVSS #108 STANDARDS
- ❖ COLE HERSEE SOCKET #12063
- ❖ BACK UP ALARM PER SPECS
- ❖ BETTS LIGHTING SYSTEM PER EXHIBIT A, PAGE 1 & PAGE 2
- ❖ BETTS LIGHTING SYSTEM PER SPECS
- ❖ STAR #3901-A CONVERT A STROBE SYSTEM
- ❖ STAR MODEL LDHEF STROBE HEADS (2)
- ❖ STAR MODEL LDHEF AMBER STROBE HEADS ON VERTICAL REAR CORNER POSTS
- ❖ FURNISH ELECTRICAL ADAPTER TO STEP DOWN SEVEN(7) CONDUCTOR TO SIX (6) CONDUCTOR SOCKET
- ❖ CROSS OVER WIRING SYSTEM PER SPECS
- ❖ AUXILIARY HARNESS SYSTEM FOR HEAD LIGHTS, TURN SIGNALS & FRONT PLOW APPLICATION
- ❖ LINE-X COATED DUMP BODY PER SPECS
- ❖ PHILLIPS & TEMRO MODEL V-3000 VIBRATOR INSTALLED PER SPECS
- ❖ RUBBER FLAPS PER SPECS
- ❖ 'S' HOOKS PER SPECS
- ❖ FURNISH BODY RAISED LIGHT PER SPECS
- ❖ FURNISH DONOVAN MODEL 7000 TARP SYSTEM PER SPECS
- ❖ FURNISH & INSTALL 381NPXD392 PINTLE HOOK PER SPECS
- ❖ PRECO BACK UP ALARM PER SPECS
- ❖ INSTALL LIFT SOCKETS PER SPECS.
- ❖ INSTALL RE-ROD PER SPECS
- ❖ FURNISH & INSTALL STEEL SIDE BOARDS PER SPECS
- ❖ SERVICE & OPERATING MANUALS AS WELL AS PARTS MANUALS WILL BE PROVIDED
- ❖ TOOLS WHERE REQUIRED WILL BE SUPPLIED
- ❖ THIELE MODEL 12 DUMP BODY FURNISHED & INSTALLED PER SPECS, PAINTED IHC RED #2303

8/12/09

- ❖ THIELE MODEL 1825 HYDRAULIC DUMP HOIST
- ❖ THIELE HALF STYLE CAB SHEELD INSTALLED
- ❖ ROOT MODEL F-8900-DPR-12' UNDERBODY SCRAPER INSTALLED
- ❖ CENTRAL HYDRAULIC SYSTEM AS SPECIFIED – ITEM #17, PAGE 16 THROUGH PAGE 20 INCLUSIVE
- ❖ BODY COATING AS SPECIFIED ON ITEM 18. WILL BE SUPPLIED
- ❖ ROOT MODEL TPR-PR-10' SNOW PLOW PER SPECS
- ❖ SWENSON MODEL SBG-6S #304 STAINLESS STEEL SALT SPREADER PER SPECS

THIS BID MEETS & EXCEEDS ALL SPECIFICATIONS AS WRITTEN ON "DUMP TRUCK INTERNATIONAL 7400 4 x 2 S.B.A. DATED JULY 29, 2009"

NET PRICE INSTALLED F.O.B. 13575 AUBURN ST, DETROIT, MI 48223 **\$ 83, 832.00**

Special Provisions

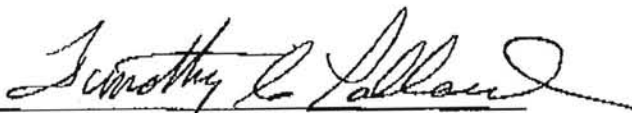
The quoted price is good only if there is clearance for installation of the underbody scraper, hydraulic valve/tank combination on the side of truck frame under the body passenger side, back-of-cab pre-wet tank, and an 82 gallon fuel tank on the side of truck frame under the body driver's side.

Note Also

For installation of the above equipment, trucks must have:

- a) CA measurement approx. 114" for body & back of cab liquid tank
- b) Transmission adapter plate for PTO/pump mounting
- c) Front integral frame extension, stationary grill
- d) Bucket seats in cab.
- e) 24" ground clearance for installation of scraper
- f) Exhaust to be single vertical with heat guard

Signature



Timothy C. Pollard, President

Aroid, Becky

From: Morianti, Sue
Sent: Tuesday, March 09, 2010 4:00 PM
To: Aroid, Becky
Subject: FW: from Mark Caracciolo at Tri- County International; RE: Additional Trk
Attachments: NOVI_Trk 2.pdf; Pollard ReQuote 03_2010.pdf

From: Mark Caracciolo [mailto:tricotruckmjc@aol.com]
Sent: Tuesday, March 09, 2010 3:52 PM
To: Quick, Chris
Cc: Morianti, Sue
Subject: from Mark Caracciolo at Tri- County International; RE: Additional Trk

Dear Chris and Sue,

This letter and attached specification will serve to confirm that we can offer to you the second International 7400 SBA 4x2 chassis at the same price as the 1st; which is \$80,420.00. This will be a 2011 model year truck and basically all else is as on the first truck. Tim Pollard at C.E. Pollard Co. (the bodybuilder) has also agreed to hold his pricing as well for the second unit.

This represents exceptionally good value to the City of Novi as it avoids the \$8,000 price increase due now on the 2010 emissions engines were we to order the truck today. The VIN number is BJ336735 and it will be built on April 12, 2010 and here at the dealership on or around April 24, 2010.

Thank you for this additional opportunity and your continued interest in our products and services.

Best Regards,

Mark J. Caracciolo

Tri-County International Trucks, Inc. / C & S Motors, Inc. (of Flint, MI)

5701 Wyoming Ave. Dearborn, MI. 48126

(313) 584-7090 FAX: (313) 584- 584-5681 CELL: (586) 222-2940

113 South Dort Hwy. Flint, MI 48503

(810) 234-5686 FAX: (810) 239-0083