



## *A Joint Purchasing Program For Local Government Agencies*

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May 4, 2009

Standard Equipment  
Gerald Donlon  
2033 West Walnut Street  
Chicago, IL 60612

Dear Mr. Donlon:

This letter is to inform you that the SPC Governing Board has approved the price increases for the SPC 2009 (2110 & 2112 Vactor Sewer Cleaner Trucks). The new 2110 price is \$259,598.00

For informational purposes:

Under Section 6, Term of Contract, of the 10 Yard Fan Catch Basin/Sewer Cleaner with John Deere Auxiliary Engine, RFP 0007 it reads as follows:

“The vendor must hold bid prices constant for the first year of the contract unless evidence of a manufacturer’s price increase is provided to the NWMC purchasing agent or a Federal E.P.A. standard is enacted during the said time frame. If a contract extension is exercised, the vendor must provide written documentation from the manufacturer proving any price increases and/or decreases for items originally bid on. In no event shall the term plus renewals exceed four years.”

As you are already aware, Mr. Bill McConney has provided written documentation (**Attachment A**) for the SPC 2110 & 2112 “Vactor” Sewer Cleaning Trucks pricing increases from Mr. Gary Gembala, Elgin/Vactor Central Regional Manager. The original bid award purchase price for “Vactor” model 2110 was \$235,644.00 and for the 2112 it was \$250,590.00. It is further noted that with the 2110 model, Sterling (chassis) ceased building trucks in early 2009 so they are no longer available. This leaves Navistar as the main provider for chassis. Navistar’s chassis price is \$11,844 more than Sterling. Also, “Vactor” has made the following body increases (options now standard) for 2009:

- Multi-flow +\$4,900.00
- 800 Ft. Hose Reel +\$4,000.00
- Updated Hose Reel Electronics +\$2,000.00
- 2% Price Increase

With the 2112 model, again, Sterling (chassis) ceased building trucks in early 2009 so they are no longer available. This leaves Navistar as the main provider for chassis. Navistar’s chassis price is \$11,848.00 more than Sterling. Also, “Vactor” has made the following body increases (options now standard) for 2009:

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*DuPage Mayors &  
Managers Conference*  
1220 Oak Brook Road  
Oak Brook, IL 60523  
Suzette Quintell  
Phone: (630) 571-0480  
Fax: (630) 571-0484

*Northwest Municipal  
Conference*  
1616 East Golf Road  
Des Plaines, IL 60016  
Larry Widmer  
Phone: (847) 296-9200  
Fax: (847) 296-9207

*South Suburban Mayors  
And Managers Association*  
1904 West 174<sup>th</sup> Street  
East Hazel Crest, IL 60429  
Ed Paesel  
Phone: (708) 206-1155  
Fax: (708) 206-1133

*Will County  
Governmental League*  
3180 Theodore Street, Suite 101  
Joliet, IL 60435  
Anna Bunger  
Phone: (815) 722-7280  
Fax: (815) 722-0528

- Multi-flow +\$4,900.00
- 800 Ft. Hose Reel +\$4,000.00
- Updated Hose Reel Electronics +\$2,000.00
- High Dump +\$13,895.00
- 2% Price Increase

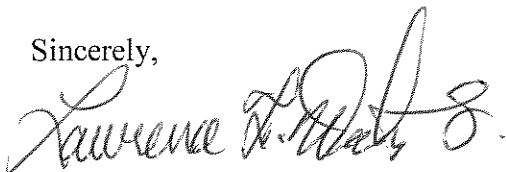
Therefore, the price of the 2112 "Vactor" will be \$273,817.00. It has been agreed to that for both the 2110 and 2112 models that Standard Equipment will allow any purchaser to supply their own chassis but there will be an additional modification charge.

Additional Information:

- New software (computer) package allows peak power at a slower torque level, thereby, saving an estimated 23% in fuel. This will also decrease noise and air pollution.
- In 2008, all purchasers added the Multi-flow to the "Vactor" as an option.
- Multi-flow trucks receive more return on investment at trade-in time.
- The High Dump increase (2112) from 42" to 60" allows for the dumping directly into commercial containers.
- With the 2110 "Vactor", \$2,477.00 in costs increases are being absorbed by Elgin/Vactor
- With the 2112 "Vactor", \$16,487.00 in cost increases are being absorbed by "Vactor" because Elgin/Vactor feels that by increasing the High Dump size commercial sales will vastly increase.

Finally, the Vactor 2110 & 2112 contracts began June 19, 2008 and will end on June 19, 2009. The first of three (3) possible one year contract extensions will be considered by the SPC Governing Board in early June.

Sincerely,



Lawrence F. Widmer Jr., CPPB  
Deputy Director

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