


**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: March 21, 2006

SUBJECT: Recommendation to Purchase a Snow Blower from Snoquip.

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**ACTION REQUESTED**

Approve the purchase of a Larue snow blower from Snoquip of West Sacramento in the amount of \$362,397.75, and authorize the Purchasing Manager to sign the resulting purchase order.

**BACKGROUND**

DPW has an urgent need to replace 3 snow blowers that are 42 years old or more. The County owns two classes of snow blowers. The first has the capacity of moving over 4,000 tons of snow per hour. The second can move 2,500 tons per hour. It is this second class that needs to be replaced. Due to the age and repair costs of this equipment, replacements are urgently needed. DPW has budgeted for the replacement of one of these units during the 2005/2006 fiscal year.

DPW and Procurement staff conducted a competitive evaluation of suitable snow blowers. Three manufacturers were identified: Larue, Snogo and Kodiak. The total purchase price of the Larue snow blower quoted by Snoquip is \$362,397.75. Snoquip is the Northern California representative for Larue snow blowers. Similarly equipped Snogo and Kodiak units cost approximately \$380,000.00 and \$460,000.00 respectively. There are very few authorized dealers for these machines, and virtually no discount would be obtained through a formal competitive bidding process. The County has used a Larue unit on a rental/trial basis and discovered it to be of superior workmanship and capability when compared to the other two. Additionally, the Larue machine costs less. Procurement research has determined that there are no current public agency contracts available on any of these three machines that could be used through a cooperative purchasing agreement.

As a result of this competitive evaluation process, Procurement has determined that purchasing one Larue snow blower from Snoquip is the best value available to the County. Competitive bidding will not provide additional cost benefits and opens the possibility of low bids on unsuitable or lesser quality equipment. The last purchase from a Placer County bid in 1997 nearly ended in extended litigation due to poor performance by the equipment and unresponsive sales and service representatives.

**FISCAL IMPACT**

The total purchase price of the snow blower, including tax, will be \$362,397.75. DPW has sufficient fixed asset approval for this amount.

cc: Dennis Gage, DPW Fleet Services  
Gwenda Howell, DPW Administration

