



## MEMORANDUM

To: Kristen Gorham, City Manager

From: Todd Hill, Public Works Director

Cc: Julie Owens, Public Works Assistant Director  
Lori Conway, Grounds and Greenspace Manager  
Earl Davis, Sanitation and Fleet Manager

Date: October 2, 2024

Re: **Request to Purchase Bucket Truck**

Public Works requests that City Council consider and approve the lease-purchase of a new bucket truck in the amount of \$192,099. This memo outlines the reasons for this request and proposed purchase agreement terms.

### **Issues with Current Bucket Truck**

The city's bucket truck, a 2006 Ford F-450 with an Altec AT-235 lift, has become unreliable and unsafe. Purchased used over seven years ago, it now has 140,000 miles and has cost the city about \$28,875 in maintenance, with repair costs increasing yearly. In the past three years alone, repairs have exceeded \$10,000. From July 2023 to July 2024, the truck was in the shop three times and was only operational for 2-3 months due to long repair delays. Twice, hydraulic failures left employees stranded in the air. Most recently, a failing ABS control module led management to conclude it was no longer worth repairing.

### **Need for a Bucket Truck**

A bucket truck is essential for Public Works, particularly for the Grounds & Greenspace (GG) Division, which handles routine tree pruning and vegetation controls in public areas. There is significant deferred structural pruning work, and outsourcing would be costly. The truck is also used for pressure washing, graffiti removal, and by other departments for tasks like traffic light maintenance and hanging banners.

### **Truck Rental Cost Comparison**

Renting a bucket truck costs \$534/day, \$1,617/week, or \$4,910/month, which equates to an annual cost of nearly \$60,000 for full-time use. Additionally, rentals are often unavailable when needed most, especially during severe weather events.

### **Model and Vendor Research Performed**

We researched purchasing a less-expensive bucket van from City Rent-A-Truck, and had a demo model brought in, but staff found it too unstable for roadside work. Once we decided to purchase a bucket truck, we contacted Altec, the manufacturer of the lift on our current truck, as well as Cherokee Truck for quotes on a comparable model. Neither vendor responded to our requests.

By contrast, we quickly received a quote and financing options from [Fouts Brothers/Smyrna Truck](#), a highly respected local business operating since 1952. They fabricate commercial trucks and equipment at their Milledgeville facility. Smyrna Truck has a strong partnership with [Versalift](#) and will provide complimentary training on safe bucket truck operations for all current staff and future hires.

Our planned purchase is a Ford F-550 4x4 diesel chassis with a Versalift™ SST-40 aerial lift. The new truck will include outriggers for added stability. We've been renting a similar model for several weeks, and staff is very satisfied with its performance. See **Attachment A** for unit specifications and quote.

### **Maintenance and Repair Plan and Warranty**

Versalift employs two full-time technicians in the Atlanta area who can provide mobile service and testing. The PW Fleet Manager will rely on these technicians for lift maintenance and routine safety testing. Rush Trucks, our regular service provider, will handle any chassis repairs, while our in-house Fleet staff will perform routine engine maintenance.

The lift and BrandFX body come with a 1-year warranty, and Smyrna Truck will cover any service needed within the first 90 days free of charge. The Ford F-550 chassis includes standard Ford warranties.

### **Lease-Purchase Agreement**

Another plus for Smyrna Truck is their financing arrangement through Community Leasing Partners, a division of Community First National Bank, which has 100 years of experience financing public entities. They offer competitive interest rates and flexible repayment options, including annual payments and no pre-payment penalties. The unit can be financed for up to 7 years, with the option to pay off early if desired. Staff recommends a 7-year lease for a maximum payment of \$32,964.56. See **Attachment B** for the quote and lease-purchase payment options.

### **Attachments:**

Attachment A – New Unit Specifications and Quote from Smyrna Truck

Attachment B – Lease-Purchase Agreement Terms with CLP

## **Attachment A – New Unit Specifications and Quote from Smyrna Truck**

# SST-37/40-EIH

*Insulated Lightweight Workhorse*

- **WORKING HEIGHT:** Up to 45 ft (13.7 m)  
with Standard Pedestal
- **HORIZONTAL REACH:** Up to 27 ft 9 in (8.5 m)
- **PLATFORM CAPACITY:** Up to 450 lbs (204 kg)

**FULL  
PRESSURE  
HYDRAULIC  
CONTROLS**

**BEST  
IN CLASS  
PAYLOAD**



*SST-40-EIH model shown here.*

**VERSALIFT®**



# SST-37/40-EIH

Insulated Lightweight Workhorse



## GENERAL SPECIFICATIONS:

(Based on 40 in Frame)

Horizontal Reach 27 ft 9 in (8.5 m)

Maximum Platform Capacity 450 lbs (204 kg)

## WITH STANDARD PEDESTAL:

Height to Bottom of Platform

SST-37-EIH 37 ft (11.3 m)

SST-40-EIH 40 ft (12.2 m)

Working Height

SST-37-EIH 42 ft (12.8 m)

SST-40-EIH 45 ft (13.7 m)

Stowed Travel Height

10 ft 4 in (3.15 m)

## INSULATION GAP:

Upper Boom Fully Retracted 42 in (1.07 m)

Lower Boom Insert (optional) 12 in (0.3 m)

Upper Boom Fully Retracted 10 in (.25 m)  
(w/o Electrogard)

## HYDRAULIC SYSTEM:

Operating Pressure 2250 psi (155 bar)

Flow Rate 5 gpm (18.9 lpm)

System Type Open Center

## BOOM ACTION:

Inner Boom Extension 116 in (2.9 m)

Outer Boom -14° to +74°

Lower Boom

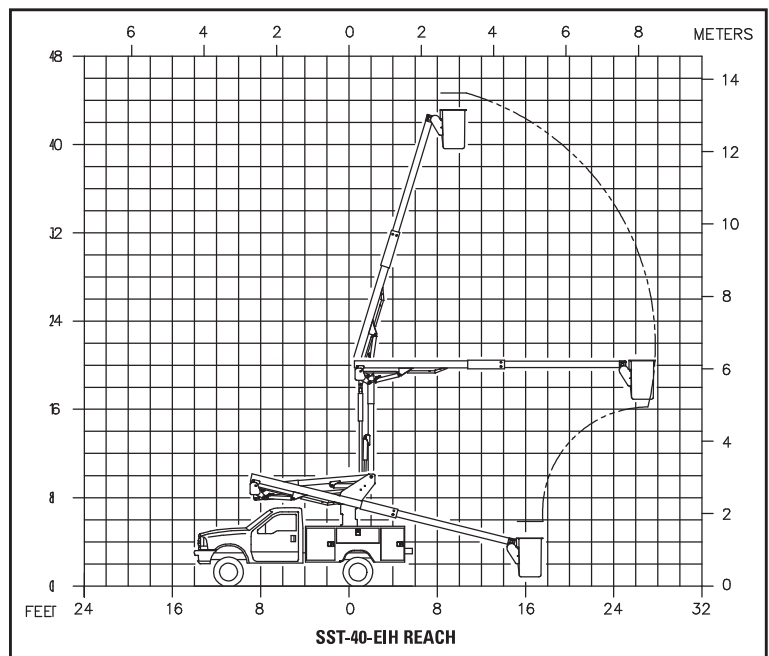
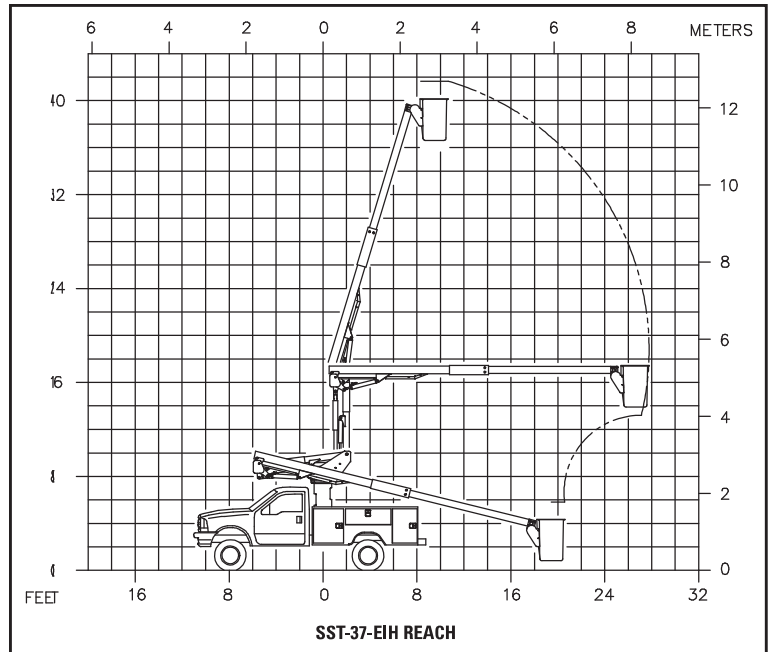
SST-37-EIH -7° to Vertical

SST-40-EIH -5° to Vertical

Rotation 370° Non-Continuous

## OPTIONS:

- 4-Axis Controller
- Continuous Rotation
- Rear Torsion Bars
- Independent Outriggers
- Backup 12-Volt Pump
- Engine Throttle Control
- Lift Eye (500 lb max)
- Automatic Boom Latch
- 180° Rotating Platform
- Hydraulic Tool Circuit at the Platform



Note: Specifications on units may vary or change without prior notification due to option selections.

REV. 03/20

**VERSALIFT** is a leading manufacturer of bucket trucks, digger derricks and cable placers. Customers in the electric utility, telecommunications, forestry and sign, light & traffic industries experience a lower true cost of ownership by choosing Versalift. Our equipment is engineered to be lighter, while keeping the designs simple, which provides advantages like less unscheduled maintenance, greater payloads and ease of maintenance. Versalift has the lowest recall rate in the industry making it the smarter and most reliable choice. Versalift aerial lifts are the only units to feature the patented TruGuard® safety system, which provides additional protection to linemen in the bucket. Versalift is a Time Manufacturing Company, and together with Aspen Aerials has more than 1,400 employees worldwide.



**Alan Berry** | Sales, Bucket Trucks

[aberry@smyrnatruck.com](mailto:aberry@smyrnatruck.com)

Mobile: 478.696.3941 | Office 478.238.0347

138 Roberson Mill Rd, Milledgeville, GA 31061

Quote to: City of Chamblee

From: Alan Berry

Regrading: Versalift SST 40 Bucket Truck

Fouts Bros, Inc.

Ford F550 4x2 diesel chassis

September 21 , 2024

We are pleased to quote the VERSALIFT SST-40-EIH-02, insulated 40 ft. articulating, telescopic aerial platform lift, 45 ft. working height including the following items: ● Standard platform capacity of 350 lbs. (158.7 kg). ● VERSALIFT TruGuard™ dielectric isolating system with right hand single stick control. All control handles are isolated and tested per ANSI 92.2. The high resistive dielectric system is protected from direct environmental and job-related contamination. TruGuard™ technology incorporates the use of full hydraulic controls with durable metal handles and linkages. ● 180° hydraulic platform rotator. ● Full pressure turret mounted lower controls including override. ● Engine start/stop system with controls at platform and lower controls. ● Continuous unrestricted rotation including three pass collector rings. ● Five GPM (19.0 LPM) open center hydraulic system. ● Chassis insulating system (lower boom insert) including fiberglass compensation link providing 12 inches (0.30 m) insulation gap. ● Fiberglass inner boom and patented ELECTROGARD providing 42 in. (1.07 m) insulation gap fully retracted meeting ANSI A92.2 requirements for Category C, 46 KV and below. ● Hydraulic tool power at bucket. Quick disconnect couplers not included. ● ELECTROGARD and inner boom finished with white urethane paint over white gel coat. ● Integral hydraulic oil reservoir with dual sight gauges and 15 gal. (56.8 l) capacity. ● End mounted closed 24 in. x 30 in. x 42 in. (0.61 m x 0.76 m x 1.07 m) fiberglass platform with one step, liner and cover. ●

Master/slave hydraulic leveling with upper control to tilt for clean-out and rescue. Leveling control at lower controls. ● Non lube bearings used at all pivot points. ● Multilink hose carrier system through booms. ● Boom cradle and ratchet type tie down strap. ● Auto throttle control. ● 12 Volt DC backup pump providing power to all boom functions. ● Mounting hardware for chassis/cab installation. ● Full body harness and lanyard. ● Painted standard white urethane. ● Two operator's manuals and two service manuals. ● ANSI A92.2 data plate. Cab and chassis to the following specifications:

● 2022 Ford F550 4x2 and chassis with a CA of 84" ● GVWR: 19,500 lbs payload plus upgrade package. ● XL Value Package includes 4.2" center-stack screen and SYNC communications system ● Power equipment package includes power windows, door locks and remote keyless entry. ● Steering wheel mounted cruise control. ● 6.7L 4V OHV V8 turbo diesel engine ● TorqShift 10-speed automatic transmission ● Snowplow prep package including dual alternators (Total 332-Amps) ● 4.88 limited slip axle. ● Air conditioning. ● Engine block heater ● 225/70R19.5G BSW traction tires. ● Utility lighting system ● Radio: AM/FM stereo includes 4 speakers. ● HD vinyl 40/20/40 slit bench seat ● Trailer brake controller ● Operator Command® Regeneration (OCR) ● Rear view camera and prep kit ● Painted Oxford White. Brand FX 132" long x 42" high x 94" wide service body including the following: ● 30 inch aluminum tread plate platform extension

● BFX LED lighting package installed in tail shelf. ● Cable access step at rear and side access. ● Two (2) stainless steel grab handles at side access and two (2) aluminum grab rails at rear tail shelf. ● Wheel chock storage and outrigger pad holders. ● Push/pull rod lock system ● 42" High Street side compartments as follows ● 1 st Vertical: Two (2) adjustable shelves with dividers ● 2 nd Vertical: Two (2) adjustable shelves with dividers ● Horizontal: One (1) removable shelf with dividers ● Rear Vertical: Two (2) adjustable shelves with dividers ● Hot stick shelf with rear access door. ● 42" High Curbside compartments as follows ● 1 st Vertical: Two (2) adjustable shelves with dividers and cutout for outrigger ● 2 nd Vertical: Grip strut access steps to bed area with removable plastic tail board. ● Horizontal: One (1) adjustable shelf with dividers ● Rear Vertical: Five (5) fixed material hooks 1-3-1 Installation to include the following: ● Install VERSALIFT SST-40-EIH, mounting hardware, PTO and pump. ● Install rear torsion bar and ballast ● Install service body and accessories. ● Install combination pintle hitch with 2" ball, D rings and 7 prong trailer connector ● Install two (2) amber strobe lights in tail shelf and two (2) strobes lights in front grill ● Install mud flaps, back up alarm and park brake interlock system. ● Furnish fire extinguisher, 3 piece triangle reflector kit and wheel chocks. ● Test ride completed unit for 1 hour. ● Test and certify per ANSI A92.2 Complete total net price, F.O.B. current location:



TEL: (844) 559-2659 FAX: (770) 438-1504

## BUYERS ORDER

INVOICE DATE: September 23, 2024  
INVOICE NUMBER: 75797

BILL TO	SHIP TO
City of Chamblee 3518 Broad Street Chamblee, Ga. 30341  Lori Conway 470-395-2367 <a href="mailto:lconway@chambleega.gov">lconway@chambleega.gov</a>	CUSTOMER PICK UP

PO NUMBER		PRODUCTION #	75797
SALESPERSON	Alan Berry	MODEL YEAR	2022
TERMS	DUE UPON INSPECTION	MAKE	FORD
SHIPPED VIA	CUSTOMER PICK UP	MODEL	F-550
FOB	MILLEDGEVILLE, GA	VIN #	1FDUF5GT7NDA19170

DESCRIPTION	QUANTITY	PRICE	TOTAL
2022 F550 Versalift SST-40 Bucket Truck	1	\$ 174,500.00	\$ 174,500.00
Add & Install Outriggers	1	\$ 17,000.00	\$ 17,000.00
Title Prep Fee	1	\$ 599.00	\$ 599.00

PLEASE REMIT PAYMENT TO  
FOUTS COMMERCIAL VEHICLES  
138 Roberson Mill Rd Ste 110  
Milledgeville, GA 31061

ACCEPTED BY (SIGNATURE) _____	
PRINTED SIGNATURE _____	TOTAL \$ 192,099.00
DATE _____	

THANK YOU FOR CHOOSING FOUTS COMMERCIAL VEHICLES



## **Attachment B – Lease-Purchase Agreement Terms with CLP**



Phone: 888.777.7850  
Fax: 888.777.7875  
Cell: 785.313.3154  
215 S. Seth Child Road  
Manhattan, KS 66502  
www.clpusa.net

September 20, 2024

**Customer Name:** Chamblee, GA

Equipment: One 2022 F-550 Versalift ST-40 Bucket Truck (stock chassis)  
Sales Representative: Derek Hudson @ Fouts  
Delivery: Immediate

Community Leasing Partners, a Division of *Community First National Bank*, is pleased to present the following financing options for your review and consideration.

#### Option 1

Total Cost:	\$ 192,099.00	Payment Frequency:	Annual
Down Payment:	\$ -	First Payment:	January 15, 2025
Prepayment Discount:	\$ -		
<b>Amount Financed:</b>	<b>\$ 192,099.00</b>		
Term in Years:	7	8	
Payment:	\$32,964.56	\$29,424.86	
Factor:	0.171602	0.134217	
Interest Rate:	5.92%	5.92%	

#### Option 2

Total Cost:	\$ 192,099.00	Payment Frequency:	Quarterly
Down Payment:	\$ -	First Payment:	Three months from closing
Prepayment Discount:	\$ -		
<b>Amount Financed:</b>	<b>\$ 192,099.00</b>		
Term in Years:	7	8	
Payment:	\$8,431.17	\$7,581.06	
Factor:	0.043890	0.03464	
Interest Rate:	5.92%	5.92%	

#### Option 3

Total Cost:	\$ 192,099.00	Payment Frequency:	Monthly
Down Payment:	\$ -	First Payment:	One month from closing
Prepayment Discount:	\$ -		
<b>Amount Financed:</b>	<b>\$ 192,099.00</b>		
Term in Years:	7	8	
Payment:	\$2,799.30	\$2,517.35	
Factor:	0.014572	0.013104	
Interest Rate:	5.92%	5.92%	

**• THERE ARE NO DOCUMENTATION OR CLOSING FEES ASSOCIATED WITH THIS PROPOSAL.**

- The quoted interest rate is valid for 10-days from the date of the proposal. To lock in the interest rate, a credit submission would be required, and a credit approval attained within the same 10-day period. This financing is to be executed & funded within 30 days of the date of the proposal or Lessor reserves the right to adjust the interest rate. The proposal is subject to credit review and approval and mutually acceptable documentation.
- This proposal has been prepared assuming the lessee is bank qualified and that the proposed lease qualifies for Federal Income Tax Exempt Status for the Lessor under Section 103 of the IRS Code.

**Thank you** for allowing Community Leasing Partners the opportunity to provide this proposal. If you have any questions regarding the options presented, need additional options, or would like to proceed with a financing, please contact me at 888.777.7850.

Respectively,

Blake J. Kaus  
Vice President & Director of Leasing  
[blakekaus@clpusa.net](mailto:blakekaus@clpusa.net)