

Valerie Capels

From: goodie@gmavt.net
Sent: Tuesday, January 24, 2012 1:03 PM
To: foreman@madriver.com; townadmin@madriver.com
Subject: procurement

Hi Valerie

Here is my two cents. Some years ago, when making a large purchases, we priced out our trucks with J & B International, the only other IH dealer around. They were always more money, and that meant we could stick with the folks at Clarks, who we were building a relationship with. Now years later, we have an excellent relationship with the company. They have been there for us time after time. Whether it was after hours that we needed parts or a truck that need service they have been there for us.

This is not like buying a car, where you can wiggle around the price, options, and whatever else you can think. This is a very much more straight forward approach to the business of purchasing a vehicle.

As far as switching trucks, we have International, one company one dealer. Clarks deliver to us twice a week if necessary. I have never seen another company out doing this. Imagine two and three different vehicles in our yard. They all have different controls, different dashboards, you would know what I mean if anyone from the board climbed up in one and saw what the drivers have to pay attention to. Many parts exchange between them. This is not a service. We depend on these trucks to be ready when we are.

As far as the equipment that we put on them, plow, dump body, sanding equipment, this is a third of the cost of the truck. The equipment that we use has proven to work the best, be the most reliable, and again, the service we get is fantastic.

We have spent years learning what works for us. We believe that what we have established with the dealers that supply us the equipment that we use is the right choice for the Town and our operators.

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