



**AGENDA MEMORANDUM**  
Action Item for the City Council Meeting October 29, 2024

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**DATE:** October 22, 2024

**TO:** Peter Zanoni, City Manager

**FROM:** Ernesto De La Garza, Director of Public Works  
ErnestoD2@cctexas.com  
(361) 826-1677

Josh Chronley, Assistant Director of Finance & Procurement  
[JoshC2@cctexas.com](mailto:JoshC2@cctexas.com)  
(361) 826-3169

<b>Three Dump Trucks and Pick Up Rental for Public Works</b>
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**CAPTION:**

Motion authorizing execution of a one-year cooperative service agreement, with two one-year options, with United Rentals (North America), Inc., of Stamford, Connecticut, with an office in Corpus Christi, through the Sourcewell Cooperative, in an amount not to exceed \$219,716.00, with a potential amount up to \$659,148.00 if options are exercised, for the rental of three 10-14 yard dump trucks and one 3/4 ton 4x4 crew cab pickup truck to be utilized by Public Works, with FY 2025 funding from the Storm Water Fund. (6 votes required)

**SUMMARY:**

The motion authorizes a one-year service agreement, with a two one-year option with United Rentals, Inc., for the Public Works Department to rent three dump trucks and one pickup truck.

**BACKGROUND AND FINDINGS:**

In Fiscal Year 2024 City Council, approved the enhancement of channel maintenance as part of the City's stormwater program. The enhancement included equipment and full-time employees (FTE's) to begin the program. Stormwater Division has continued to prepare for the maintenance of the minor channels. With lead times sometimes being 12 months or longer on equipment, the renting of this equipment will allow the division to continue providing services for next year and be prepared for any emergency work request.

**PROCUREMENT DETAIL:**

This procurement is through the Sourcwell Cooperative. Contracts awarded through the Sourcwell Cooperative have been competitively procured in compliance with local and state procurement requirements.

United Rentals (North America) Inc. (Branch L40) under Sourcwell Cooperative offers 17.37% discount off the published book rates on truck rentals. Procurement also conducted cost comparison with the HGAC Buy and Omnia Partners Cooperative with same size and model dump truck for a cost savings of 11% (\$4859 vs. \$5395) when compared to Sourcwell Cooperative.

When not utilizing Sourcwell Cooperative, outside competitive rental quotes from other rental firms generate cost savings of 30.9%. Below is a table that displays the difference between the pricing for the recommended cooperative and the alternative pricing.

UNIT	Sourcwell Cooperative Pricing	Outside rental – Competitive quote	Variance \$\$	Annual Savings \$\$ Per Truck
Month Pricing - 10–14-yard dump truck (qty. 1ea)	\$4,859.00/Month	\$7,030.00/Month	\$ 2,171.00	\$ 26,052.00
Month Pricing - truck 3/4 ton 4X4 XL crew cab	\$1,555.00/Month	\$2,100.00/Month	\$ 545.00	\$ 6,540.00

**ALTERNATIVES:**

Do not approve the motion authorizing a one- year service agreement with a two one-year option with United Rentals, Inc., for the Public Works Department to rent three dump trucks and one 4x4 crew cab pickup truck. This will lead to this service being delayed due to lack of equipment.

**FISCAL IMPACT:**

The fiscal impact of FY 2025 is \$219,716.00 with funding available in the Storm Water Fund.

**FUNDING DETAIL:**

Fund: 4300 Storm Water  
 Organization/Activity: 32005 Channel Maintenance  
 Department: 47 Storm Water  
 Project # (CIP Only): N/A  
 Account: 530160 Rentals

**RECOMMENDATION:**

Staff recommends approval to execute this motion authorizing a one-year service agreement with United Rentals (North America) Inc., with an office in Corpus Christi for the Public Works Department as presented.

**LIST OF SUPPORTING DOCUMENTS:**

- Service Agreement
- Price Sheet
- Presentation