

Special Board meeting 2/12/15

Attendance: Dan St. Cyr (Clarks Truck Center), Harold Hatch (Danville Highway), Phillip Palmer, Kitty Diggins, Mark Shallberg, Sandy Ladd (R.R. Charlebois), Brent Smith, Linda Nunn

Selectboard: Nathan Puffer, Gary Lamberton

Highway Truck RFP:

Brent shared his spreadsheet of dealers, showing distance in miles and time and other rankings. See attachment.

Charbrois and Green mtn Kenworth offer local services for some work, covered under warranty. Discussion took place around extended warranties from manufacturers that are 5 – 7 years. We can add the ext. warranty up to 6 months after purchase, but there are additional fees.

Looked at trade in value of current 6 wheeler and asked Sandy and Dan if the 10 wheeler would bring more trade in, yes. Harold: Danville received 45K – 50K trade in on a 10 wheeler that was 9 years old. Danville very happy with Freightliner.

Discussed emissions on trucks, diesel exhaust fluid is used now. Combustion issues are not the problem that we see in trucks like Phillips.

Dan explained the On Command system on the International trucks that will monitor and alert of problems early.

Sandy, Virtual technician is similar for the engine this is from RR Charebois. Sandy has not seen as detailed of an analysis as the Groton Highway crew did. He suggests reviewing labor rates.

Nathan asked if there is road service, Charbrois: yes if they know what needs to be repaired. Clarks Truck: No, trucks are too complicated.

Gary is concerned with trips for warranty work, would a more expensive truck reduce trips for repair.

Brent and Phillip are recommending the highest score truck from Clarks Truck, International that would have to be ordered, not in stock.

Nathan wants to review the price factor calculations. We factored in value when traded in 10 years, we estimated the Mac and Kenworth would be 10% more than international, western star 8%, freightliner 5%

Gary made the motion, Nathan seconded passed

Dealer	Make	Model	Distance	Time	Delivery	Price	Warranty	Trade	M
Patriot FL & WS	Western Star	4700 SF	91.2	1:23	Stock	\$119,250.00	\$11,542.00	\$25,000.00	\$10

Nathan made a motion, Gary seconded from HP Fairfield for a used dump body and new plow / wing and sander for \$56,975 Quote #137503 passed

The board felt that the decision to buy this truck was due to Patriot willingness to pick up truck for service (no other dealer offered this), the value of the truck in 10 years should be higher than the less expensive truck, the

board had experienced excess service with most recent international and felt that it was time to try a different brand truck.

Minutes were reviewed, motion made by Nathan and seconded by Gary to approve, motion passed

Meeting adjourned at 10am

Submitted by Gary Lamberton