

## Debra A. Howington (Purchasing)

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**From:** Bobby Purdum (Resource Recovery)  
**Sent:** Wednesday, September 21, 2022 3:51 PM  
**To:** Debra A. Howington (Purchasing)  
**Cc:** Nathan Smith (Landfill)  
**Subject:** Baler bid selection

Debra,

The selection for this bid would be for the Sierra Baler REB4, below are the justifications of why we select this baler.

1. The difference in cost of the two balers is because the International Baler does not have the prepress addition in their bid. This addition allows the baler to run smoothly without jamming and without major wearing of the floor liners. In the past 8 years, that we have had this baler, we have had to reline (add new floor liners and wear pads) to the current baler twice. The estimated cost of this is around 70,000 each time, (\$50,000 for the labor disassembling and 30,000 for the liners and pads). The Sierra Baler has been proven run on one set of liners for 10 years without the need to change. That is a savings of \$210,000 within the first 10 years.
2. The REB4 (Sierra Baler) will have the ability to be moved to another location if a new facility is built and operate as a back-up baler for updated tonnage from a new system.
3. We have had issues with service with International baler since we started with them 8 years ago. Year 2 with that baler a major issue happened with the main cylinder that was cause by the manufacture of the cylinder. International did not help much at all causing us to spend \$16,000 to get a new cylinder. Another item that we have had to replace 3 times in the Main Manifold due to cracking in the aluminum. Estimated cost of this is over \$20,000 in parts and labor. We also had a major structural fail with our current baler 3 years ago causing the baler to break apart and the cutting knives due to the stress of cutting knives without the prepress option. This cost over 20 hours of man labor and \$15,000 in steel for refabricating the baler.
4. Our International Baler doesn't have a working parts manual for our current baler to this day. They do not make parts manuals making it difficult for us to identify the parts that are needed to be ordered and wear parts that need to be stored for replacement if needed.
5. International Balers bid also doesn't include the utilization of the inside conveyor line at all. Sierra Baler does include this option and stated that if we do not want this conveyor to be utilized we can reduce the bid by \$35,000. So their total bid would be 960,130.
6. Sierra Baler is manufactured here in Georgia and International Baler is manufactured in Florida.

Hope this helps with justification with the reason why the REB4 would be our selection. If you look at the cost saving that the REB4 could give us the cost would literally be the same for either new baler option. We are choosing to go with Sierra because of serviceability and durability of the baler that has been proven to work.

**Bobby Purdum**  
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