



REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604
www.CityofSacramento.org

CONSENT
January 13, 2009

Honorable Mayor and
Members of the City Council

Title: Contracts: Vehicle and Equipment Replacement Parts and Services

Location/Council District: Citywide

Recommendation: Adopt a Resolution: 1) awarding four-year contracts to: a) Sacramento Truck Center for the purchase of Freightliner truck parts and services in an amount not to exceed \$805,994 for the four year period; b) Sacramento Truck Center for the purchase of American LaFrance/Condor parts and services in an amount not to exceed \$573,247 for the four year period; c) Riverview International for the purchase of International truck parts and services in an amount not to exceed \$887,886 for the four year period; d) Western Truck Parts for the purchase of GMC medium truck parts and services in an amount not to exceed \$784,443 for the four year period; e) Western Truck Parts for the purchase of Peterbilt truck parts and services in an amount not to exceed \$1,015,035 for the four year period; f) Western Truck Parts for the purchase of Volvo truck and Autocar truck parts and services in an amount not to exceed \$676,690 for the four year period; g) Coast Line Equipment for the purchase of Terex parts and services in an amount not to exceed \$171,328 for the four year period; h) Clark Lift West for the purchase of Hiab parts in an amount not to exceed \$129,304 for the four year period; i) Clark Lift West for the purchase of Kubota parts in an amount not to exceed \$172,405 for the four year period; j) Clark Lift West for the purchase of Manitex parts in an amount not to exceed \$107,754 for the four year period; k) Clark Lift West for the purchase of John Deere agriculture equipment parts in an amount not to exceed \$215,506 for the four year period; l) Arbor Equipment for the purchase of Brush Bandit parts and services in an amount not to exceed \$192,879 for the four year period; m) Pape Machinery for the purchase of John Deere construction equipment parts in an amount not to exceed \$1,196,060 for the four year period; n) Amrep, Inc. for the purchase of Amrep refuse truck parts and services in an amount not to exceed \$1,293,038 for the four year period; o) Municipal Maintenance Equipment for the purchase of Jacobsen Mower parts and services in an amount not to exceed \$551,696 for the four year period; p) Municipal Maintenance Equipment for the purchase of Tiger mower parts and services in an amount not to exceed \$370,671 for the four year period; q) Municipal Maintenance Equipment for the purchase of Go 4 parts and services in an amount not to exceed \$534,456 for the four year period; r) Municipal Maintenance

Equipment for the purchase of Vacon parts and services in an amount not to exceed \$463,339 for the four year period; s) Municipal Maintenance Equipment for the purchase of Schwarze parts and services in an amount not to exceed \$310,329 for the four year period; t) Municipal Maintenance Equipment for the purchase of Sereco parts and services in an amount not to exceed \$334,035 for the four year period; u) Municipal Maintenance Equipment for the purchase of Pipe Hunter parts and services in an amount not exceed \$131,459 for the four year period; v) Case Power and Equipment for the purchase of Case parts and services in an amount not to exceed \$256,453 for the four year period; w) Case Power and Equipment for the purchase of Zieman trailer parts in an amount not to exceed \$86,203 for the four year period; x) Rotary Brush for the purchase of mobile sweeper parts in an amount not to exceed \$258,608 for the four year period; and 2) authorizing the City Manager or the City Manager's designee to execute the contracts specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

Contacts: Keith Leech, Fleet Manager, 808-5869

Presenters: Not applicable

Department: General Services

Division: Fleet Management

Organization No: 13001311

Description/Analysis:

Issue: The Department of General Services, Fleet Management Division, has an ongoing need to maintain and procure replacement parts for a diverse selection of medium and heavy vehicles and equipment.

Policy Considerations: The recommendations in this report are in accordance with the provisions of City Code Section 3.56.

Committee/Commission Action: Not applicable

Environmental Considerations:

California Environmental Quality Act (CEQA): The current project has been determined to be exempt from the requirements of the California Environmental Quality Act (CEQA), under Section 15061(b)(3) which states that CEQA applies only to projects which have the potential for causing a significant effect on the environment. The current proposal involves purchasing replacement parts and services for the City's medium and heavy duty fleet of vehicles. Therefore, as determined by the City's Environmental Services Planning Manager, no environmental review is necessary.

Sustainability Considerations: Not applicable

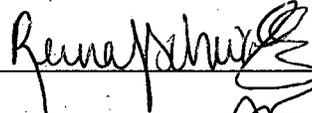
Rationale for Recommendation: In support of City departments, the Department of General Services, Fleet Management Division is responsible for maintaining various medium and heavy duty vehicles and equipment that provide essential daily services for the City.

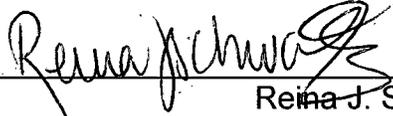
On September 24, 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B0932460008 for Original Equipment Manufacturer (OEM) parts and services for City vehicles and equipment. Eleven responses were received. Each bidder bid on the specific OEM product it represents. Of the items that were bid, the majority of the items received only one bid per OEM product line. Some of the vendors represent more than one product line. Bids were not received for 22 items. Fleet Management staff and Procurement Services staff will determine how best to address the purchase of those items. Bids received for seven items were determined to be non-responsive because the vendors are not providers of OEM parts and services. A summary of the bid results is provided in Attachment 1.

The City's current providers for OEM parts and services are: Sacramento Truck Center, Riverview International, Western Truck Parts, Clark Lift West, Pape Machinery, Amrep Inc., Municipal Maintenance Equipment, Case Power and Equipment Company, Golf Ventures West and HV Carter at a combined cost of approximately \$1,500,000 per year. This contract has been expanded to utilize other required vendors.

Financial Considerations: The four year term of this contract will begin in FY2008/09 and conclude in FY2012/13. Pricing for year one will be at the original bid price. Each contract includes a potential annual price increase not to exceed 5% for each year of the contract. If the City determines that a proposed contract price increase is not justified then the contract can be terminated and these services rebid. Sufficient funds are available in the Department of General Services, Fleet Management, FY2008/09 operating budget to purchase the required parts and services through June 30, 2009. Purchases after June 30, 2009 are subject to funding availability in the adopted budget of the applicable fiscal year. Recommended contract amounts are provided in Attachment 2.

Emerging Small Business Development (ESBD): Only one of the 11 bidders, Arbor Equipment, is certified as an emerging/small business firm. As of May 31, 2008, the Department of General Services achieved an ESBD percentage of 36.84% for FY2007/08.

Respectfully submitted by: 
Keith Leech
Fleet Manager

Approved by: 
Reina J. Schwartz
Director, Department of General Services

Recommendation Approved:


Ray Kerridge
City Manager

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Attachment 1

BID RESULTS - BID NO. B0932460008

Items	Item Description	Vendor	Discount from List Price	Hourly Rate (\$)	Extended Price (\$)	Note
1	Freightliner Parts	Sacramento Truck Center	17%		100,000.00	
2	Freightliner Repair Services	Sacramento Truck Center		116.00	87,000.00	
2	Freightliner Repair Services	Western Truck Parts		114.00	85,500.00	*
3	ALF/Condo Parts	Sacramento Truck Center	19%		75,000.00	
4	ALF/Condor Repair Services	Sacramento Truck Center		116.00	58,000.00	
5	GMC Medium Duty Parts	Western Truck Parts	10%		125,000.00	
6	GMC Medium Duty Repair Services	Western Truck Parts		114.00	57,000.00	
7	International Truck Parts	Riverview International	23.3%		150,000.00	
8	International Truck Repair Services	Riverview International		112.00	56,000.00	
9	Peterbilt Parts	Western Truck Parts	15%		150,000.00	
10	Peterbilt Repair Services	Western Truck Parts		114.00	85,500.00	
11	Autocar/Volvo Truck Parts	Western Truck Parts	15%		100,000.00	
12	Autocar/Volvo Truck Repair Services	Western Truck Parts		114.00	57,000.00	
13	Caterpillar Parts	Sacramento Truck Center	10%		100,000.00	*
13	Caterpillar Parts	Riverview	23.3%		100,000.00	*

13	Caterpillar Parts	Western Truck Parts	5%		100,000.00	*
14	Caterpillar Repairs	Sacramento Truck Center		116.00	46,400.00	*
14	Caterpillar Repairs	Riverview		112.00	44,800.00	*
14	Caterpillar Repairs	Western Truck Parts		114.00	45,600.00	*
15	Cummins Parts	Sacramento Truck Center	10%		100,000.00	*
15	Cummins Parts	Riverview	23.3%		100,000.00	*
15	Cummins Parts	Western Truck Parts	5%		100,000.00	*
16	Cummins Repairs	Sacramento Truck Center		116.00	63,800.00	*
16	Cummins Repairs	Riverview		112.00	61,600.00	*
16	Cummins Repairs	Western Truck Parts		114.00	62,700.00	*
17	Detroit Diesel Parts	Western Truck Parts	0%		65,000.00	*
17	Detroit Diesel Parts	Sacramento Truck Center	10%		65,000.00	*
18	Detroit Diesel Repairs	Sacramento Truck Center		116.00	8,700.00	*
18	Detroit Diesel Repairs	Western Truck Parts		114.00	8,550.00	*
19	Jacobsen Mower Parts	Municipal Maintenance Equipment	0%		95,000.00	
20	Jacobsen Mower Repairs	Municipal Maintenance Equipment		110.00	33,000.00	
21	Terex Parts	Coast Line Equipment	0%		35,000.00	
22	Terex Repairs	Coast Line Equipment		95.00	4,750.00	

23	Hiab Parts	Clark Lift West	3%		30,000.00	
24	Altec Parts	NO BID				
25	Altec Repairs	NO BID				
26	Bobcat Parts	NO BID				
27	Bobcat Repairs	NO BID				
28	Vermeer Parts	NO BID				
29	Vermeer Repairs	NO BID				
30	Brush Bandit Parts	Arbor Equipment	0%		40,000.00	
31	Brush Bandit Repairs	Arbor Equipment		95.00	4,750.00	
32	Kubota Parts	Clark Lift West	3%		40,000.00	
33	Kubota Repairs	NO BID				
34	John Deere Const. Equip Parts	Pape	0%		150,000.00	
35	John Deere Const. Equip Repairs	Pape		102.00	127,500.00	
36	John Deere Ag. Equip Parts	Clark Lift West	5%		50,000.00	
37	John Deere Ag. Equip Repairs	NO BID				
38	Amrep Refuse Body Parts	Amrep, Inc.	0%		150,000.00	
39	Amrep Refuse Body Repairs	Amrep, Inc.		120.00	150,000.00	
40	Terra Trac Parts	NO BID				

41	Tiger Mower Parts	Municipal Maintenance Equipment	0%		75,000.00	
42	Tiger Mower Repairs	Municipal Maintenance Equipment		110.00	11,000.00	
43	Go 4 Parts	Municipal Maintenance Equipment	0%		80,000.00	
44	Go 4 Repairs	Municipal Maintenance Equipment		110.00	44,000.00	
45	Vacon Parts	Municipal Maintenance Equipment	0%		80,000.00	
46	Vacon Repairs	Municipal Maintenance Equipment		110.00	27,500.00	
47	Schwarze Parts	Municipal Maintenance Equipment	0%		50,000.00	
48	Schwarze Repairs	Municipal Maintenance Equipment		110.00	22,000.00	
50	Ingersoll Rand Parts	NO BID				
51	Ingersoll Rand Repairs	NO BID				
52	Case Parts	Case Power and Equipment	0%		50,000.00	
53	Case Repairs	Case Power and Equipment		95.00	9,500.00	
54	Sereco Parts	Municipal Maintenance Equipment	0%		50,000.00	
55	Sereco Repairs	Municipal Maintenance Equipment		110.00	27,500.00	
56	PB Loader Parts	NO BID				
57	Mobil Sweeper Parts	Rotary Brush	42%		60,000.00	
58	Pipe Hunter Parts	Municipal Maintenance Equipment	0%		25,000.00	
59	Pipe Hunter Repairs	Municipal Maintenance Equipment		110.00	5,500.00	

60	Wheeled Coach Parts	NO BID				
61	Medtec Parts	NO BID				
62	Harben Parts	NO BID				
63	Manitex Parts	Clark Lift West	3%		25,000.00	
63	Manitex Parts	Coast Line Equipment	0%		25,000.00	
64	Auto Crane Parts	NO BID				
65	Zieman Trailer Parts	Case Power and Equipment	0%		20,000.00	
66	Toyota Parts	NO BID				
67	Toyota Repairs	NO BID				
68	Nissan Parts	NO BID				
69	Nissan Repairs	NO BID				
70	Honda Parts	NO BID				
71	Honda Repairs	NO BID				

* Bid was nonresponsive because the dealer is not the OEM dealer for these parts and services.

The bid items were not numbered correctly due to a typographical error. Therefore there is no item 49. All items that were required to be bid were included in the bid.

Attachment 2

Recommended Annual Contract Amounts

Vendor	Items	Commodity	Year 1 Estimate	Year 2 Estimate	Year 3 Estimate	Year 4 Estimate	Total Contract Amount
Sacramento Truck Center	1-2	Freightliner Truck Parts & Service	\$187,000	\$196,350	\$206,168	\$216,476	\$805,994
Sacramento Truck Center	3-4	American LaFrance /Condor Parts & Service	\$133,000	\$139,650	\$146,633	\$153,964	\$573,247
Western Truck Parts	5-6	GMC Med. Truck Parts & Service	\$182,000	\$191,100	\$200,655	\$210,688	\$784,443
Riverview International	7-8	International Truck Parts & Service	\$206,000	\$216,300	\$227,115	\$238,471	\$887,886
Western Truck Parts	9-10	Peterbilt Truck Parts & Service	\$235,500	\$247,275	\$259,639	\$272,621	\$1,015,035
Western Truck Parts	11-12	Autocar/Volvo Truck Parts & Service	\$157,000	\$164,850	\$173,093	\$181,747	\$676,690
Municipal Maintenance Equip.	19-20	Jacobsen Mower Parts & Services	\$128,000	\$134,400	\$141,120	\$148,176	\$551,696
Coast Line Equip	21-22	Terex Parts & Services	\$39,750	\$41,738	\$43,824	\$46,016	\$171,328
Clark Lift West	23	Hiab Parts	\$30,000	\$31,500	\$33,075	\$34,729	\$129,304
Arbor Equipment	30-31	Brush Bandit Parts & Service	\$44,750	\$46,988	\$49,337	\$51,804	\$192,879
Clark Lift West	32	Kubota Parts	\$40,000	\$42,000	\$44,100	\$46,305	\$172,405
Pape Machinery	34-35	John Deere Construction Equipment Parts	\$277,500	\$291,375	\$305,944	\$321,241	\$1,196,060

Clark Lift West	36	John Deere Ag Equip Parts	\$50,000	\$52,500	\$55,125	\$57,881	\$215,506
Amrep, Inc.	38-39	Amrep Refuse Truck Parts & Services	\$300,000	\$315,000	\$330,750	\$347,288	\$1,293,038
Municipal Maintenance Equip.	41-42	Tiger Mower Parts & Services	\$86,000	\$90,300	\$94,815	\$99,556	\$370,671
Municipal Maintenance Equip.	43-44	Go 4 Parts & Services	\$124,000	\$130,200	\$136,710	\$143,546	\$534,456
Municipal Maintenance Equip.	45-46	Vacon Parts & Services	\$107,500	\$112,875	\$118,519	\$124,445	\$463,339
Municipal Maintenance Equip.	47-48	Schwarze Parts & Services	\$72,000	\$75,600	\$79,380	\$83,349	\$310,329
Case Power & Equipment	52-53	Case Parts & Services	\$59,500	\$62,475	\$65,599	\$68,879	\$256,453
Municipal Maintenance Equip.	54-55	Sereco Parts & Services	\$77,500	\$81,375	\$85,444	\$89,716	\$334,035
Rotary Brush	57	Mobile Sweeper Parts	\$60,000	\$63,000	\$66,150	\$69,458	\$258,608
Municipal Maintenance Equip.	58-59	Pipe Hunter Parts & Services	\$30,500	\$32,025	\$33,626	\$35,308	\$131,459
Clark Lift West	63	Manitex Parts	\$25,000	\$26,250	\$27,563	\$28,941	\$107,754
Case Power & Equipment	65	Zieman Trailer Parts	\$20,000	\$21,000	\$22,050	\$23,153	\$86,203
		Total	\$2,672,500	\$2,806,126	\$2,946,434	\$3,093,758	\$11,518,818

The total contract amount of \$11,518,818 more closely reflects the actual amount anticipated to be expended overall for the potential four year contract.

RESOLUTION NO. 2009-XXXX

Adopted by the Sacramento City Council

January 13, 2009

AWARD CONTRACTS FOR VEHICLE AND EQUIPMENT REPLACEMENT PARTS AND SERVICES

BACKGROUND

- A. The Department of General Services, Fleet Management Division, has a requirement to maintain and procure replacement parts for the City's diverse selection of medium and heavy vehicles and equipment.
- B. On September 24, 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B0932460008 for Original Equipment Manufacturer (OEM) parts and services for City vehicles and equipment. Eleven responses were received. Each bidder bid on the specific OEM product they represent. Of the items that were bid, there was only one bid per OEM product line.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Sacramento Truck Center is awarded a four-year contract for the purchase of Freightliner truck parts and services in an amount not to exceed \$805,994 for the four year period.
- Section 2. Sacramento Truck Center is awarded a four-year contract for the purchase of American LaFrance/Condor parts and services in an amount not to exceed \$573,247 for the four year period.
- Section 3. Riverview International is awarded a four-year contract for the purchase of International truck parts and services in an amount not to exceed \$887,886 for the four year period.
- Section 4. Western Truck Parts is awarded a four-year contract for the purchase of GMC medium truck parts and services in an amount not to exceed \$784,443 for the four year period.
- Section 5. Western Truck Parts is awarded a four-year contract for the purchase of Peterbilt truck parts and services in an amount not to exceed \$1,015,035 for the four year period.

- Section 6. Western Truck Parts is awarded a four-year contract for the purchase of Autocar truck and Volvo truck parts and services in an amount not to exceed \$676,690 for the four year period.
- Section 7. Coast Line Equipment is awarded a four-year contract for the purchase of Terex parts and services in an amount not to exceed \$171,328 for the four year period.
- Section 8. Clark Lift West is awarded a four-year contract for the purchase of Hiab parts in an amount not to exceed \$129,304 for the four year period.
- Section 9. Clark Lift West is awarded a four-year contract for the purchase of Kubota parts in an amount not to exceed \$172,405 for the four year period.
- Section 10. Clark Lift West is awarded a four-year contract for the purchase of Manitex parts in an amount not to exceed \$107,754 for the four year period.
- Section 11. Clark Lift West is awarded a four-year contract for the purchase of John Deere agriculture equipment parts in an amount not to exceed \$215,506 for the four year period.
- Section 12. Arbor Equipment is awarded a four-year contract for the purchase of Brush Bandit parts and services in an amount not to exceed \$192,879 for the four year period.
- Section 13. Pape Machinery is awarded a four-year contract for the purchase of John Deere construction equipment parts in an amount not to exceed \$1,196,060 for the four year period.
- Section 14. Amrep, Inc. is awarded a four-year contract for the purchase of Amrep refuse truck parts and services in an amount not to exceed \$1,293,038 for the four year period.
- Section 15. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Jacobsen Mower parts and services in an amount not to exceed \$551,696 for the four year period.
- Section 16. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Tiger mower parts and services in an amount not to exceed \$370,671 for the four year period.
- Section 17. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Go 4 parts and services in an amount not to exceed \$534,456 for the four year period.
- Section 18. Municipal Maintenance Equipment is awarded a four-year contract for the

purchase of Vacon parts and services in an amount not to exceed \$463,339 for the four year period.

- Section 19. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Schwarze parts and services in an amount not to exceed \$310,329 for the four year period.
- Section 20. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Sereco parts and services in an amount not to exceed \$334,035 for the four year period.
- Section 21. Municipal Maintenance Equipment is awarded a four-year contract for the purchase of Pipe Hunter parts and services in an amount not exceed \$131,459 for the four year period.
- Section 22. Case Power and Equipment is awarded a four-year contract for the purchase of Case parts and services in an amount not to exceed \$256,453 for the four year period.
- Section 23. Case Power and Equipment Company is awarded a four-year contract for the purchase of Zieman trailer parts in an amount not to exceed \$86,203 for the four year period.
- Section 24. Rotary Brush is awarded a four-year contract for the purchase of mobile sweeper parts in an amount not to exceed \$258,608 for the four year period.
- Section 25. The City Manager or the City Manager's designee is authorized to execute the contracts specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

