REPORT TO COUNCIL
City of Sacramento

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

CONSENT
April 17, 2007

Honorable Mayor and
Members of the City Council

Title: Contracts: Purchase of Light Duty Trucks

Location/Council District: Citywide

Recommendation: Adopt a **Resolution:** 1) Awarding a one year contract with two one year renewal options to Downtown Ford Sales, the lowest responsible and responsive bidder, for the purchase of various light duty trucks, vans and diagnostic equipment per Attachment 1 in an amount not to exceed $2.8 million.

Contacts: Keith Leech, Fleet Manager, 808-5869, Christopher Stewart, Procurement Services Manager, 808-6202

Presenters: Not Applicable

Department: General Services

Division: Fleet Management

Organization No: 3259

Description/Analysis:

Issue: The Department of General Services, Fleet Management Division, has a need to purchase various models of light trucks and vans, and the associated standard diagnostics tools for various departments within the City of Sacramento. In the past, Fleet Management has purchased these types of vehicles and equipment through cooperative purchasing agreements utilizing other government agency contracts such as the State of California, Department of General Services vehicle contracts.

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

Committee/Commission Action: Not Applicable.

Environmental Considerations: The Environmental Services Manager has determined that the action of purchasing vehicles does not have the potential for

causing a significant effect on the environment and is therefore exempt under California Environmental Quality Act (CEQA) Guidelines, Categorical Exemption Section 15061(b)(3).

Fleet Management is committed to providing its customers with alternative fuel options wherever practical. Currently, alternative fueled vehicles available in the vehicle classes included in this bid do not share the same payload capacities as conventionally fueled trucks and vans. However, replacing vehicles averaging eight to ten years in service with current production vehicles significantly reduces the amount of exhausted emissions. All of the vehicles included in this contract are certified low emissions vehicles.

Rationale for Recommendation: As part of an ongoing organizational improvement effort, Fleet Management has been conducting competitive bidding for commodities and services wherever practicable rather than relying on cooperative agreements with other agencies. Fleet Management staff have worked with Procurement Services to solicit bids for known FY2006/07 vehicle purchasing requirements, as well as the forecasted requirements for FY2007/08 and FY2008/09.

This bid also included passenger minivans and full-sized sport utility vehicles. However, no award will be made for minivans, Schedule II of this bid, due to lack of participation for that schedule. Additionally, no award will be made for full-sized sport utility vehicles, Schedule XI. This schedule will be re-bid at a later date due to changes in the required specifications.

Financial Considerations: There are sufficient funds available in the Department of General Services, Fleet Management Division's FY2006/07 operating budget to purchase up to 55 vehicles (compact trucks, full-sized trucks, and full-sized vans) in an amount not to exceed $981,290.

Additional purchases for the remaining quantities will be supported at the current bid price plus a maximum 5% annual escalation cost, and will be contingent upon FY2007/08 and FY 2008/09 budget appropriation for these types of vehicles.

Emerging Small Business Development (ESBD): Downtown Ford is not certified as an Emerging/Small Business Enterprise (ESBE). There are no known ESBE firms in this market.

Respectfully submitted by: _____
Christopher Stewart
Procurement Services Manager

Respectfully submitted by: _____
Keith Leech
Fleet Manager

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

Recommendation Approved:

_____
for Ray Kerridge
City Manager

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Attachment 1

Bid Results

BID NO. B071181065 - Trucks, Vans and Sport Utility Vehicles

Bid Due Date: February 21, 2007

Schedule I - Compact Trucks (extended cab, 4x2)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$13,909.00	69	$603.75	$34,500.00		$925,221.00
Hoblit Dodge	$14,000.00	69	$603.75	$34,500.00		$931,500.00
Downtown Ford	$14,100.00	69	$603.75	$48,675.19	$9,729.00	$914,495.81
Harrold Ford *	$12,126.51	69	$603.75	$34,500.00		$802,229.19
Burch Ford	$13,866.00	69	$603.75	$0.00		$956,754.00
Senator Ford	$14,578.00	69	$603.75	$34,500.00	$10,058.82	$961,323.18
Swift Jeep Chrysler Dodge	$14,284.00	69	$603.75	$34,500.00		$951,096.00

* (Harrold Ford bid did not comply with specifications)

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$1,095,915.36**
(Includes tax and maximum allowed annual escalation)

Schedule II - Minivans

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	No Bid	13	$ -	$ -		
Hoblit Dodge	No Bid	13	$ -	$ -		
Downtown Ford	No Bid	13	$ -	$ -		
Harrold Ford	No Bid	13	$ -	$ -		
Burch Ford	No Bid	13	$ -	$ -		
Senator Ford	No Bid	13	$ -	$ -		
Swift Jeep Chrysler Dodge	No Bid	13	$ -	$ -		

Award Contract to: **No Bids Received**

Schedule III - 8500 GVW Full-size Vans (cargo)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$16,834.00	5	$43.75	$2,500.00		$81,670.00
Hoblit Dodge	no bid					
Downtown Ford	$14,500.00	5	$43.75	$3,627.19	$725.00	$68,147.81
Harrold Ford	$15,008.04	5	$43.75	$2,500.00		$72,540.20
Burch Ford	$14,518.00	5	$43.75	$0.00		$72,590.00
Senator Ford	$14,626.00	5	$43.75	$2,500.00	$731.30	$69,898.70
Swift Jeep Chrysler Dodge	no bid					

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$79,520.15**

(Includes tax and maximum allowed annual escalation)

Schedule IV - 8500 GVW Full-size Vans (passenger)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$19,959.00	5	$43.75	$2,500.00		$97,295.00
Hoblit Dodge	no bid					
Downtown Ford	$19,230.00	5	$43.75	$4,809.69	$961.50	$90,378.81
Harrold Ford	$19,174.64	5	$43.75	$2,500.00		$93,373.20
Burch Ford	$18,293.00	5	$43.75	$0.00		$91,465.00
Senator Ford	$18,920.00	5	$43.75	$2,500.00	$946.00	$91,154.00
Swift Jeep Chrysler Dodge	no bid					

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$109,965.07**

(Includes tax and maximum allowed annual escalation)

Schedule V - 8500 GVW Full-size Trucks (regular cab, 4x2)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$18,989.00	20	$175.00	$10,000.00		$369,780.00
Hoblit Dodge	$16,743.00	20	$175.00	$10,000.00		$324,860.00
Downtown Ford	$16,175.00	20	$175.00	$16,183.75	$3,235.00	$304,081.25
Harrold Ford	$18,710.12	20	$175.00	$10,000.00		$364,202.40
Burch Ford	$16,072.00	20	$175.00	$0.00		$321,440.00
Senator Ford	$16,373.00	20	$175.00	$10,000.00	$3,274.60	$314,185.40
Swift Jeep Chrysler Dodge	$17,559.00	20	$175.00	$10,000.00		$341,180.00

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$376,797.14**
(Includes tax and maximum allowed annual escalation)

Schedule VI - 8500 GVW Full-size Trucks (regular cab, utility bed, 4x2)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$23,911.00	30	$262.50	$15,000.00		$702,330.00
Hoblit Dodge	$20,921.00	30	$262.50	$15,000.00		$612,630.00
Downtown Ford	$19,700.00	30	$262.50	$29,563.13	$5,910.00	$555,526.88
Harrold Ford	$20,310.62	30	$262.50	$15,000.00		$594,318.60
Burch Ford	$18,993.00	30	$262.50	$0.00		$569,790.00
Senator Ford	$20,436.00	30	$262.50	$15,000.00	$6,130.80	$591,949.20
Swift Jeep Chrysler Dodge	$21,970.00	30	$262.50	$15,000.00		$644,100.00

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$663,810.71**
(Includes tax and maximum allowed annual escalation)

Schedule VII - 8500 GVW Full-size Trucks (regular cab, 4x4)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$21,799.00	3	$26.25	$1,500.00		$63,897.00
Hoblit Dodge	$19,404.00	3	$26.25	$1,500.00		$56,712.00
Downtown Ford	$19,075.00	3	$26.25	$2,862.56	$572.25	$53,790.19
Harrold Ford	$18,710.12	3	$26.25	$1,500.00		$54,630.36
Burch Ford	$18,358.00	3	$26.25	$0.00		$55,074.00
Senator Ford	$19,115.00	3	$26.25	$1,500.00	$573.45	$55,271.55
Swift Jeep Chrysler Dodge	no bid					

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$66,927.28**
(Includes tax and maximum allowed annual escalation)

Schedule VIII - 8500 GVW Full-size Trucks (extended cab)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$20,964.00	6	$52.50	$3,000.00		$122,784.00
Hoblit Dodge	$19,567.00	6	$52.50	$3,000.00		$114,402.00
Downtown Ford	$18,130.00	6	$52.50	$5,441.63	$1,087.80	$102,250.58
Harrold Ford	$17,839.22	6	$52.50	$3,000.00		$104,035.32
Burch Ford	$17,590.00	6	$52.50	$0.00		$105,540.00
Senator Ford	$18,497.00	6	$52.50	$3,000.00	$1,109.82	$106,872.18
Swift Jeep Chrysler Dodge	no bid					

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$123,221.15**
(Includes tax and maximum allowed annual escalation)

Schedule IX - 10,000 GVW Full-size Trucks (cab and chassis, diesel)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$26,851.00	8	$98.00	$4,000.00		$210,808.00
Hoblit Dodge	no bid					
Downtown Ford	$23,475.00	8	$98.00	$9,394.90	$1,878.00	$176,527.10
Harrold Ford	$23,175.35	8	$98.00	$4,000.00		$181,402.80
Burch Ford *	$17,135.00	8	$98.00	$0.00		$137,080.00
Senator Ford	$23,997.00	8	$98.00	$4,000.00	$1,919.76	$186,056.24
Swift Jeep Chrysler Dodge	$25,246.00	8	$98.00	$4,000.00		$197,968.00

* (Burch Ford bid did not comply with specifications)

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$214,160.70**
(Includes tax and maximum allowed annual escalation)

Schedule X - 9600 GVW Full-size Trucks (crew cab, 4x4)

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	no bid					
Hoblit Dodge	no bid					
Downtown Ford	$23,000.00	2	$17.50	$2,300.88	$460.00	$43,239.13
Harrold Ford	$22,492.02	2	$17.50	$1,000.00		$43,984.04
Burch Ford	$22,190.00	2	$17.50	$0.00		$44,380.00
Senator Ford	$22,997.00	2	$17.50	$1,000.00	$459.94	$44,534.06
Swift Jeep Chrysler Dodge	no bid					

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$49,582.50**
(Includes tax and maximum allowed annual escalation)

Schedule XI - Sport Utility Vehicles, 4x4

Bidder	Unit Price	Quantity	Tire fee	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$30,259.00	6	$52.50	$3,000.00		$178,554.00
Hoblit Dodge	$21,596.00	6	$52.50	$3,000.00		$126,576.00
Downtown Ford	$23,900.00	6	$52.50	$7,172.63	$1,434.00	$134,793.38
Harrold Ford	$22,877.78	6	$52.50	$3,000.00		$134,266.68
Burch Ford	$22,208.00	6	$52.50	$0.00		$133,248.00
Senator Ford	$23,788.00	6	$52.50	$3,000.00	$1,427.28	$138,300.72
Swift Jeep Chrysler Dodge	$24,510.00	6	$52.50	$3,000.00		$144,060.00

Award Contract to: **No Award Made**

Schedule XII - Manuals for Compact Trucks

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet *	275.00	3			$825.00
Hoblit Dodge	700.00	3			$2,100.00
Downtown Ford	420.00	3	$63.00	$12.60	$1,184.40
Harrold Ford	148.00	3			incomplete bid
Burch Ford	1,560.00	3			$4,680.00
Senator Ford	450.00	3			$1,350.00
Swift Jeep Chrysler Dodge	No Bid	3			

* (Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to:

Downtown Ford
525 North 16th Street
Sacramento, CA 95814

Manual costs are included in the total contract amount for each schedule.

Schedule XIII - Manuals for Minivans

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	no bid	3			
Hoblit Dodge	no bid	3			
Downtown Ford	no bid	3			
Harrold Ford	no bid	3			
Burch Ford	no bid	3			
Senator Ford	no bid	3			
Swift Jeep Chrysler Dodge	no bid	3			

(Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to: **Downtown Ford**
525 North 16th Street
Sacramento, CA 95814

Manual costs are included in the total contract amount for each schedule.

Schedule XIV - Manuals for Full-size Vans

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	275.00	3			$825.00
Hoblit Dodge	no bid	3			
Downtown Ford	420.00	3	$63.00	$12.60	$1,184.40
Harrold Ford	148.00	3			incomplete bid
Burch Ford	1,560.00	3			$4,680.00
Senator Ford	450.00	3			$1,350.00
Swift Jeep Chrysler Dodge	No Bid	3			

(Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to: **Downtown Ford**
525 North 16th Street
Sacramento, CA 95814

Manual costs are included in the total contract amount for each schedule.

Schedule XV - Manuals for 8500 GVW Full-size trucks

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	275.00	3			$825.00
Hoblit Dodge	700.00	3			$2,100.00
Downtown Ford	442.00	3	$66.30	$13.26	$1,246.44
Harrold Ford	164.00	3			incomplete bid
Burch Ford	1,560.00	3			$4,680.00
Senator Ford	450.00	3			$1,350.00
Swift Jeep Chrysler Dodge	No Bid	3			

(Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to: **Downtown Ford**
525 North 16th Street
Sacramento, CA 95814

Manual costs are included in the total contract amount for each schedule.

Schedule XVI - Manuals for 9600 GVW Full-size trucks

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	275.00	3			$825.00
Hoblit Dodge	525.00	3			$1,575.00
Downtown Ford	442.00	3	$66.30	$13.26	$1,246.44
Harrold Ford	164.00	3			incomplete bid
Burch Ford	1,560.00	3			$4,680.00
Senator Ford	450.00	3			$1,350.00
Swift Jeep Chrysler Dodge	No Bid	3			

(Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to: **Downtown Ford**
525 North 16th Street
Sacramento, CA 95814

Manual costs are included in the total contract amount for each schedule.

Schedule XVII - Manuals for Sport Utility Vehicles

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	275.00	3			$825.00
Hoblit Dodge	700.00	3			$2,100.00
Downtown Ford	420.00	3	$63.00	$12.60	$1,184.40
Harrold Ford	164.00	3			incomplete bid
Burch Ford	1,560.00	3			$4,680.00
Senator Ford	450.00	3			$1,350.00
Swift Jeep Chrysler Dodge	No Bid	3			

(Maita Chevrolet was low bid, but no Chevrolet vehicles to be awarded)

Award Contract to: **No Award for Sport Utility Vehicles**

Schedule XVIII - Diagnostic Scan Tools (OEM)

Bidder	Unit Price	Quantity	Prompt Payment Discount	1% City Tax Preference	Bid Evaluation Total
Maita Chevrolet	$ 2,515.00	5			$12,575.00
Hoblit Dodge	$ 11,000.00	5			$55,000.00
Downtown Ford	$ 3,200.00	5	$800.00	$160.00	$15,040.00
Harrold Ford	No Bid	5			
Burch Ford	No Bid	5			
Senator Ford	$ 4,560.00	5		$228.00	$22,572.00
Swift Jeep Chrysler Dodge	$ 4,000.00	5			$20,000.00

(Downtown Ford was low bid for scan tool compatible with the majority of vehicles to be purchased)

Award Contract to: **Downtown Ford**
525 North 16th Street
Sacramento, CA 95814

Total three year contract amount: **$17,240.00**

(Includes sales tax and maximum allowed annual escalation)

Full 3 Year Contract Amount

Downtown Ford * **$2,797,140.06**

* **Full contract amount include:** sales tax, maximum 5% escalation allowed per year multiplied by future fiscal year usage projections, service and parts manuals. Prompt payment discounts are not included.

RESOLUTION NO. 2007-XXXX

Adopted by the Sacramento City Council

April 17, 2007

AWARDING A ONE YEAR CONTRACT WITH TWO ONE YEAR RENEWAL OPTIONS TO DOWNTOWN FORD SALES FOR THE PURCHASE OF FORD VEHICLES AND DIAGNOSTIC TOOLS FOR AN AMOUNT NOT TO EXCEED $2.8 MILLION

BACKGROUND

A. The Department of General Services, Fleet Management Division, has ongoing customer requirements to purchase various models of light trucks and vans for various departments within the City of Sacramento.

B. Fleet Management staff have worked with Procurement Services to solicit bids for the FY2006/07 requirements, as well as the forecasted requirements for FY2007/08 and FY2008/09.

C. Downtown Ford Sales, 525 North 16th Street, Sacramento, CA is the lowest responsible and responsive bidder. This bid included passenger minivans and full-sized sport utility vehicles. However, no award will be made for minivans, Schedule II of this bid, due to lack of participation for that schedule. Additionally, no award will be made for full-sized sport utility vehicles, Schedule XI. This schedule will be re-bid at a later date due to changes in the required specifications.

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

Section 1. Award a one year contract with two one-year renewal options to Downtown Ford Sales, 525 North 16th Street, Sacramento, CA for the purchase of up to 69 compact pick-ups, 69 full-sized trucks, 10 full-sized vans and diagnostic tools in an amount not to exceed $2.8 million.

Section 2. Fleet Management staff is authorized to utilize these contracts to purchase up to 55 vehicles (compact pick-ups, full-sized trucks and full-sized vans) in an amount not to exceed $981,290 in FY2006/07.

Section 3. Fleet Management staff is authorized to utilize these contracts for additional purchases for the remaining quantities at the current bid price plus a maximum 5% annual escalation cost, and will be contingent upon FY 2007/08 and FY 2008/09 budget appropriation.

Section 4. Authorize the City Manager or his designee to issue the necessary purchase order and contract documents to procure equipment as described above.