



REPORT TO COUNCIL City of Sacramento

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

CONSENT
May 15, 2007

Honorable Mayor and
Members of the City Council

Title: Contract: Purchase of Eight Utility Bed Trucks

Location/Council District: Citywide

Recommendation: Adopt a **Resolution** awarding a one-year contract with two one-year renewal options to Riverview International Trucks, Inc., the lowest responsible and responsive bidder, for the purchase of up to eight utility bed trucks for an amount not to exceed \$1,117,429.

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 up to eight utility bed trucks for the Department of Utilities. These vehicles will replace older fleet vehicles and will be used for various infrastructure tasks throughout the City of Sacramento. Staff recommends that a one-year contract with two one-year renewal options be awarded to the Riverview International Trucks, Inc. for the purchase of eight utility bed trucks in an amount not to exceed \$1,117,429; and that the City Manager or his designee be authorized to execute a one-year contract with two additional one-year options with Riverview International Trucks, Inc., the lowest responsible bidder.

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).

This purchase is consistent with the City's revised Low Emission Vehicle Acquisition Policy (Resolution 2004-613) and Fleet Fuel Strategies (Resolution 2005-454). These 2008 model year vehicles will be California Air Resources Board and United States Environmental Protection Agency certified. Model year 2008 heavy duty engines feature 96% reduction of particulate matter and 90% reduction of nitrogen oxides when compared to the trucks they replace.

The City did not ask vendors to provide a quote for alternative fuel (liquid natural gas) powered engines due to the physical limitations of this vehicle type.

Rationale for Recommendation: In April 2007, Procurement Services issued a formal Invitation for Bid (B071181078) for the purchase of up to eight new utility bed trucks. The initial five units will be replacements for the Department of Utilities. Other City departments may also have a need to replace or purchase up to three additional trucks; therefore, this bid has provisions to allow for those additional purchases at the current bid price, including cost escalation provisions, within the next three years.

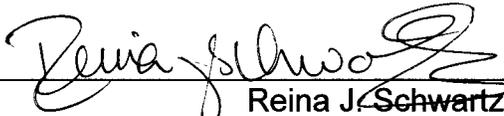
Financial Considerations: Sufficient funds for the purchase of the initial five trucks in an amount not to exceed \$669,921 are available in the Department of General Services, Fleet Management FY2006/07 operating budget, as well as the FY2006/07 operating budget of the Department of Utilities.

Additional purchases for the remaining quantities will be at the current bid price plus a maximum 5% annual escalation cost. Purchases of replacement and additional trucks utilizing this contract will be contingent upon the approved FY2007/08, FY2008/09 and FY2009/10 budget appropriations.

Emerging Small Business Development (ESBD): Riverview International Trucks, Inc., is not certified as an Emerging/Small business firm.

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:


Ray Kerridge
City Manager

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Attachment 1

BID NO. B071181078 – UTILITY BED TRUCKS
Bid Due Date: April 4, 2007

Schedule 1, Utility Bed Truck with Two Door Cab (6 each)

| Bidder | Utility Bed Trucks 2 Door (Incl. Sales and Tire Tax) | 5% E/SBE Preference | Prompt Payment Discount | 1% City Tax Preference | Evaluation Total |
|-------------------------|---|----------------------------|--------------------------------|-------------------------------|-------------------------|
| Riverview International | \$660,659.09 | None | <\$250 Each> | None | \$659,159.09 |
| Sacramento Truck Center | \$668,640.98 | None | None | <6,204.90> | \$662,436.08 |
| Bonander Trucks | \$773,755.41 | None | <\$500 Each> | None | \$770,755.41 |

Schedule 1 Bid Amount: \$660,659.09

Schedule 2, Utility Bed Trucks with Four Door Cab (2 each)

| Bidder | Utility Bed Trucks 4 Door (Incl. Sales and Tire Tax) | 5% E/SBE Preference | Prompt Payment Discount | 1% City Tax Preference | Evaluation Total |
|-------------------------|---|----------------------------|--------------------------------|-------------------------------|-------------------------|
| Riverview International | \$224,608.64 | None | <\$250 Each> | None | \$224,108.64 |
| Sacramento Truck Center | \$229,976.74 | None | None | <\$2,134.16> | \$227,842.58 |
| Bonander Trucks | \$287,614.37 | None | <\$500 Each> | None | \$286,614.37 |

Schedule 2 Bid Amount: \$224,608.64

Schedule 3, Options for all Trucks

| Bidder | Optional Item 1, Crane and Installation, per Unit including Sales Tax | Optional Item 2, Onboard Generator and Electrical System, per unit Including Sales Tax |
|-------------------------|--|---|
| Riverview International | \$20,190.08 | \$2,806.41 |
| Sacramento Truck Center | \$20,190.08 | \$2,806.41 |
| Bonander Trucks | \$16,087.00 | \$3,495.00 |

Schedule 3 Bid (Optional Equipment) Amounts: \$183,971.92

Total Amount of Contract: \$1,117,428.07 ⁽¹⁾

Award of Contract to: Riverview International Trucks, Inc.
2445 Evergreen Ave.
West Sacramento, CA 95691

Original Estimated Cost: \$810,000

Using Department: Utilities, Transportation, Parks and Recreation

| Total No. of Bids Solicited | No. of E/SBE Bids Solicited | No. of E/SBE Responses | Award to E/SBE Vendor |
|--|--|-----------------------------------|----------------------------------|
|--|--|-----------------------------------|----------------------------------|

- (1) The lowest responsible bid total of \$885,267.73 represents the total for the estimated quantities selected for evaluation purposes only. Authorization is requested to enter into a contract in an initial amount not to exceed \$669,920.64 and a total contract amount not to exceed \$1,117,428.07, which more closely reflects the actual amount anticipated to be expended during this three year contract and assuming that three trucks with options are purchased in the third year of this contract with escalation provisions.

RESOLUTION NO. 2007-XXXX

Adopted by the Sacramento City Council

May 15, 2007

AWARD A ONE-YEAR CONTRACT WITH TWO ONE-YEAR RENEWAL OPTIONS TO RIVERVIEW INTERNATIONAL TRUCKS, INC. , THE LOWEST RESPONSIBLE AND RESPONSIVE BIDDER, FOR THE PURCHASE OF UP TO EIGHT UTILITY BED TRUCKS FOR AN AMOUNT NOT TO EXCEED \$1,117,429

BACKGROUND

- A. The Department of General Services has a current requirement for the purchase of utility bed trucks. This bid was structured to allow for additional purchases at the current bid price within the next three years if other City departments have a need to replace or buy additional trucks.
- B. In April 2007, the City issued a formal Invitation to Bid (B071181078) for eight utility bed trucks. Three bidders responded. The lowest responsible and responsive bidder was Riverview International Trucks, Inc.

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 the Riverview International Trucks, Inc. for purchase of eight utility bed trucks in an amount not to exceed \$1,117,429.
- Section 2. The City Manager or his designee is authorized to execute the above contract with Riverview International Trucks, Inc., 2445 Evergreen Street, West Sacramento, CA for the initial purchase of five utility bed trucks in an amount not to exceed \$669,921 in FY2006/07.
- Section 3. The City Manager or his designee is authorized to execute the above contract with Riverview International Trucks, Inc. to purchase the remaining quantities (up to three units) in FY2007/08, FY2008/09 and FY2009/10 at the current bid price plus a maximum 5% annual escalation cost, contingent upon the approved FY2007/08, FY2008/09 and FY2009/10 budget appropriations.

