



## REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
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CONSENT  
May 29, 2007

Honorable Mayor and  
Members of the City Council

**Title: Contracts: Purchase of Two Trucks with Utility Bodies and Two Separate Utility Bodies**

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution:** 1) 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 two trucks with utility bodies in an amount not to exceed \$309,788; and 2) awarding a contract with American Truck and Trailer Body Co., the lowest responsible and responsive bidder, for the purchase of two utility bodies in an amount not to exceed \$177,357.

**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 two trucks with water distribution utility bodies and two separate utility bodies for the Department of Utilities. These vehicles will replace older fleet vehicles and will be used for various water distribution infrastructure maintenance and construction tasks throughout the City of Sacramento.



**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 No. 2004-613) and Fleet Fuel Strategies (Resolution No. 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 Invitation for Bid did not request a quote for alternative fuel (liquid natural gas) powered engines due to the physical limitations of this vehicle type.

**Rationale for Recommendation:** The Department of General Services, Fleet Management Division has a need to purchase up to two trucks with water distribution utility bodies and two separate utility bodies for the Department of Utilities.

This purchase is consistent with the City's revised Low Emission Vehicle Acquisition Policy (Resolution No. 2004-613) and Fleet Fuel Strategies (Resolution No. 2005-454).

**Financial Considerations:** This report recommends awarding one contract for the purchase of up to two trucks with utility bodies at a total cost over the three year term of \$309,788, and one contract for the purchase of two separate utility bodies at a total cost of \$177,357. The total purchase price over three years will be \$487,145.

The initial purchase in the first year under the recommended contracts will consist of one truck with utility body at a cost of \$147,342 and two separate utility bodies at a cost of \$177,357 for a total of \$324,699. Sufficient funds for the initial purchase 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.

In accordance with the contract terms, the one remaining truck with utility body may be acquired at the current bid price plus an annual escalation cost, not to exceed 5%. The purchase of this vehicle will be subject to the approved budget at the time of purchase. If the purchase of this vehicle occurs in the third year of the contract the cost will be \$162,446.

**Emerging Small Business Development (ESBD):** Riverview International Trucks, Inc., and American Truck and Trailer Body are not certified as Emerging/Small business firms. Through the third quarter of Fiscal Year 2006/07 the Department of General Services has achieved an ESBE percentage of 65%.

Respectfully submitted by: Craig B Fymus for  
Christopher Stewart  
Procurement Services Manager

Respectfully submitted by: Keith Leech  
Keith Leech  
Fleet Manager

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

Recommendation Approved:

Ray Kerridge  
Ray Kerridge  
City Manager

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**Attachment 1**

**BID NO. B071181077 – UTILITY TRUCKS AND BODIES ONLY**

**Bid Due Date: March 28, 2007**

Schedule 1, Utility Bodies Only

| <b>Bidder</b>                    | <b>Water Distribution Bodies Only<br/>(Incl. Sales and Tire Tax)</b> | <b>5% E/SBE Preference</b> | <b>Prompt Payment Discount</b> | <b>1% City Tax Preference</b> | <b>Evaluation Total</b> |
|----------------------------------|--|----------------------------|--------------------------------|-------------------------------|-------------------------|
| E.R. Bacon Co.<br>(1)            | \$179,281.63   | <\$8,319.33>               | <\$415.97>                     | <\$1,663.87>                  | \$168,882.46            |
| American Truck & Trailer Body    | \$177,356.50   | N/A                        | N/A                            | N/A                           | \$177,356.50            |
| Western Truck Fabrication<br>(1) | \$139,400.00   | N/A                        | N/A                            | N/A                           | \$150,203.50            |

**Schedule 1 Bid Amount: \$177,356.50**

Schedule 2, Utility Trucks with Bodies

| <b>Bidder</b>           | <b>Water Distribution Trucks with Bodies<br/>(Incl. Sales and Tire Tax)</b> | <b>5% E/SBE Preference</b> | <b>Prompt Payment Discount</b> | <b>1% City Tax Preference</b> | <b>Evaluation Total</b> |
|-------------------------|---|----------------------------|--------------------------------|-------------------------------|-------------------------|
| E.R. Bacon Co.<br>(1)   | \$314,615.08  | <\$14,599.38>              | <\$729.97>                     | <\$2,919.67>                  | \$296,366.06            |
| Sacramento Truck Center | \$297,831.23  | N/A                        | N/A                            | <\$2,763.90>                  | \$295,067.33            |
| Riverview International | \$294,107.39  | N/A                        | <\$500.00>                     | N/A                           | \$293,607.39            |
| Bonander Truck          | \$310,515.56  | N/A                        | <\$1,000>                      | N/A                           | \$309,515.56            |

**Schedule 2 Bid Amount: \$294,107.39**

Schedule 3, 4, 5, Optional Service, Repair, Parts Manuals and Diagnostic Software/Interface

| Bidder                  | Repair Manuals, 2 each | Parts Manuals, 2 each | Repair Software /Interface, 2 each | Sales Tax | Total      |
|-------------------------|------------------------|-----------------------|------------------------------------|-----------|------------|
| E.R. Bacon Co.          | No Charge              | No Charge             | No Charge                          | \$0.00    | \$0.00     |
| Sacramento Truck Center | \$500.00               | \$500.00              | \$5,899.77                         | \$534.77  | \$7,435.02 |
| Riverview International | \$500.00               | \$500.00              | Not Required <sup>(2)</sup>        | \$77.50   | \$1,077.50 |
| Bonander Truck          | \$449.60               | \$125.00              | \$4,888.00                         | \$423.35  | \$5,885.96 |

Schedule 3, 4, 5 Bid Amount: \$1,077.50

Total Amount of Contract: \$487,145.00<sup>(3)</sup>

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

American Truck and Trailer Body Co.  
100 W. Valpico Road, Bldg D  
Tracy, CA 95376

Original Estimated Cost: \$810,000

Using Department: Utilities

| Total No. of Bids Solicited | No. of E/SBE Bids Solicited | No. of E/SBE Responses | Award to E/SBE Vendor |
|-----------------------------|-----------------------------|------------------------|-----------------------|
| 4                           | 1                           | 1                      | No                    |

<sup>(1)</sup> E.R. Bacon Co. and Western Truck Fab were found unresponsive due to non compliance with body specifications.

<sup>(2)</sup> Diagnostic software and interface is not required from this manufacturer due to previous purchases.

<sup>(3)</sup> The lowest responsible bid total of \$472,541.39 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 \$324,698.95 and a total contract amount not to exceed \$487,145.00, which more closely reflects the actual amount anticipated to be expended during this three year contract assuming that one truck is purchased in the third year of this contract with escalation provisions.

**RESOLUTION NO. 2007-XXXX**

Adopted by the Sacramento City Council

**May 29, 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 TWO TRUCKS WITH UTILITY BODIES IN AN AMOUNT NOT TO EXCEED \$309,788; AND AWARD A CONTRACT WITH AMERICAN TRUCK AND TRAILER BODY CO., THE LOWEST RESPONSIBLE AND RESPONSIVE BIDDER, FOR THE PURCHASE OF TWO UTILITY BODIES IN AN AMOUNT NOT TO EXCEED \$177,357**

**BACKGROUND**

- A. The Department of General Services has a current requirement for the purchase of trucks with utility bodies, and separate utility bodies. This bid was structured to allow for purchases within the next three years at the current bid price plus a maximum 5% annual cost escalation if the Department of Utilities has a need to replace or buy additional trucks.
- B. In March 2007, the City issued a formal Invitation for Bid (No. B071181077) for two trucks with utility bodies and two separate utility bodies. Four bidders responded. The lowest responsible and responsive bidders were Riverview International Trucks, Inc., and American Truck and Trailer Body Co.
- C. This purchase is consistent with the City's revised Low Emission Vehicle Acquisition Policy (Resolution No. 2004-613) and Fleet Fuel Strategies (Resolution No. 2005-454).

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

- Section 1. The one year contract with two one-year renewal options to Riverview International Trucks, Inc. for the purchase of up to two trucks with utility bodies in an amount not to exceed \$309,788 is hereby approved.
- Section 2. The one year contract with American Truck and Trailer Body Co. for the purchase of two utility bodies in an amount not to exceed \$177,357 is hereby approved.
- Section 3. The City Manager may authorize the one-year renewal options with a maximum 5% annual cost escalation in the not to exceed amount noted above to the contract with Riverview International Trucks, Inc. for remaining purchase quantities provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

