

**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: November 23, 2010

SUBJECT: Approve the Award of Competitive Bid No. 10026 to Theodore Robins Ford for Six Patrol Sedans in the Total Amount of \$170,089.74

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**ACTION REQUESTED**

Approve the award of competitive Bid No. 10026 to Theodore Robins Ford of Costa Mesa, CA for six patrol sedans in the total amount of \$170,089.74, and authorize the Purchasing Manager to sign the resulting purchase order and any additional purchase orders for patrol sedans awarded from this bid up to February 17, 2011.

**BACKGROUND**

The Procurement Services Division developed and solicited Bid No. 10026 for the purchase of six patrol sedans for use by the Sheriff's Department. Bid No. 10026 was distributed via the County's E-Bid system to fifty-one potential bidders and was also advertised on the County's website. A total of four responsive bids were received. Only one of the bidders, Future Ford of Roseville, is a registered local vendor. The bids were evaluated on an all-or-none basis. Prompt payment discounts and local vendor preference were considered in the bid evaluation. The bids were also compared to the current State of California contract, however the contract pricing was higher.

Theodore Robins Ford submitted the lowest responsive bid. A complete bid evaluation spreadsheet is submitted as Attachment A. The County will also purchase optional upgraded warranties offered by Theodore Robins Ford.

Bid No. 10026 contains a provision to allow the County to purchase additional patrol sedans of the same make and model, at the same price, up to 120 days after the bid submittal date. This provision is valid through February 17, 2011. Any additional purchases would be made only if correctly budgeted.

**FISCAL IMPACT**

Upon your Board's approval, a purchase order will be awarded to Theodore Robins Ford in the total amount of \$170,089.74 for the original six patrol sedans identified in this bid. The Department of Public Works' Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A. Bid No. 10026 Evaluation Spreadsheet  
B. Department of Public Works' Fiscal Impact Statement

cc: Chuck Gordon, DPW Fleet Services  
Cynthia Taylor, DPW Administration

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**BID EVALUATION & AWARD RECOMMENDATION**

Bid No. 10026  
 Title: Patrol Vehicles  
 Due Date: 10/21/10

Buyer Name: Jon Manning  
 Phone: 530-889-4290  
 Estimated Award Date: 11/23/10  
 - Recommended award

Name of Firm		Theodore Robins Ford	Albany Ford Subaru, Inc.	Future Ford of Roseville	Wondries Fleet Group	State of California						
City/State		Costa Mesa, CA	Albany, CA	Roseville, CA	Alhambra, CA	Contract #1-09-23-14						
Telephone		949-488-0338	510-528-1244	916-969-0822	626-457-5590	-						
Fax Number		949-515-1325	510-524-1655	916-786-2670	626-457-5593	-						
FOB Delivery Time		Destination 90-180 days ARO	Destination 90 days ARO	Destination 56-70 days ARO	Destination 90-100 days ARO	Destination						
LVP Certified? <sup>(1)</sup>		No	No	Yes	No	No						
Invoice Terms <sup>(2)</sup>		10% 10 Days, Net 30	Net 30	\$500.00 discount per vehicle for payment within 20 days	Net 30	\$500 discount per vehicle for payment within 20 days						
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1.1	Patrol Sedan	6	23,726.54	142,359.24	21,448.14	128,688.84	22,728.00	136,368.00	22,000.00	132,000.00	23,042.00	138,252.00
(1)	Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			Subtotal 142,359.24		Subtotal 128,688.84		Subtotal 136,368.00		Subtotal 132,000.00		Subtotal 138,252.00
(2)	Invoice Terms of less than 10 days cannot be considered.			8.25% Sales Tax 11,744.64		8.25% Sales Tax 10,616.83		8.25% Sales Tax 11,250.36		8.25% Sales Tax 10,890.00		8.25% Sales Tax 11,405.79
				CA Tire Fees 52.50		CA Tire Fees 52.50		CA Tire Fees 52.50		CA Tire Fees 52.50		CA Tire Fees 52.50
				Bid Total 154,156.38		Bid Total 139,358.17		Bid Total 147,670.86		Bid Total 142,942.50		Bid Total 149,710.29
				LVP 0.00		LVP 0.00		LVP 5,000.00		LVP 0.00		LVP 0.00
				Prompt Pay Disc 15,415.64		Prompt Pay Disc 0.00		Prompt Pay Disc 3,000.00		Prompt Pay Disc 0.00		Prompt Pay Disc 3,000.00
			Ref. Price	\$138,740.74	Ref. Price	\$139,358.17	Ref. Price	\$139,670.86	Ref. Price	\$142,942.50	Ref. Price	\$149,539.81
1.2	WARRANTY UPGRADES		Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1.3	Bumper-to-Bumper 75,000 Mile Warranty Cost to Upgrade to	6	2,655.56	15,933.36	2,440.00	14,640.00	2,590.00	15,540.00	2,415.00	14,490.00	1,375.00	8,250.00
		0	No Bid	-	No Bid	-	1,800.00	0.00	1,650.00	0.00	-	0.00
				LVP 0.00		LVP 0.00		LVP 0.00		LVP 0.00		LVP 0.00
				Prompt Pay Disc 1,593.34		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00
			Ref. Price + Warranty Upgrades:	\$153,080.76	Ref. Price + Warranty Upgrades:	\$153,998.17	Ref. Price + Warranty Upgrades:	\$155,210.86	Ref. Price + Warranty Upgrades:	\$157,432.50	Ref. Price + Warranty Upgrades:	\$157,789.81
<b>TOTAL PURCHASE ORDER COST:</b>				\$170,089.74		\$153,998.17		\$163,210.86		\$157,432.50		\$160,789.81

(Total Purchase Order Cost includes 8.25% Sales Tax, CA Tire Fees, and Warranty Upgrades. Local Vendor Preference and Prompt Payment Discounts are not included in the purchase order cost.)

Max. Ext. Warranty offered is 100,000 mile drive train, \$0 deductible

Max. Ext. Warranty offered is Power Train Cars, 5 year/100,000 mile, \$0 deductible

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# MEMORANDUM

DEPARTMENT OF PUBLIC WORKS  
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: November 3, 2010

SUBJECT: **Fiscal Impact Statement**  
RQ052016-- Purchase of Fleet Fixed Assets- Six Sheriff Patrol Sedans

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Sufficient funding has been budgeted in the amount of \$189,000 in the Fleet Services Fixed Asset FY2010/11 budget.

