

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: October 10, 2006

SUBJECT: Approve the Award of Bid No. 9614 for Four (4) One-Ton Trucks to Future Ford in the Amount of \$109,290.72.

ACTION REQUESTED

Approve the award of Bid No. 9614 for four (4) one-ton trucks to Future Ford of Roseville in the amount of \$109,290.72, and authorize the Purchasing Manager to sign the resulting purchase orders.

BACKGROUND

Procurement solicited bids from twenty-nine firms and posted a bid announcement to the County's website on behalf of DPW Roads Division for the purchase of four one-ton trucks. The bid describes three regular-cab trucks and one crew-cab truck. Attachment A provides a comparison of prices offered by the four responding bidders. It shows that Future Ford has the lowest reference total for both types of trucks. Although Local Vendor Preference was considered during evaluation, it was not a deciding factor. DPW has reviewed the bids and approves award to Future Ford.

FISCAL IMPACT

The purchase price of these trucks will be \$109,290.72. In addition to this, Future Ford is offering an early payment discount of \$500.00 per truck if invoices are paid within 20 days. This amount is not factored in to the purchase price noted above. DPW has sufficient fixed asset approval for this purchase.

Attachment

Attachment A – Bid Evaluation and Award Recommendation

Cc: Kevin Taber, DPW Roads Division
Cynthia Taylor, DPW Administration

Item #1, Regular Cab		Qty: 3		Terms		Unit		7.25%		Non-Deduct		Line Item		Prompt Pay	
Bidder	Location	Make/Model	LVP?	Disc.	Amount	Extension	Tax	Warr. (1)	Subtotal	Total	LVP (2)	Disc.(3)(4)	Ref. Total		
Future Ford	Roseville	Ford F350	Yes	\$500	\$23,319.70	\$69,959.10	\$5,072.03	\$860.00	\$2,580.00	\$77,611.13	\$3,750.00	\$1,500.00	\$72,361.13		
<i>with optional 6 year/75,000 mile warranty upgrade</i>															
Broadway Ford	Oakland	Ford F350	No	0	\$23,319.70	\$69,959.10	\$5,072.03	\$1,295.00	\$3,885.00	\$78,916.13	\$3,750.00	\$1,500.00	\$73,666.13		
Maita Chev.	Elk Grove	N/B			\$23,100.00	\$69,300.00	\$5,024.25	\$1,135.00	\$3,405.00	\$77,729.25	0	0	\$77,729.25		
S & C Ford	S. F.	Ford F350	No	0	\$26,060.00	\$78,180.00	\$5,668.05	\$1,095.00	\$3,285.00	\$87,133.05	0	0	\$87,133.05		
Future Ford, the low bidder noted no exceptions to bid specifications.															
Item #2, Crew Cab		Qty: 1		Terms		Unit		7.25%		Non-Deduct		Line Item		Prompt Pay	
Bidder	Location	Make/Model	LVP?	Disc.	Amount	Extension	Tax	Warr.	Subtotal	Total	LVP	Disc.(3)(4)	Ref. Total		
Future Ford	Roseville	Ford F350	Yes	\$500	\$27,081.20	\$27,081.20	\$1,963.39	\$860.00	\$860.00	\$29,904.59	\$1,250.00	\$500.00	\$28,154.59		
<i>with optional 6 year/75,000 mile warranty upgrade</i>															
Broadway Ford	Oakland	Ford F350	No	0	\$26,683.00	\$26,683.00	\$1,934.52	\$1,135.00	\$1,295.00	\$30,339.59	\$3,750.00	\$500.00	\$26,089.59		
Maita Chev.	Elk Grove	Chevy CK35943	No	\$500	\$28,851.00	\$28,851.00	\$2,091.70	\$1,320.00	\$1,135.00	\$29,752.52			\$29,752.52		
S & C Ford	S. F.	Ford F350	No	0	\$29,575.00	\$29,575.00	\$2,144.19	\$1,095.00	\$1,320.00	\$32,262.70		\$500.00	\$31,762.70		
Future Ford, the low bidder noted no exceptions to bid specifications.															

General Notes: The Reference Total shown in bold for each line item is the lowest responsive bidder.

(1) For bid evaluation purposes, a 4 year/60,000 mile warranty is referenced. However, the Department has elected to purchase the 6 year/75,000 miles warranty upgrade. Warranty cost is included in the purchase calculations below.

(2) A Local Vendor Preference (LVP) of 5% or a maximum of \$5,000 cumulative is given to qualifying Placer County bidders during bid evaluation.

This local vendor's bid reference total (without the LVP amount) is \$104,075.72 (5% would be over \$5,000). Therefore, the maximum LVP allowed for this bid will be \$5,000. This local vendor bid on 4 vehicles in this bid. If \$5,000 were evenly distributed among all 4, this would translate to a maximum of \$1,250 LVP credit per vehicle.

(3) Some bidders offered a discount for early payment received sooner than 31 days but no less than 20 days. This amount is considered when evaluating for lowest responsive bid.

(4) Prompt pay discount is not factored in to the purchase totals listed below. It will be listed as a special discount if paid within 20 days of invoicing.

Purchase Calculations		Bid Item # 1, Ford F350 Regular Cab Truck		Bid Item # 2, Ford F350 Crew Cab Truck	
Unit Price	Qty	Unit Price	Qty	Unit Price	Qty
\$23,319.70	3	\$27,081.20	1	\$27,081.20	1
Subtotal	\$69,959.10	Subtotal	\$27,081.20	Subtotal	\$27,081.20
7.25% Sales Tax	\$5,072.03	7.25% Sales Tax	\$1,963.39	7.25% Sales Tax	\$1,963.39
6 yr/75,000 mile warranty	\$3,885.00	6 yr/75,000 mile warranty	\$1,295.00	6 yr/75,000 mile warranty	\$1,295.00
Tire Tax (\$8.75 per truck)	\$26.25 (5)	Tire Tax (\$8.75 per truck)	\$8.75	Tire Tax (\$8.75 per truck)	\$8.75
PO Amount	\$78,942.38	PO Amount	\$30,348.34	PO Amount	\$30,348.34
Invoice Discount	\$1,500.00	Invoice Discount	\$500.00	Invoice Discount	\$500.00
Board Recommendation Total: \$78,942.38 + \$30,348.34 = \$109,290.72 (less discounts = \$107,290.72)					

(5) The State of California assesses a \$1.75 fee per tire sold in the State. Each truck has 5 tires.

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