

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager *DS*

DATE: January 9, 2007

SUBJECT: Approve the Award of Bid No. 9624, Annual Vehicle Fleet Purchases, to Mike Albert Leasing, Maita Chevrolet, Broadway Ford, and Downtown Ford in the Aggregate Amount of \$900,195.20.

ACTION REQUESTED

Approve the award of Bid No. 9624, Annual Vehicle Fleet Purchases, to Mike Albert Leasing of Cincinnati Ohio, Maita Chevrolet of Elk Grove, Broadway Ford of Oakland, and Downtown Ford of Sacramento in the aggregate amount of \$900,195.20, and authorize the Purchasing Manager to sign the resulting purchase orders.

BACKGROUND

Procurement Services Division, on behalf of DPW Fleet Services, solicited bids from 36 firms and placed the Invitation for Bids on the County website for the County's annual vehicle requirements. The bid described 10 classes of vehicles consisting of compact hybrid sedans, light utility vehicles, passenger vans, and pickup trucks. Bids were submitted by the following 7 firms:

- | | |
|--------------------------------------|--|
| Senator Ford, Sacramento | Weaver Auto & Truck Center, Grass Valley |
| Maita Chevrolet, Elk Grove* | Downtown Ford, Sacramento* |
| Broadway Ford, Oakland* | Pacific Honda, San Diego |
| Mike Albert Leasing, Cincinnati, OH* | |

*Denotes lowest responsive bidder for 1 or more bid items.

The bid award recommendations are being made to the lowest responsive bidders for the purchase of 41 total vehicles. A summary of the bid award recommendations is provided as Attachment A. A complete evaluation summary is submitted as Attachment B. The lowest responsive bidder is shown in bold for each item.

FISCAL IMPACT

It is recommended that your Board approve the award of Bid No. 9624 as follows:
Bid Item #1 to Mike Albert Leasing in the amount of \$173,512.50;
Bid Item #2 to Maita Chevrolet in the amount of \$36,065.88;
Bid Items #3, 4, 5, 6, 7, 9, &10 to Broadway Ford in the amount of \$669,240.22; and
Bid Item #8 to Downtown Ford in the amount of \$21,376.60.
Public Works has sufficient fixed asset approval for these purchases.

Attachments: Attachment A, Award Recommendation
Attachment B, Bid Evaluation

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

Recommended Bidder	Bid Items/Vehicle Description		
Mike Albert	Item 1		
Item #1	Toyota Prius - 7 each	Line Item Total	\$173,136.25
		Total Tire Tax (1)	\$61.25
		Dealer Documentation Fee	\$315.00
		Award Total	\$173,512.50
Maita Chevrolet	Item 2		
Item #2	Chevy Malibu - 2 each	Line Item Total	\$36,048.38
		Total Tire Tax (1)	\$17.50
		Award Total	\$36,065.88
Early Invoice Payment Discount (\$500 per vehicle X 2 vehicles)			\$1,000.00
Broadway Ford	Items 3, 4, 5, 6, 7, 9, 10		
Item #3	Ford Explorer - 9 each	Line Item Total	\$210,651.17
Item #4	Ford Expedition - 8 each	Line Item Total	\$213,860.63
Item #5	Ford Freestar - 1 each	Line Item Total	\$18,846.33
Item #6	Ford Ranger Truck - 7 each	Line Item Total	\$102,876.76
Item #7	Ford Ranger Truck - 2 each	Line Item Total	\$35,068.79
Item #9	Ford F350 Truck - 3 each	Line Item Total	\$62,641.90
Item #10	Ford F250 Truck - 1 each	Line Item Total	\$25,023.39
		Total Tire Tax (1)	\$271.25
		Award Total	\$669,240.22
Early Invoice Payment Discount (\$200 per vehicle X 31 vehicles)			\$6,200
Downtown Ford	Item 8		
Item #8	Ford F150 - 1 each	Line Item Total	\$21,367.85
		Total Tire Tax (1)	\$8.75
		Award Total	\$21,376.60
Early Invoice Payment Discount (\$500 per vehicle)			\$500.00
		Aggregate Bid Award Total	\$900,195.20
		Total Discount	\$7,700.00
		Potential Discounted Amount	\$892,495.20
(1) The State of California levies a \$1.75 tax per tire sold within the State. Each vehicle has 5 tires (4 full size tires and 1 spare).			

**COUNTY OF PLACER, AUBURN, CA
 BID EVALUATION**

Page 1 Bid No. 9624 Buyer Name: Steven McCredie Attachment B
 Title: Vehicle Purchases Phone: 530-889-4257
 Due Date: 11/15/06 Estimated Award Date: 1/9/2007

Name of Firm	Maita Chevrolet	Senator Ford	Weaver Auto	Downtown Ford	Broadway Ford	Pacific Honda
City/State	Elk Grove, CA	Sacramento, CA	Grass Valley, CA	Sacramento, CA	Oakland, CA	San Diego, CA
Telephone	800-282-9258	916-391-3000 #855	273-6141	916-442-6931	510-832-8800	858-694-1055
Fax Number	916-681-3344	916-391-7026	273-6572	916-491-3138	510-839-5095	858-569-7968
FOB	Destination	Destination	Destination	Destination	Destination	Destination
Delivery Time	various	various	various	various	various	various
LVP Certified? (1)	No	No	No	No	No	No
Invoice Terms (2)	\$500 20 days	Net 30	Net 30	\$500 20 Days	\$200 21 days	Net 30
Name of Firm	Mike Albert Leasing					
City/State	Cincinnati, OH					
Telephone	513-554-2847					
Fax Number	513-956-2847					
FOB	Destination					
Delivery Time	various					
LVP Certified? (1)	No					
Invoice Terms (2)	Net 30					

Item #1, Hybrid Sedans		Qty:	7	Unit	7.25%	Non-Deduct	Warr.	Line Item	Tire	Early Pay			
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Total	Tax (3)	Disc. (2)	Ref. Total
Senator Ford	Sacto.	Ford Escape	No	\$0	24535	171745	12451.51	1490	10430	194626.51	61.25	0	194687.76
Weaver	Grass Val.	N/B											
Maita Chev.	Elk Grove	N/B											
Downtown Ford	Sacto.	N/B											
Broadway Ford	Oakland	N/B											
Pacific Honda	San Diego	Honda Civic	No	\$0	22541	157787	11439.56	975	6825	176051.56	61.25	0	176112.81
Mike Albert	OH	Toyota Prius	No	\$0	21896.27	153273.89	11112.36	1250	8750	173136.25	61.25	0	173197.50

Mike Albert, the low bidder noted no exceptions to bid specifications

Item #2, Midsize Sedans		Qty:	2	Unit	7.25%	Non-Deduct	Warr.	Line Item	Tire	Early Pay			
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Total	Tax	Disc.	Ref. Total
Senator Ford	Sacto.	Ford Fusion	No	\$0	19986	39972	2897.97	1490	2980	45849.97	17.5	0	45867.47
Weaver	Grass Val.	Pontiac Gr. Prix	No	\$0	16968	33936	2460.36	1425	2850	39246.36	17.5	0	39263.86
Maita Chev.	Elk Grove	Chevy Malibu	No	\$500	15575	31150	2258.38	1320	2640	36048.38	17.5	1,000	35065.88
Downtown Ford	Sacto.	Ford Fusion	No	\$500	18900	37800	2740.50	1290	2580	43120.50	17.5	1,000	42138.00
Broadway Ford	Oakland	Ford Fusion	No	\$200	16688.80	33377.60	2419.88	990	1980	37777.48	17.5	400	37394.98
Pacific Honda	San Diego	N/B											
Mike Albert	OH	N/B											

Maita Chevy, the low bidder, in response to a specification for an alternator with 130 amps, offered 115 amps. This is an acceptable exception to bid specifications.

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

- (1) Placer County local dealerships qualify for a 5% preference during bid evaluation. No Placer County dealerships submitted a bid this year.
- (2) 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 lowest responsive bid.
- (3) The State levies a \$1.75 tax on each tire sold. The figures shown in this column are the sums of all tires (including spares) for all vehicles per line item.

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Item #3, Light SUV		Qty: 9											
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Unit Amount	Extension	7.25% Tax	Non-Deduct Warr.	Subtotal	Line Item Total	Tire Tax	Early Pay Disc.	Ref. Total
Senator Ford	Sacto.	Ford Explorer	No	\$0	23780	214020	15516.45	1690	15210	244746.45	78.75	0	244825.20
Weaver	Grass Val.	GMC Envoy	No	\$0	22454	202086	14651.24	1425	12825	229562.24	78.75	0	229640.99
Maita Chev.	Elk Grove	Chevy Trailblazer	No	\$500	22153	199377	14454.83	1390	12510	226341.83	78.75	4500	221920.58
Maita Chev.	(Without On Star)		No	\$500	22004	198036	14357.61	1390	12510	224903.61	78.75	4500	220482.36
Downtown Ford	Sacto.	Ford Explorer	No	\$500	23075	207675	15056.44	1355	12195	234926.44	78.75	4500	230505.19
Broadway Ford	Oakland	Ford Explorer	No	\$200	20839.80	187558.20	13597.97	1055	9495	210651.17	78.75	1800	208929.92
Pacific Honda	San Diego	N/B											
Mike Albert	OH	N/B											

Broadway Ford, the low bidder, in response to a specification for steel wheels, offered aluminum. This is an acceptable exception to bid specifications.

Item #4, Sheriff Light SUV		Qty: 8											
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Unit Amount	Extension	7.25% Tax	Non-Deduct Warr.	Subtotal	Line Item Total	Tire Tax	Early Pay Disc.	Ref. Total
Senator Ford	Sacto.	Ford Expedition	No	\$0	25299	202392	14673.42	1690	13520	230585.42	70	0	230655.42
Weaver	Grass Val.	N/B											
Maita Chev.	Elk Grove	Chevy Tahoe	No	\$500	31714	253712	18394.12	2890	23120	295226.12	70	4000	291296.12
Downtown Ford	Sacto.	Ford Expedition	No	\$500	24000	192000	13920.00	1400	11200	217120.00	70	4000	213190.00
Broadway Ford	Oakland	Ford Expedition	No	\$200	23899.84	191198.72	13861.91	1100	8800	213860.63	70	1600	212330.63
Pacific Honda	San Diego	N/B											
Mike Albert	OH	N/B											

Broadway Ford, the low bidder, in response to a specification for a spare tire mounted in the cargo area, offered one that is mounted under the body. This is an acceptable exception to bid specifications.

Item #5, 7 Passenger Mini Van		Qty: 1											
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Unit Amount	Extension	7.25% Tax	Non-Deduct Warr.	Subtotal	Line Item Total	Tire Tax	Early Pay Disc.	Ref. Total
Senator Ford	Sacto.	N/B											
Weaver	Grass Val.	N/B											
Maita Chev.	Elk Grove	Chevy Uplander	No	\$500	18920	18920	1371.70	1390	1390	21681.70	8.75	500	21190.45
Maita Chev.	(Without On Star)		No	\$500	18771	18771	1360.90	1390	1390	21521.90	8.75	500	21030.65
Downtown Ford	Sacto.	N/B											
Broadway Ford	Oakland	Ford Freestar	No	\$200	16649.26	16649.26	1207.07	990	990	18846.33	8.75	200	18655.08
Pacific Honda	San Diego	N/B											
Mike Albert	OH	N/B											

Broadway Ford, the low bidder noted no exceptions to bid specifications.

Item #6, Extra Cab Compact Pickup		Qty: 7											
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Unit Amount	Extension	7.25% Tax	Non-Deduct Warr.	Subtotal	Line Item Total	Tire Tax	Early Pay Disc.	Ref. Total
Senator Ford	Sacto.	Ford Ranger	No	\$0	13332	93324	6765.99	1195	8365	108454.99	61.25	0	108516.24
Weaver	Grass Val.	GMC Canyon	No	\$0	14718	103026	7469.39	1425	9975	120470.39	61.25	0	120531.64
Maita Chev.	Elk Grove	Chevy Colorado	No	\$500	15629	109403	7931.72	1320	9240	126574.72	61.25	3500	123135.97
Downtown Ford	Sacto.	N/B											
Broadway Ford	Oakland	Ford Ranger	No	\$200	13101.80	91712.60	6649.16	645	4515	102876.76	61.25	1400	101538.01
Pacific Honda	San Diego	N/B											
Mike Albert	OH	N/B											

Broadway Ford, the low bidder indicates that when power windows & door locks are requested, the factory can only supply carpet with "slush mats" instead of the requested heavy duty rubber flooring. This is an acceptable exception to bid specifications.

Item #7, Extended Cab Comp. Pickup Qty: 2		Unit		7.25% Non-Deduct		Line Item		Tire		Early Pay				
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Warr.	Subtotal	Tax	Disc.	Ref. Total
Senator Ford	Sacto.	Ford Ranger	No	\$0	16908	33816	2451.66	1495	2990	39257.66	17.5	0	0	39275.16
Weaver	Grass Val.	GMC Canyon	No	\$0	17222	34444	2497.19	1425	2850	39791.19	17.5	0	0	39808.69
Maleta Chev.	Elk Grove	Chevy Colorado	No	\$500	18523	37046	2685.84	1670	3340	43071.84	17.5	1,000	1,000	42089.34
Downtown Ford	Sacto.	N/B												
Broadway Ford	Oakland	Ford Ranger	No	\$200	15635.80	31271.60	2267.19	765	1530	35068.79	17.5	400	400	34686.29
Pacific Honda	San Diego	N/B												
Mike Albert	OH	N/B												

Broadway Ford, the low bidder indicates that when power windows & door locks are requested, the factory can only supply carpet with "slush mats" instead of the requested heavy duty rubber flooring. This is an acceptable exception to bid specifications.
 In response to a specification for steel wheels, offered aluminum. This is also an acceptable exception since the other bidders offered aluminum as well.

Item #8, 1/2 Ton Pickup Qty: 1		Unit		7.25% Non-Deduct		Line Item		Tire		Early Pay				
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Warr.	Subtotal	Tax	Disc.	Ref. Total
Senator Ford	Sacto.	Ford F150	No	\$0	19772	19772	1433.47	1495	1495	22700.47	8.75	0	0	22709.22
Weaver	Grass Val.	N/B												
Maleta Chev.	Elk Grove	Chevy Silverado	No	\$500	21549	21549	1562.30	1670	1670	24781.30	8.75	500	500	24290.05
Maleta Chev.	(Without On Star)		No	\$500	21400	21400	1551.50	1670	1670	24621.50	8.75	500	500	24130.25
Downtown Ford	Sacto.	Ford F150	No	\$500	18660	18660	1352.85	1355	1355	21367.85	8.75	500	500	20876.60
Broadway Ford	Oakland	Ford F150	No	\$200	19193.80	19193.80	1391.55	780	780	21365.35	8.75	200	200	21174.10
Pacific Honda	San Diego	N/B												
Mike Albert	OH	N/B												

Downtown Ford, the low bidder noted no exceptions to bid specifications.

Item #9, 3/4 Ton Pickup 4 X 2 Qty: 3		Unit		7.25% Non-Deduct		Line Item		Tire		Early Pay				
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Warr.	Subtotal	Tax	Disc.	Ref. Total
Senator Ford	Sacto.	Ford F350	No	\$0	19487	58461	4238.42	1750	5250	67949.42	26.25	0	0	67975.67
Weaver	Grass Val.	N/B												
Maleta Chev.	Elk Grove	N/B												
Downtown Ford	Sacto.	Ford F350	No	\$500	19500	58500	4241.25	1595	4785	67526.25	26.25	1,500	1,500	66052.50
Broadway Ford	Oakland	Ford F350	No	\$200	18601.99	55805.97	4045.93	930	2790	62641.90	26.25	600	600	62068.15
Pacific Honda	San Diego	N/B												
Mike Albert	OH	N/B												

Broadway Ford, the low bidder offers a 2008 model year truck. Due to 2007 Federal emissions requirements, a 2007 model year truck is not available.

Item #10, 3/4 Ton Pickup 4 X 4 Qty: 1		Unit		7.25% Non-Deduct		Line Item		Tire		Early Pay				
Bidder	Location	Make/Model	LVP?	Terms/Disc.	Amount	Extension	Tax	Warr.	Subtotal	Warr.	Subtotal	Tax	Disc.	Ref. Total
Senator Ford	Sacto.	Ford F250	No	\$0	23753	23753	1722.09	N/B	25475.09	8.75	0	0	0	25483.84
Weaver	Grass Val.	N/B												
Maleta Chev.	Elk Grove	N/B												
Downtown Ford	Sacto.	Ford F250	No	\$500	23600	23600	1711.00	1850	1850	27161.00	8.75	500	500	26669.75
Broadway Ford	Oakland	Ford F250	No	\$200	22170.99	22170.99	1607.40	1245	1245	25023.39	8.75	200	200	24832.14
Pacific Honda	San Diego	N/B												
Mike Albert	OH	N/B												

Broadway Ford, the low bidder offers a 2008 model year truck. Due to 2007 Federal emissions requirements, a 2007 model year truck is not available.

