

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: April 27, 2010

SUBJECT: Approve the Award of Competitive Bid No. 9966, Annual Vehicle Purchases, to Albany Ford, Future Ford Roseville, and Hoblit Dodge Chrysler Jeep in the Total Aggregate Amount of \$160,610.95

ACTION REQUESTED

Approve the award of competitive Bid No. 9966, Annual Vehicle Purchases, to Albany Ford of Albany, CA, Future Ford of Roseville, CA, and Hoblit Dodge Chrysler Jeep of Woodland, CA, in the total aggregate amount of \$160,610.95, and authorize the Purchasing Manager to sign the resulting Purchase Orders (POs).

BACKGROUND

The Procurement Services Division developed Bid No. 9966 to solicit bids for the County's annual vehicle purchase requirements. The bid was sent to fifty two firms and posted on the County's website. Bids were received from Albany Ford, Future Ford Roseville, Hansel Ford Lincoln/Mercury, San Francisco Ford Lincoln Mercury, and Winner Chevrolet. Future Ford and Winner Chevrolet are registered for local vendor preference.

The bid requested pricing for six types of vehicles consisting of compact and full size, four-wheel drive pickups, Sheriff patrol sedans, a mid-size, four-door sedan, a 7-passenger minivan, and a 15-passenger van. Future Ford Roseville was the lowest responsive bidder for Bid Line Item 1, three Ford Ranger, four-door super cab pickups and related warranty upgrades, Bid Line Item 2, one Ford F250, 4x4 pickup and related warranty upgrade, and Bid Line Item 4, one Ford Fusion and related warranty upgrade. Albany Ford is the lowest responsive bidder for Bid Line Item 6, one Ford Econoline E350 passenger van and warranty upgrade.

Procurement Services received pricing resulting from the State of California Contract No. 1-10-23-20 for Bid Line Items 5, one Dodge Grand Caravan and warranty upgrade, from Hoblit Dodge Chrysler Jeep. The State Contract pricing is lower than the responses received for Bid No. 9966.

In light of the current fiscal environment, Procurement Services convened a meeting with Fleet Services and the Sheriff's Office in which a post-bid need assessment of the Sheriff's patrol vehicles determined that the County can forgo the purchase of the six Sheriff patrol sedans (Item 3) with no impact on operations. Based on this determination, the County will save \$155,546.77.

A complete evaluation summary is submitted as Attachment A. The lowest responsive bidder is highlighted for each item. Prompt payment discounts and Local Vendor Preference (LVP) were considered during the award evaluation. Bid evaluation illustrates that Future Ford is the lowest responsive bidder for one vehicle in the total aggregate amount of \$27,999.84 because of their local vendor preference.

FISCAL IMPACT

Your approval is recommended to award Bid No. 9966, Bid Line Item Nos. 1, 2, and 4 to Future Ford in the amount of \$111,612.72, Bid Line Item No. 6 to Albany Ford in the amount of \$27,256.70, Bid Line Item No. 5 to Hoblit Dodge Chrysler Jeep in the amount of \$21,741.53. DPW's Fiscal Impact Statement is attached (Attachment B).

Attachments

- A. Bid Evaluation
- B. Fiscal Impact Statement

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



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9966
Title: Annual Vehicle Purchases
Due Date: 2/17/10

Buyer Name: Ben Bramer
Phone: 530-889-4257
Estimated Award Date: 4/6/10

(Recommended award is highlighted)

Name of Firm City/State		Albany Ford Albany/CA		Future Ford Roseville/CA		Hansel Ford Lincoln/Mercury Santa Rosa/CA		San Francisco Ford Lincoln South San Francisco/CA		Winner Chevrolet Collax/CA		
Telephone Fax Number LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		510-528-1244 510-524-1655 No Net 30		916-677-5270 916-677-5334 Yes \$500 discount/vehicle. 20 days		707-543-7430 707-573-9218 No Net 30		415-575-4113 415-255-1962 No Net 30		530-346-8313 530-346-8407 Yes Net 30		
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	(3) ea Compact, 4x4, Extra Cab Pickup Vehicle 8.25% Sales Tax Upgrade Warranty Cost CA Tire Fee (\$1.75/Tire) Subtotal LVP Prompt Pay Disc Total	3	19,303.00	57,909.00	19,257.78	57,773.34	-	-	21,165.00	63,495.00	20,996.00	62,988.00
				4,777.49	4,766.30			5,238.34		5,196.51		
		3	735.00	2,205.00	985.00	2,955.00			1,445.00	4,335.00	1,750.00	5,250.00
		3	8.75	26.25	8.75	26.25			8.75	26.25	8.75	26.25
				64,917.74		65,520.89				73,094.59		73,460.76
				0.00		3,276.04				0.00		3,673.04
		3		0.00	500.00	1,500.00				0.00		0.00
				64,917.74		60,744.85				73,094.59		69,787.72
2	(1) ea Full Size, 3/4 Ton, 4x4, Standard Cab PU Vehicle 8.25% Sales Tax Upgrade Warranty Cost CA Tire Fee Subtotal LVP Prompt Pay Disc Total	1	23,636.00	23,636.00	24,679.99	24,679.99			25,275.00	25,275.00	27,252.00	27,252.00
				1,949.97	2,036.10			2,085.19		2,248.29		
		1	1,025.00	1,025.00	1,275.00	1,275.00			1,850.00	1,850.00	1,750.00	1,750.00
		1	8.75	8.75	8.75	8.75			8.75	8.75	8.75	8.75
				26,619.72		27,999.84			29,218.94		31,259.04	
				0.00		1,399.99			0.00		1,562.95	
		1		0.00	500.00	500.00				0.00		0.00
				26,619.72		26,098.85			29,218.94		29,696.09	
3	(6) ea Sheriff Patrol Sedan Vehicle 8.25% Sales Tax Upgrade Warranty Cost CA Tire Fee Subtotal LVP Prompt Pay Disc Total	0	21,686.57	0.00	22,736.52	0.00			21,985.00	0.00		
		0		0.00		0.00			0.00			
		0	2,440.00	0.00	2,690.00	0.00			2,400.00	0.00		
		0	8.75	0.00	8.75	0.00			8.75	0.00		
				0.00		0.00			0.00			
				0.00		0.00			0.00			
		0		0.00	500.00	0.00				0.00		0.00
				0.00		0.00				0.00		0.00
				0.00		0.00				0.00		0.00
4	(1) ea Mid-Size, 4-Door Sedan Vehicle 8.25% Sales Tax Upgrade Warranty Cost CA Tire Fee Subtotal LVP Prompt Pay Disc Total	1	16,219.84	16,219.84	15,518.00	15,518.00			16,750.00	16,750.00		
				1,338.14	1,280.24			1,381.88		1,381.88		
		1	995.00	995.00	1,285.00	1,285.00			1,445.00	1,445.00		
		1	8.75	8.75	8.75	8.75			8.75	8.75		
				18,561.73		18,091.99			19,585.63			
				0.00		904.60			0.00			
		1		0.00	500.00	500.00				0.00		
				18,561.73		16,687.39			19,585.63			

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BID EVALUATION & AWARD RECOMMENDATION

Bid No.: 9966
Title: Annual Vehicle Purchases
Due Date: 2/17/10

Buyer Name: Ben Bramer
Phone: 530-889-4257
Estimated Award Date: 4/6/10
(Recommended award is highlighted)

		Name of Firm City/State	Albany Ford Albany/CA Dan Dungan Telephone 510-526-1244 Fax Number 510-524-1655 LVP Certified? ⁽¹⁾ No Invoice Terms ⁽²⁾ Net 30	Future Ford Roseville/CA Tom Netherby 916-677-5270 916-677-5334 Yes \$500 discount/vehicle, 20 days	Hansel Ford Lincoln/Mercury Santa Rosa/CA Ed Bailey 707-543-7430 707-573-9218 No Net 30	San Francisco Ford Lincoln South San Francisco/CA Frank Ginotti 415-575-4113 415-255-1962 No Net 30	Winner Chevrolet Colfax/CA 530-346-8313 530-346-8407 Yes Net 30					
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
5	(1) ea Mini, 7-Passenger Van				2010 Kia Sedona				2010 Ford Flex			
	Vehicle	1			23,513.00	23,513.00			24,300.00	24,300.00		
	8.25% Sales Tax					1,939.82				2,004.75		
	Upgrade Warranty Cost	1			1,245.00	1,245.00			1,445.00	1,445.00		
	CA Tire Fee	1			8.75	8.75			8.75	8.75		
	Subtotal					26,706.57				27,758.50		
	LVP					1,335.33				0.00		
	Prompt Pay Disc	1			500.00	500.00				0.00		
	Total					24,871.24				27,758.50		
6	(1) ea Full Size, 15-Passenger Van				2010 Econoline E350 Super Club				2010 Ford Econoline E350			
	Vehicle	1	24,363.00	24,363.00	26,991.52	26,991.52			24,750.00	24,750.00	29,583.00	29,583.00
	8.25% Sales Tax			2,009.95		2,228.80				2,041.88		2,440.60
	Upgrade Warranty Cost	1	875.00	875.00	1,125.00	1,125.00			1,650.00	1,650.00	1,750.00	1,750.00
	CA Tire Fee	1	8.75	8.75	8.75	8.75			8.75	8.75	8.75	8.75
	Subtotal			27,256.70		30,352.07				28,450.63		33,782.35
	LVP			0.00		1,517.60				0.00		1,689.12
	Prompt Pay Disc	1		0.00	500.00	500.00				0.00		0.00
	Total			27,256.70		28,334.47				28,450.63		32,093.23

Exceptions

Albany - Pkg 3: wb is 107 4, full wheel covers N/A - proposed silver painted wheels; Pkg 5 GVWR = 9,100#, heated mirrors N/A
 Future Ford - None
 Hansel Ford - Withdrew Bid
 San Francisco Ford - Pkg 1: Carpet w/slush mats standard; Pkg 2: Factory standard A/T tires included; Pkg 5: All standard options w/3.5, V6 engine
 Winner Chevrolet - Pkg 1: Interior is ebony, Tires are on/off road, spare wheel may/may not match; Pkg 2: Eaton G80 locking rearend, hitch is GM factory, 5,000# dead weight rating, spare does not match; Pkg 6: Brakes are ABS, 4wheel disc, tires are all season, 6 speed auto

State Contract Pricing

Pricing includes Sales Tax, Tire Tax, DGS Fee (1.92%), and discounts

	Unit Price	Extension
1 Ford Ranger	\$ 25,088.48	\$ 75,265.44
2 Ford F250 4x4	\$ 32,057.37	\$ 32,057.37
3 Ford Crown Vic	\$ 28,295.53	\$ 157,773.18
4 Nissan Sentra	\$ 16,646.78	\$ 16,646.78
5 Dodge Caravan	\$ 21,741.53	\$ 21,741.53
6 Ford E350	\$ 28,792.43	\$ 28,792.43

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MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: Honorable Board of Supervisors
FROM: Ken Grehm, Director
DATE: April 8, 2010
SUBJECT: **Fiscal Impact Statement**

Purchase of Fixed Assets: RQ050462 – 3 ea. Compact 4x4 Extra Cab Pickups

Sufficient funding has been budgeted in the amount of \$69,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Purchase of Fixed Assets: RQ050528 – 1 ea. 15 Passenger Jail Van

Sufficient funding has been budgeted in the amount of \$34,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Purchase of Fixed Assets: RQ050542 – 1 ea. Midsize Sedan

Sufficient funding has been budgeted in the amount of \$19,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Purchase of Fixed Assets: RQ050543 – 1 ea. ¾ ton 4x4 Pickup

Sufficient funding has been budgeted in the amount of \$26,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Purchase of Fixed Assets: RQ050544 – 1 ea. 7 Passenger Mini Van

Sufficient funding has been budgeted in the amount of \$24,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

