

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

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: June 18, 2013
SUBJECT: Bid No. 10242 for OEM Auto Parts – Multiple Vendors

ACTION REQUESTED

1. Approve the award of competitive Bid No. 10242 to Cummins West Inc. of San Leandro (CA), Riverview International Trucks of West Sacramento (CA), Magnussen's Auburn Dodge of Auburn (CA), and Gold Rush Chevrolet of Auburn (CA) for Original Equipment Manufacturer (OEM) auto parts and service in the total aggregate amount of \$174,500, funded by revenue collected from Fleet rate customers and Fleet direct charge customers as well as Fire revenues with no net County cost however the Sheriff has budgeted these expenses resulting in a net County cost of \$22,500, for the period of July 1, 2013 through March 31, 2014; and
2. Approve the renewal of negotiated blanket purchase orders (BPOs) with Auburn Ford of Auburn (CA), Future Ford of Roseville (CA), Elk Grove Dodge of Elk Grove (CA), Performance Chevrolet of Sacramento (CA), Auburn Honda of Auburn (CA), Auburn Toyota of Auburn (CA), Nixon-Egli Equipment of Tracy (CA), Holt of California of Sacramento (CA), Cashman Equipment Company of Sparks (NV), A-Z Bus Sales of Sacramento (CA), CASE Power & Equipment of Sacramento (CA), Sacramento Truck Center of Sacramento (CA), Smith Power Products of Sparks (NV), Valley Power Systems Inc. of West Sacramento (CA), Owen Equipment Sales of Portland (OR), Gillig LLC of Hayward (CA), Snoquip Inc. of West Sacramento (CA), Pape Machinery of Sacramento (CA), Motor Coach Industries of Schaumburg (IL), and Edward R. Bacon of Sacramento (CA) for OEM auto parts and service in the total aggregate amount of \$674,000, funded by revenue collected from Fleet rate customers and Fleet direct charge customers as well as Fire revenues with no net County cost however the Sheriff has budgeted these expenses resulting in a net County cost of \$22,500, for the period of July 1, 2013 through March 31, 2014; and
3. Authorize the Purchasing Manager to sign the resulting BPOs and to transfer funds between BPOs as necessary to meet the County's needs.

BACKGROUND

The Department of Public Works Fleet Services Division (DPW), Department of Facility Services (DFS), Placer County Fire Department (PCFD), and the Placer County Sheriff's Office (PCSO) require annual BPOs for the purchase of OEM auto parts and dealer services on an as-needed basis. The departments' current BPOs expire on June 30, 2013.

The Procurement Services Division developed Invitation for Bids (IFB) No. 10242 to solicit competitive bids for the various types of OEM auto parts and services requested by the departments. The bid was distributed via the County's e-Procurement platform, Public Purchase, to 69 potential bidders and was advertised on the County's website. A total of four bids were received. None of the bidders were registered local vendors nor did they offer any prompt payment discounts. As the result of the bid

evaluation Procurement recommends the award of Bid Line Items #13 and #21 of Category A and Line Items #8 and #12 of Category B to Cummins West Inc., Bid Line Items #27 and #34 of Category A to Riverview International, Bid Line Items #4 and #10 of Category A to Magnussen's Auburn Dodge, and Bid Line Items #1 and #2 of Category A to Gold Rush Chevrolet.

Procurement Services successfully negotiated agreements for the remaining OEM brands that received no bids. Auburn Ford, Future Ford, Elk Grove Dodge, Performance Chevrolet, Auburn Honda, Auburn Toyota, Nixon-Egli Equipment, CASE Power & Equipment, Sacramento Truck Center, Valley Power Systems, Owen Equipment Sales, Gillig LLC, Snoquip Inc., Motor Coach Industries, and Edward R. Bacon Co. agreed to renew for another one-year term at the same pricing. Holt of California, Cashman Equipment Company, A-Z Bus Sales, Smith Power Products, and Pape Machinery agreed to renew with proposed price increases averaging from 1.91% to 15.68% overall. The proposed price increases are attributed to rising labor costs. Procurement Services determined that these proposed increases are reasonable and supported by each vendor's satisfactory level of service provided to the departments and the vendor's ability to meet the County's requirements. Section 7.2 of the Purchasing Policy Manual (PPM) allows the County to negotiate contracts for operational services and supplies based on geographic proximity to the County's sites of operations. Placer County Purchasing Policy Manual Section 1.3(o) also allows for the renewal of a contract based on the vendors' satisfactory contract performance. A complete award summary is submitted as Attachment A.

FISCAL IMPACT

Upon your Board's approval BPOs will be awarded to Cummins West, Gold Rush Chevrolet, Magnussen's Auburn Dodge, Riverview International, Auburn Ford, Future Ford, Elk Grove Dodge, Performance Chevrolet, Auburn Honda, Auburn Toyota, Nixon-Egli Equipment, Holt of California, Cashman Equipment Company, A-Z Bus Sales, CASE Power & Equipment, Sacramento Truck Center, Smith Power Products, Valley Power Systems, Owen Equipment Sales, Gillig LLC, Snoquip Inc., Pape Machinery, Motor Coach Industries, and Edward R. Bacon Co. in the maximum aggregate amount of \$848,500 and will be effective for the period of July 1, 2013 through March 31, 2014. The Fiscal Impact Statements for DPW, DFS, PCFD, and PCSO are attached (refer to Attachments C, D, E, and F).

Attachments: A. Recommended Award Summary
 B. Public Works' Fiscal Impact Statement
 C. Placer County Fire Department's Fiscal Impact Statement
 D. Placer County Sheriff's Fiscal Impact Statement
 E. Facility Services' Fiscal Impact Statement

cc: Scott Lindgren, Placer County Fire Division Chief-South Operations
 Rui Cunha, Assistant Director of Emergency Services
 Kim Davis, County Executive Office Senior Administrative Services Officer
 Shelley Beninga, County Executive Office Accountant Auditor I
 Valerie Bayne, Facility Services Administrative Services Manager
 Cynthia Taylor, Public Works Senior Administrative Services Officer
 Chuck Gordon, Public Works Manager – Fleet Operations
 Judy LaPorte, Sheriff's Office Administrative Services Manager
 Liz Zmyslowski, Sheriff's Office Senior Accountant Auditor

RECOMMENDED AWARD SUMMARY

RECOMMENDED AWARDS AS THE RESULT OF BID NO. 10242				
DEPARTMENT	BIDDER/VENDOR	BID CATEGORY / LINE ITEM	OEM BRAND	BPO AWARD AMOUNT
DPW / PCFD	Cummins West	Cat. A - #13 and #21; Cat. B - #8 and #12	Allison Transmission and Cummins (Both Eastern and Western Placer County)	\$63,000
DPW	Gold Rush Chevrolet	Cat. A - #1 and #2	Chevrolet Automobile and Chevrolet Truck	\$36,000
DPW / PCFD / PCSO	Magnussen's Auburn Dodge	Cat. A - #4 and #10	Dodge Truck and Jeep	\$28,000
DPW / PCFD	Riverview International	Cat. A - #27 and #34	International and Navistar	\$47,500
RECOMMENDED AWARDS AS THE RESULT OF NEGOTIATED RENEWALS				
DEPARTMENT	BIDDER/VENDOR	RENEWAL RESPONSE	OEM BRAND	BPO AWARD AMOUNT
DPW / PCFD / PCSO	Auburn Ford	Same Pricing and Terms	Ford Automobile and Ford Truck	\$140,000
DPW	Future Ford	Same Pricing and Terms	Ford Automobile and Ford Truck	\$30,000
DPW	Elk Grove Dodge	Same Pricing and Terms	Global Electric Motorcars (GEM)	\$4,000
DPW	Performance Chevrolet	Same Pricing and Terms	GMC Medium Duty Truck	\$4,000
DPW	Auburn Honda	Same Pricing and Terms	Honda	\$3,500
DPW	Auburn Toyota	Same Pricing and Terms	Toyota	\$6,000
DPW	Nixon-Egli Equipment	Same Pricing and Terms	Athey-Mobil Sweeper, Johnston Sweeper, Gradall Industries, and Arrow Master Hydraulic Hammer	\$35,000
DPW	Holt of California	Proposed 15.68% Overall Price Increase	Bitelli Roller and Caterpillar	\$65,000

RECOMMENDED AWARDS AS THE RESULT OF NEGOTIATED RENEWALS (CONTINUED)				
DEPARTMENT	BIDDER/VENDOR	RENEWAL RESPONSE	OEM BRAND	BPO AWARD AMOUNT
DPW	Cashman Equipment Company	Proposed 1.91% Overall Price Increase	Caterpillar	\$30,000
DPW	A-Z Bus Sales	Proposed 3.85% Overall Price Increase	Bluebird Bus, Orion Bus, and John Deere CNG	\$100,000
DPW	CASE Power & Equipment	Same Pricing and Terms	CASE and OshKosh Corporation	\$12,500
DPW	Sacramento Truck Center	Same Pricing and Terms	Condor Truck, Freightliner, and Sterling Truck	\$22,000
DPW	Smith Power Products	Proposed 8.16% Overall Price Increase	Detroit Diesel and Allison Transmission	\$17,000
DPW / PCFD	Valley Power Systems	Same Pricing and Terms	Detroit Diesel, Allison Transmission, and John Deere CNG	\$50,000
DPW / DFS	Owen Equipment Sales	Same Pricing and Terms	Vactor (Federal Signal Corporation) and Elgin Sweeper	\$67,000
DPW	Gillig LLC	Same Pricing and Terms	Gillig Bus	\$8,000
DPW	Snoquip Inc.	Same Pricing and Terms	J.A. Larue and Meyer Snow Removal	\$15,000
DPW	Pape Machinery	Proposed 2.86% Overall Price Increase	John Deere and Gradall Industries	\$45,000
DPW	Motor Coach Industries	Same Pricing and Terms	MCI Bus	\$15,000
DPW	Edward R. Bacon Co.	Same Pricing and Terms	Sweepster (Paladin Brand) and Wisconsin Engine	\$5,000
		TOTAL RECOMMENDED AWARD AMOUNT:		\$848,500

MEMORANDUM

DEPARTMENT OF PUBLIC WORKS

County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: June 18, 2013

SUBJECT: Fiscal Impact Statement

OEM Auto Parts

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1. Approve the award of Bid No. 10242 and the renewals of the other OEM auto parts BPOs in the aggregate amount of \$781,500.00, funded by revenue collected from Fleet rate customers and Fleet direct charge customers with no net county cost, for the period of FY 2012 – 13 and FY 2013 – 14, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Orders.



COUNTY OF PLACER

**OFFICE OF
COUNTY EXECUTIVE**
DAVID BOESCH,
County Executive Officer

BOARD MEMBERS

JACK DURAN District 1	JIM HOLMES District 3
ROBERT M. WEYGANDT District 2	KIRK UHLER District 4
JENNIFER MONTGOMERY District 5	

175 FULWEILER AVENUE / AUBURN, CALIFORNIA 95603
TELEPHONE: 530/889-4030
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www.placer.ca.gov

TO: Honorable Board of Supervisors

FROM: Kim M. Davis, Senior Administrative Services Officer

DATE: June 18, 2013

SUBJECT: **Fiscal Impact Statement**
Various Requisitions for BPOs for OEM Auto Parts for Fire

The requisitions for BPOs for OEM Auto Parts are in the following amounts:

1. RQ056256 (\$25,000) – Auburn Ford
2. RQ056259 (\$15,000) – Cummins West
3. RQ056262 (\$10,000) – Magnussen’s Dodge
4. RQ056265 (\$25,000) – Riverview International
5. RQ056268 (\$25,000) – Valley Power Systems

The department has budgeted correctly for purchases on these BPOs and funding is available in the FY 2012/13 and proposed FY 2013/14 budgets for Fire and Fire CSA Appropriations. This is funded with budgeted Fire revenues in fiscal year 2012-13 and 2013-14 with no net County cost.



PLACER COUNTY
SHERIFF
CORONER-MARSHAL



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AUBURN, CA 95603
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TAHOE SUBSTATION
DRAWER 1710
TAHOE CITY, CA 96145
PH: (530) 581-6300 FAX: (530) 581-6377

EDWARD N. BONNER
SHERIFF-CORONER-MARSHAL

DEVON BELL
UNDERSHERIFF

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors
FROM: Sheriff Edward Bonner
DATE: June 18, 2013
SUBJECT: Fiscal Impact Statement
BPO Renewal for OEM Auto Parts for the period 07-01-13 – 03-31-14

Funds are included in the current FY 2013-14 Sheriff's Office budget for these expenses resulting in Budgeted Net County Costs of \$22,500.

The OEM Auto Parts for our BPOs are used by the Auburn and Tahoe Patrol, Jail and Vehicle Units for installations and repairs. Sheriff's Vehicle Maintenance Unit handles the coordination and management of the build ups for Sheriff's vehicles, including lease vehicles and replacement patrol cars. The amount of this request is based on history and projections of the planned activity factoring in the work that will be done in-house and the work to be completed by other county departments. Based on current usage, we are requesting \$22,500 for these BPOs for FY 13/14.

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors
FROM: Valerie Bayne, Administrative Services Manager
DATE: June 18, 2013
SUBJECT: **Fiscal Impact Statement**
BPO for OEM Parts and Service

The Department of Facility Services requires an annual blanket purchase order for OEM parts and service on an as-needed basis for the Utilities Vector sewer trucks.

The Department has budgeted appropriately for this expense in the Environmental Utilities budget for FY13/14 therefore this request does not have a net County cost.