

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Jim Boggan, Purchasing Manager *JB*
DATE: January 11, 2011
SUBJECT: Approve the Award of Competitive Bid No. 10030 to Future Ford of Roseville for Four Full Size Pickup Trucks in the Total Amount of \$107,339.12

ACTION REQUESTED

Approve the award of competitive Bid No. 10030 to Future Ford of Roseville for four full size pickup trucks in the total amount of \$107,339.12, and authorize the Purchasing Manager to sign the resulting purchase order.

BACKGROUND

Invitation for Bids (IFB) No. 10030 requested bids for five ¾-ton and five 1-ton pickups requested by Fleet Services on behalf of the Department of Public Works Road Maintenance Division. The IFB was distributed via the County's E-Bid system to fifty-nine potential bidders and was also advertised on the County's website. A total of four responsive bids were received. The bids were evaluated on the unit pricing offered for each bid package, upgraded bumper-to-bumper warranty, and compliance with the bid specifications, terms, and conditions. Prompt payment discounts and local vendor preference were also considered. The bid evaluation spreadsheet is submitted as Attachment A.

Future Ford of Roseville's local vendor preference made them the lowest priced responsive bidder for Bid Package 1, five ¾-ton, 4x2 long bed pickup trucks. The County will also purchase optional equipment upgrades offered by Future Ford of Roseville. In light of the current fiscal environment, Public Works reduced the number of vehicles to be purchased from five to four and will not purchase the maximum extended warranty upgrades. This decision saves \$35,984.78.

After reviewing the bids for Bid Package 2, five 1-ton 4x4 long bed pickup trucks, the Purchasing Manager determined that the bid specifications were ambiguous and need to be revised in order to provide a fair and equal opportunity to all bidders. Therefore all four bids for 1-ton pickups were rejected and the requirement will be rebid.

FISCAL IMPACT

Upon your Board's approval, a purchase order will be awarded to Future Ford of Roseville in the total amount of \$107,339.12. The Department of Public Works' Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A. IFB 10030 Evaluation Spreadsheet
B. Department of Public Works' Fiscal Impact Statement

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



BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10030 Addendum 1
Title: Full Size Pickup Trucks
Due Date: 11/29/10

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 1/11/11
- Recommended award

| Name of Firm City/State | | Hansel Ford Lincoln Mercury Santa Rosa, CA | | Albany Ford Subaru, Inc. Albany, CA | | Future Ford of Roseville Roseville, CA | | Winner Chevrolet Colfax, CA | | |
|--|--|---|--|--|--|--|--|--------------------------------|--|---------------------|
| Telephone Fax Number | | 707-543-7430 707-573-9218 | | 510-528-1244 510-524-1655 | | 916-969-0822 916-786-2670 | | 530-346-8313 530-346-8407 | | |
| FOB Delivery Time | | Destination 120 days ARO | | Destination 90 days ARO | | Destination 42-56 days ARO | | Destination 70-84 days ARO | | |
| LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾ | | No Net 30 | | No Net 30 | | Yes \$500.00 discount per vehicle for payment within 20 days | | Yes Net 30 | | |
| PACKAGE 1 - 3/4 TON, 4X2 PICKUP TRUCKS | | | | | | | | | | |
| Item No. | Item Description | Qty | Unit Price | Extension | Unit Price | Extension | Unit Price | Extension | Unit Price | Extension |
| 1.1 | 3/4 Ton, 4x2 Long Bed Pickup Model Offered: | 4 | 21,626.68 | 86,506.72 | 21,616.68 | 86,466.72 | 22,528.00 | 90,112.00 | 24,344.00 | 97,376.00 |
| | | | Ford Super Duty F-250 Regular Cab | | 2011 Ford F-250 Reg. Cab | | Ford F2A | | 2011 Chevy Silverado 2500 | |
| (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 | 86,506.72 | Subtotal | 86,466.72 | Subtotal | 90,112.00 | Subtotal | 97,376.00 |
| | | | 8.25% Sales Tax | 7,136.80 | 8.25% Sales Tax | 7,133.50 | 8.25% Sales Tax | 7,434.24 | 8.25% Sales Tax | 8,033.52 |
| | | | CA Tire Fees | 35.00 | CA Tire Fees | 35.00 | CA Tire Fees | 35.00 | CA Tire Fees | 35.00 |
| | | | Bid Total | 93,678.52 | Bid Total | 93,635.22 | Bid Total | 97,581.24 | Bid Total | 105,444.52 |
| (2) | Invoice Terms of less than 10 days cannot be considered. | | LVP | 0.00 | LVP | 0.00 | LVP ¹ | 4,879.06 | LVP ¹ | 5,000.00 |
| | | | Prompt Pay Disc | 0.00 | Prompt Pay Disc | 0.00 | Prompt Pay Disc | 2,000.00 | Prompt Pay Disc | 0.00 |
| 1.2 | WARRANTY UPGRADE Bumper-to-Bumper 75,000 Mile Warranty | 4 | 1,185.00 | 4,740.00 | 1,135.00 | 4,540.00 | 885.00 | 3,540.00 | 1,538.00 | 6,152.00 |
| | | | Ref. Price | \$98,418.52 | Ref. Price | \$98,175.22 | Ref. Price | \$94,242.18 | Ref. Price | \$106,596.52 |
| | WARRANTY UPGRADE/OPTIONAL EQUIPMENT | | Unit Price | Extension | Unit Price | Extension | Unit Price | Extension | Unit Price | Extension |
| 1.3 | Warranty Cost to Upgrade to Max. Ext. Warranty | 0 | 2,225.00 | 0.00 | 2,905.00 | 0.00 | 1,830.00 | 0.00 | 1,837.00 | 0.00 |
| 1.4 | Cost to Upgrade w/Power Locks, Windows, Mirrors | 4 | 680.00 | 2,720.00 | 756.00 | 3,024.00 | 850.00 | 3,400.00 | 986.00 | 3,944.00 |
| 1.5 | Cost to Upgrade Lightbar to LFL Liberty SX Series | 4 | 1,250.00 | 5,000.00 | 250.00 | 1,000.00 | 200.00 | 800.00 | 750.00 | 3,000.00 |
| 1.6 | Cost to Install Bluetooth System | 4 | 660.00 | 2,640.00 | 325.00 | 1,300.00 | 386.00 | 1,544.00 | 590.00 | 2,360.00 |
| | | | Subtotal | 10,360.00 | Subtotal | 5,324.00 | Subtotal | 5,744.00 | Subtotal | 9,304.00 |
| | | | 8.25% Sales Tax | 854.70 | 8.25% Sales Tax | 439.23 | 8.25% Sales Tax | 473.88 | 8.25% Sales Tax | 767.58 |
| | | | LVP | 0.00 | LVP | 0.00 | LVP ¹ | 120.94 | LVP ¹ | 0.00 |
| | | | Prompt Pay Disc | 0.00 | Prompt Pay Disc | 0.00 | Prompt Pay Disc | 0.00 | Prompt Pay Disc | 0.00 |
| | | | Ref. Price + Warranty Upgrade & Optional Equipment: | \$109,633.22 | Ref. Price + Warranty Upgrade & Optional Equipment: | \$103,938.45 | Ref. Price + Warranty Upgrade & Optional Equipment: | \$100,339.12 | Ref. Price + Warranty Upgrade & Optional Equipment: | \$116,668.10 |
| * - LVP Credit cannot exceed \$5,000.00 in accordance with Purchasing Policy Manual Section 1.2(f) | | | | | | | | | | |
| TOTAL PURCHASE ORDER COST: | | | | \$109,633.22 | | \$103,938.45 | | \$107,339.12 | | \$121,668.10 |
| (Total Purchase Order Cost includes 8.25% Sales Tax, CA Tire Fees, and Selected Upgrades. Local Vendor Preference and Prompt Payment Discounts are not included in the purchase order cost.) | | | | | | | | | | |

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile ESP Extra Care warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible Extra Care warranty. Cost for bluetooth system (SYNC) requires Option 62D Steering Wheel Audio Controls and Option 96V XL Value Package.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/72,000 mile Extra Care warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible Premium Care warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile warranty. Max. Ext. Warranty is 7 year/100,000 mile, \$0 deductible warranty. Bluetooth system includes: bluetooth through radio, steering wheel mounted controls, leather wrapped steering wheel, CD player, and OnStar. No parts list is available - paper manuals are available at \$185.00 each. No CD/DVD is available.

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MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: January 11, 2011

SUBJECT: **Fiscal Impact Statement**
Purchase of Roads Division Fixed Assets- 4x2 Pickup Trucks

Sufficient funding has been budgeted in the amount of \$125,000 in Roads Division Fixed Asset FY2010/11 budget.

