


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

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: December 19, 2006

SUBJECT: Reject the Non-Responsive Bid from Folsom Lake Ford and Award Bid No. 9622 for Sheriff Patrol Sedans to Downtown Ford in the Amount of \$274,680.90

ACTION REQUESTED

Reject the non-responsive bid from Folsom Lake Ford and Award Bid No. 9622 for Sheriff Patrol Sedans to Downtown Ford of Sacramento in the amount of \$274,680.90, and authorize the Purchasing Manager to sign the resulting purchase order.

BACKGROUND

The Procurement Services Division, on behalf of DPW/Fleet Services, solicited bids from 16 vendors and placed the Invitation for Bids on the County website for the County's annual Sheriff patrol sedan requirements. The bid solicitation described a California Highway Patrol Class "E" Ford Crown Victoria as described in the State of California contract. The bid stated that the County intended to purchase 10 vehicles and included a provision to order more vehicles of the same type at time of bid award and up to 90 days after bid submittal. Bids were received from the following 5 dealers: Folsom Lake Ford, Folsom; Hoblit Motors, Woodland; Downtown Ford, Sacramento; Senator Ford, Sacramento; and Fairway Ford, Yorba Linda.

A complete comparison of the bid prices is submitted as Attachment A to this recommendation. The bid evaluation included the following factors: lowest unit price, minimum bumper to bumper warranty cost, local vendor preference, and early payment discount. Although local vendor preference was considered, no Placer County local vendors responded to this solicitation. Attachment A shows that the apparent low bidder is Folsom Lake Ford. However, Folsom Lake Ford did not comply with the bid specifications by offering a power-train warranty instead of the minimum required bumper to bumper warranty. In accordance with the Purchasing Policy Manual, Section 3.14, this is considered a material variance from the specification that gave Folsom Lake Ford a substantial price advantage over the other the responsive bidders, and must be rejected. The next lowest bidder, Downtown Ford, complies with all bid specifications.

RECOMMENDATION

It is recommended that your Board reject Folsom Lake Ford's bid and approve the award of Bid No. 9622 to Downtown Ford in the amount of \$274,680.90. The Department of Public Works has sufficient fixed asset approval for this purchase.

Attachment

Attachment A: Bid Evaluation and Award Recommendation

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

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COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Attachment A

Bid No. 9622
Title: Sheriff Patrol Sedans
Due Date: 10/12/06

Buyer Name: Steven McCredie
Phone: 530-889-4257
Estimated Award Date: 12/19/06

Item	Name of Firm	Folsom Lake Ford	Senator Ford	Downtown Ford	Hobbit Motors	Fairway Ford
1	Crown Vic, CHP Package (4) Tire Tax cost - 4 yr/60,000 mile warranty Max Warranty Upgrade (3) Upgrade Cost	Folsom, CA 916-353-2000-376 916-353-2078 Destination TBD (currently 16 weeks+) No \$500 20 days	Sacramento, CA 916-391-3000-855 916-391-7026 Destination 70 days No Net 30	Sacramento, CA 916-442-6931 916-491-3138 Destination 150 days No \$500 20 days	Woodland, CA 530-666-7931 530-666-7992 Destination 120 days No \$500 20 days	Yorba Linda, CA 714-579-3895 714-579-8618 Destination 60-90 days No Net 30
		Unit Price 22,457.00 Extension 224,570.00 1.75 1,420.00 5 yr/100K mile Drivetrain 1,615.00	Unit Price 23,442.00 Extension 234,420.00 1.75 2,785.00 5 yr/75K miles 5 yr/75K miles is maximum No additional cost	Unit Price 23,384.00 Extension 233,840.00 1.75 2,380.00 5 yr/75K miles 5 yr/75K miles is maximum No additional cost	Unit Price 23,850.00 Extension 238,500.00 1.75 2,750.00 5 yr/75K miles 5 yr/75K miles is maximum No additional cost	Unit Price 24,239.00 Extension 242,390.00 1.75 2,050.00 3 yr/60K miles 5 yr/75K miles 2,785.00
	(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid. (2) Invoice Terms of less than 20 days cannot be considered.	Subtotal 224,570.00 7.25% Tax 16,281.33 Tire Tax 87.50 Warranty 14,200.00 Bid Total 255,138.83	Subtotal 234,420.00 7.25% Tax 16,995.45 Tire Tax 87.50 Warranty 27,850.00 Bid Total 279,352.95	Subtotal 233,840.00 7.25% Tax 16,953.40 Tire Tax 87.50 Warranty 23,800.00 Bid Total 274,680.90	Subtotal 238,500.00 7.25% Tax 17,291.25 Tire Tax 87.50 Warranty 27,500.00 Bid Total 283,378.75	Subtotal 242,390.00 7.25% Tax 17,573.28 Tire Tax 87.50 Warranty 20,500.00 Bid Total 280,550.78
	Exceptions	Skid plates not available Drive train warranty	None	None	Dealer supplied skid plates	Min. warranty insufficient
		Prompt Pay 5,000.00	Prompt Pay 5,000.00	Prompt Pay 5,000.00	Prompt Pay 5,000.00	Prompt Pay 5,000.00
		Ref. Price \$250,138.83	Ref. Price \$279,352.95	Ref. Price \$269,680.90	Ref. Price \$278,378.75	Ref. Price \$280,550.78

(3) The bid calls for a bumper to bumper warranty. Folsom Lake Ford, the apparent low bidder, offered a drive train warranty and is considered non-responsive. The next lowest bidder, **Downtown Ford** is fully compliant with the bid requirements.

The purchase price and Board recommendation amount for 10 vehicles is as follows:

Subtotal for 22 sedans	\$233,840.00
7.25% Sales Tax	\$16,953.40
Tire Tax (\$1.75 per tire, 5 tires per sedan)	\$87.50
5 year/75,000 mile warranty upgrade	23800
Board Recommendation/Purchase Price	\$274,680.90
Prompt Payment Discount (5)	\$5,000.00

(5) \$500 per vehicle may be deducted from the invoice amount if paid within 20 days. This amount traditionally is not included in the Board recommendation.

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