TO: Honorable Board of Supervisors
FROM: Jim Boggan, Purchasing Manager
DATE: August 5, 2008
SUBJECT: Approve the Award of Competitive Bid No. 9833 to Future Ford for Five Gas/Electric Hybrid 4x4 Sport Utility Vehicles in the Amount of $158,337.20

ACTION REQUESTED

Approve the award of competitive Bid No. 9833 to Future Ford of Roseville, CA for five Ford Escape gas/electric hybrid 4x4 sport utility vehicles (SUVs) in the amount of $158,337.20, and authorize the Purchasing Manager to sign the resulting Purchase Order (PO).

BACKGROUND

The Procurement Services Division, on behalf of the Department of Public Works (DPW), Fleet Services, solicited bids for the County’s annual hybrid 4x4 SUV requirements. Sixteen vendors were notified by fax of Invitation for Bid (IFB) No. 9833 which was also posted on the County’s website. The Bid stated that the County intends to purchase five vehicles in accordance with the Bid’s specifications. Responsive Bids were received from three dealers: Albany Ford of Albany, CA, Future Ford of Roseville, CA, and Hansel Ford Lincoln/Mercury of Santa Rosa, CA.

Bid evaluation was based on the lowest vehicle unit price; 6 year/75,000 mile bumper to bumper warranty cost; local vendor’s preference; and early payment discount. Future Ford, the low bidder, was the only registered Placer County local vendor. Based on Future Ford’s complete responsiveness to specifications and favorable pricing, staff recommends approval to award a PO to Future Ford for five Ford Escape Hybrid 4x4 SUVs in the amount of $158,337.20.

FISCAL IMPACT

The PO resulting from this recommendation will total $158,337.20. DPW’s Fiscal Impact Statement is attached.

Attachment: 1. Bid 9833 Evaluation
2. DPW Fiscal Impact Statement

cc: Chuck Gordon, DPW Fleet Services Manager
    Cynthia Taylor, DPW Administration
## Bid Evaluation & Award Recommendation

**Bid No.** 9833  
**Title:** Hybrid 4x4 SUVs  
**Due Date:** 7/17/08

### Buyer Information
- **Buyer Name:** Ben Bramer  
- **Phone:** 530-889-4257  
- **Estimated Award Date:** 8/5/08

(Recommended award is highlighted)

### Names of Firms

<table>
<thead>
<tr>
<th>Name of Firm</th>
<th>City/State</th>
<th>Telephone</th>
<th>Fax Number</th>
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<tbody>
<tr>
<td>Albany Ford</td>
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<td>510-524-1244</td>
<td>510-524-1655</td>
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<td>Future Ford</td>
<td>Roseville/CA</td>
<td>916-677-5270</td>
<td>916-677-5334</td>
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<td>Hansel Ford Lincoln/Mercury</td>
<td>Santa Rosa/CA</td>
<td>707-543-7351</td>
<td>707-581-0176</td>
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### Make/Model

- Ford Escape Hybrid
- Ford Escape Hybrid
- Ford Escape Hybrid

### LVP Certified?

- (1) No
- (2) Yes

### Invoice Terms

- (1) Net 30
- (2) $500 discount/vehicle, 20 days

### FOB

- Delivery Time:
  - Albany Ford: 120-270 days
  - Future Ford: 85-120 days
  - Hansel Ford Lincoln/Mercury: 240 days

### Item Description Table

<table>
<thead>
<tr>
<th>Item No.</th>
<th>Item Description</th>
<th>Qty</th>
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<td>Upgrade Warranty Cost</td>
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<td>5,650.00</td>
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<td>6,125.00</td>
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</table>

### Subtotal

- 147,336.20
- 148,007.00
- 153,450.00

### 7.25% Sales Tax

- 10,272.25
- 10,286.45
- 10,693.75

### Tire Fee

- 43.75
- 43.75
- 43.75

### Bid Total

- 157,652.20
- 158,337.20
- 164,187.50

### LVP

- 0.00
- 0.00
- 0.00

### Prompt Pay Disc

- 0.00
- 2,500.00
- 2,500.00

### Ref. Price

- $157,652.20
- $147,920.34
- $161,687.50

### Notes:

- Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.
- Invoice Terms of less than 10 days cannot be considered.

Placer County Bid No. 9833
MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO:       Honorable Board of Supervisors
FROM:     Ken Grehm, Director
DATE:     July 18, 2008
SUBJECT:  Fiscal Impact Statement
          Purchase of Fixed Assets: RQ048122 – 5 ea. 4x4 Ford Escape Hybrids.

Sufficient funding has been budgeted in the amount of $170,000 in the FY 2008-09 Fleet Services Fixed Asset budget.