

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

TO: Honorable Board of Supervisors  
FROM: Brett Wood, Purchasing Manager *BW*  
DATE: March 25, 2014  
SUBJECT: Local Equipment Rental – River City Rentals and Hertz Equipment Rentals

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**ACTION REQUESTED**

1. Approve the award of countywide blanket purchase orders with Placer Equipment Rental dba River City Rentals of Auburn, CA and Hertz Equipment Rentals of Roseville for local equipment and machinery rentals in the maximum aggregate amount of \$105,000, for the period of April 1, 2014 to March 31, 2015, and authorize the Purchasing Manager to sign the resulting blanket purchase order and to transfer funds between the blanket purchase orders as needed.

**BACKGROUND**

The Department of Public Works Road Maintenance Division and the Department of Facility Services require annual blanket purchase orders (BPOs) for local equipment and machinery rentals on an as-needed basis. On December 11, 2012, your Board approved the renewal of competitive Bid No. 9952. As the result, Countywide BPOs were issued to Hertz Equipment Rentals for equipment rental in the Roseville area and Placer Equipment Rental dba River City Rentals for rental in the Auburn area. The BPOs were issued for the period of January 1, 2013 through March 31, 2014.

The previous award represented the third renewal of Bid No. 9952. Procurement would typically issue new bids to solicit pricing for a new award. However, River City Rentals is the only equipment rental yard in the Auburn area that carries a sufficient inventory that meets the department's requirements. Purchasing Policy Manual (PPM) Section 7.2 allows the County to negotiate BPO for operational services and supplies based on geographic proximity to the County's site of operations. PPM Section 1.3(o) also allows the County to renew a contract based on satisfactory service, to avoid the interruption of County business, and if it makes good business sense.

River City Rentals has agreed to renew at the same pricing and terms which represents discounts of 20-45% from the vendor's standard retail pricing. Procurement recommends accepting the vendors' renewal pricing and terms.

The new BPO with Hertz will be awarded upon the renewal of the U.S. Communities contract which is scheduled to occur on or about April 1, 2014. Purchasing Policy Manual Section 1.3(e)(3) permits contracting with a vendor that was awarded an agreement by another public agency as the result of a competitive process without further competitive bidding by Placer County. The U.S. Communities contract meets this requirement.

Your Board's approval is required to proceed with new one-year BPOs in the maximum aggregate amount of \$105,000 and to authorize the Purchasing Manager to sign the resulting BPOs.

**FISCAL IMPACT**

Upon your Board's approval, BPOs will be awarded to River City Rental and Hertz Equipment Rentals resulting in the maximum aggregate amount of \$105,000, effective for the period of April 1, 2014, through March 31, 2015. Each department is responsible for budgeting properly for its own expenditures from this Countywide BPO.

