

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager

DATE: February 10, 2009

SUBJECT: Approve the Award of Competitive Bid No. 9856, Annual Vehicle Purchases, to Replace Twenty-Seven Existing Vehicles, Consistent with the County Fleet Replacement Schedule, to Albany Ford, Future Ford Roseville, and Theodore Robins Ford in the Total Aggregate Amount of \$719,207.00.

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**ACTION REQUESTED**

Approve the award of Competitive Bid No. 9856, Annual Vehicle Purchases, to replace twenty-seven existing County vehicles, consistent with the County Fleet replacement schedule, to Albany Ford of Albany, CA, Future Ford Roseville of Roseville, CA, and Theodore Robins Ford of Costa Mesa, CA, in the total aggregate amount of \$719,207.00, and authorize the Purchasing Manager to sign the resulting Purchase Orders.

**BACKGROUND**

On behalf of the Department of Public Works (DPW) Fleet Services, the Procurement Services Division solicited bids from seventeen firms and posted Invitation for Bid (IFB) 9856 on the County's website for the County's annual vehicle requirements. The bid described twelve classes of vehicles consisting of pickup trucks, light utility vehicles, mid-size sedans, patrol sedans, and hybrid sedans. Bids were submitted by the following seven firms:

Albany Ford, Albany	Longo Toyota, El Monte
Future Ford Roseville, Roseville	Theodore Robins Ford, Costa Mesa
Hansel Ford Lincoln/Mercury, Santa Rosa	Weaver Auto & Truck Center, Grass Valley
Holder Ford Mercury, Lakeport	

Due to the proposed manufacturer's order cut-off dates for eight vehicles, on December 9, 2008 your Board approved the award of one Ford F150 ½ ton, 4x4, extra cab pickup (Item 4), one mid-size, 4-door Ford Fusion sedan (Item 10), and six hybrid, 4-door Toyota Prius sedans (Item 12), as a result of IFB 9856.

In light of the current fiscal environment, Fleet Services performed a post-bid need assessment of all County vehicles and determined that the department will no longer require two compact, extra cab pickups (Item 1), one full size, ½ ton, 4x4 pickup (Item 3), one full size, ½ ton, 4x4, extra cab pickup (Item 4), and one full size, 1 ton pickup (Item 7). Based on the Fleet Services' recommendations not to award Bid Items 1, 3, 4, and 7, the County will save approximately \$77,638.

Staff recommends completing the award of Bid 9856 to the lowest responsive bidders for the purchase of twenty-seven vehicles: five Ford Ranger compact, 4x4, extra cab pickups to Albany Ford; one Ford F250 ¾ ton, extra cab, 4x4 cab and chassis, one Ford Explorer 4x4 light utility vehicle, and eight Ford Expedition 4x4 light utility vehicles to Future Ford; and two Ford F250 ¾ ton, standard cab, 4x4 pickups and ten Ford Crown Victoria Police Interceptors to Theodore Robins Ford. A summary of the bid award

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recommendations is provided as Attachment A. A complete evaluation summary is submitted as Attachment B. The lowest responsive bidder is shown in bold for each item. Future Ford Roseville was the only registered Placer County local vendor responding to this solicitation. Bid evaluation illustrates that Future Ford is the lowest responsive bidder for 10 total vehicles in the total aggregate amount of \$291,364.55 because of their local vendor preference.

### **FISCAL IMPACT**

Staff recommends that your Board approve the award of Bid No. 9856 as follows:

Bid Item #2 to Albany Ford in the amount of \$95,160.81;

Bid Items #6, 8, and 9 to Future Ford Roseville in the amount of \$291,364.55; and

Bid Items #5 and 11 to Theodore Robins Ford in the amount of \$332,681.64.

The Departments' Fiscal Impact Statement is attached (refer to Attachment C).

Attachments: Attachment A, Award Recommendations  
Attachment B, Bid Evaluation  
Attachment C, Fiscal Impact Statement

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

Award Recommendation  
Placer County Bid No. 9856

Recommended Bidder	Bid Items/Vehicle Description			
<b>Albany Ford</b>	Qty			
Item #2	5	Ford Ranger	Line Item Total	\$95,160.81
			<b>Award Total</b>	<b>\$95,160.81</b>
<b>Future Ford</b>	Qty			
Item #6	1	Ford F250	Line Item Total	\$26,900.69
Item #8	1	Ford Explorer	Line Item Total	\$25,540.12
Item #9	8	Ford Expedition	Line Item Total	\$238,923.74
			<b>Award Total</b>	<b>\$291,364.55</b>
Early Invoice Payment Discount (\$500 per vehicle X 10 vehicles)				\$5,000.00
<b>Theodore Robins Ford</b>	Qty			
Item #5	2	Ford F250	Line Item Total	\$52,607.13
Item #11	10	Ford Crown Vic Police Interceptor	Line Item Total	\$280,074.50
			<b>Award Total</b>	<b>\$332,681.63</b>
Early Invoice Payment Discount (10%/10 days)				\$33,268.16
			<b>Aggregate Bid Award Total</b>	<b>\$719,206.99</b>
			<i>Total Discount</i>	<i>\$38,268.16</i>
			<i>Potential Discounted Amount</i>	<i>\$680,938.83</i>



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9856
Title: Annual Vehicle Purchases
Due Date: 10/22/08

Buyer Name: Ben Bramer
Phone: 530-889-4257
Estimated Award Date: 1/13/08

(Recommended award is highlighted)

Table with columns for Item No., Item Description, Qty, Unit Price, Extension, and sub-columns for various vendors: Albany Ford, Future Ford, Hansel Ford Lincoln/Mercury, Holder Ford Mercury, Longo Toyota, Theodore Robins Ford, Weaver Auto & Truck Center. Rows include vehicle models like Compact 4x4 Extra Cab Pickup, 3/4 Ton 4x4 Standard Cab Pickup, 3/4 Ton Extra Cab 4x4 Cab & Chassis, 4x4 Enclosed Light Utility Vehicle, and Sheriff Patrol Sedan.

Attachment B

# MEMORANDUM

## DEPARTMENT OF PUBLIC WORKS County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: January 22, 2009

SUBJECT: **Fiscal Impact Statement**  
Purchase of Fixed Assets: 2008/2009 Vehicle Purchases

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RQ048417 - 4 ea. Compact 4x4 Extra Cab Pickups (Item 2)  
Sufficient funding has been budgeted in the amount of \$103,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048392 - 1 ea. Extra Cab/Chassis, Animal Control (Item 6)  
Sufficient funding has been budgeted in the amount of \$26,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048459 - 2 ea. ¾ Ton 4x4 Pickup (Item 5)  
Sufficient funding has been budgeted in the amount of \$68,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048457 - 10 ea. Patrol Sedans (Item 11)  
Sufficient funding has been budgeted in the amount of \$325,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048415 - 8 ea. 4x4 Patrol Vehicles (Item 9)  
Sufficient funding has been budgeted in the amount of \$272,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048456 - 1 ea. Midsize 4x4 SUV (Item 8)  
Sufficient funding has been budgeted in the amount of \$34,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

RQ048455 - 1 ea. Compact 4x4 Extra Cab Pickups (Item 2)  
Sufficient funding has been budgeted in the amount of \$34,000 in the FY 2008-09 Fleet Services Fixed Asset budget.

Total vehicle fiscal impact statement

