

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: January 26, 2010

SUBJECT: Approve the Award of Competitive Bid No. 9958, Annual Hybrid Vehicle Purchases, to Future Ford of Roseville and Penske Toyota in the Total Aggregate Amount of \$91,650.81

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**ACTION REQUESTED**

Approve the award of competitive Bid No. 9958, Annual Hybrid Vehicle Purchases, to Future Ford of Roseville of Roseville, CA and Penske Toyota of Downey, CA in the total aggregate amount of \$91,650.81, and authorize the Purchasing Manager to sign the resulting Purchase Orders (POs).

**BACKGROUND**

On behalf of the Department of Public Works (DPW), Fleet Services Division, the Procurement Services Division solicited bids from forty-one firms and posted Invitation for Bid No. 9958 on the County's website for the County's annual hybrid vehicle requirements. The bid described two classes of hybrid vehicles consisting of light utility vehicles and a mid-size sedan. The requested vehicles will replace three existing gasoline powered vehicles, in accordance with the County's Fleet replacement schedule. Bids were submitted by the following ten firms:

Albany Ford, Albany	Longo Toyota, El Monte
Future Ford Roseville, Roseville	Penske Toyota, Downey
Gosch Toyota Scion, Hemet	Roseville Toyota, Roseville
Hansel Ford Lincoln Mercury, Santa Rosa	San Francisco Ford Lincoln Mercury, So. San Francisco
Jack Gosch Ford, Hemet	Theodore Robins Ford, Costa Mesa

The lowest responsive bidder for Bid Line Item 1, one Toyota Prius four-door hybrid sedan and related warranty upgrade, is Penske Toyota. The lowest responsive bidder for Bid Line Item 2, two Ford Escape four-wheel-drive hybrid sport utility vehicles and related warranty upgrades, is Future Ford of Roseville. A complete evaluation summary is submitted as Attachment A. The lowest responsive bidder is highlighted for each item. Prompt payment discounts and Local Vendor Preference (LVP) were considered during the award evaluation. LVP determined the award of Bid Line Item 2 to Future Ford of Roseville.

**FISCAL IMPACT**

Your approval is recommended to award Bid No. 9958, Bid Line Item #1, to Penske Toyota in the amount of \$24,585.35 and Bid Line Item #2 to Future Ford of Roseville in the amount of \$67,065.46. DPW's Fiscal Impact Statement is attached (Attachment B).

Attachments

- A. Bid Evaluation
- B. Fiscal Impact Statement

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



COUNTY OF PLACER, AUBURN, CA

**BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 9958  
**Title:** Annual Hybrid Vehicle Purchases  
**Due Date:** 12/23/09

**Buyer Name:** Ben Bramer  
**Phone:** 530-889-4257  
**Estimated Award Date:** 1/26/10  
*(Recommended award is highlighted)*

		Name of Firm City/State		Albany Ford Albany/CA		Future Ford Roseville/CA		Gosch Toyota Scion Hemet/CA		Hansel Ford Lincoln/Mercury Santa Rosa/CA		Jack Gosch Ford Hemet/CA	
		Telephone		510-528-1244		916-677-5270		949-200-7782		707-543-7430		949-200-7782	
		Fax Number		510-524-1655		916-677-5334		949-209-8947		707-573-9218		949-209-8947	
		LVP Certified? <sup>(1)</sup>		No		Yes		No		No		No	
		Invoice Terms <sup>(2)</sup>		Net 30		\$500 discount/vehicle, 20 days		10%/10 days, Net 30		Net 30		10%/10 days, Net 30	
Item No	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	
1	<b>Toyota Prius Hybrid, 4-Door Sedan, 2010MY</b>												
	Vehicle	1		0.00	26,193.00	26,193.00	23,302.22	23,302.22	22,251.00	22,251.00		0.00	
	8.25% Sales Tax			0.00		2,160.92		1,922.43		1,835.71		0.00	
	Upgrade Warranty Cost	1		0.00	1,145.00	1,145.00	1,800.00	1,800.00	858.00	858.00		0.00	
	CA Tire Fee	1		0.00	8.75	8.75	8.75	8.75	8.75	8.75		0.00	
	Subtotal			0.00		29,507.67		27,033.40		24,953.46		0.00	
	LVP			0.00		1,475.38		0.00		0.00		0.00	
	Prompt Pay Disc	1		0.00	500.00	500.00		2,703.34		0.00		0.00	
	Total			0.00		27,532.29		24,330.06		24,953.46		0.00	
2	<b>Ford Escape Hybrid, 4x4 SUV, 2010MY</b>												
	Vehicle	2	28,983.92	57,967.84	29,818.92	59,637.84		0.00	29,154.00	58,308.00	32,125.47	64,250.94	
	8.25% Sales Tax			4,782.35		4,920.12		0.00		4,810.41		5,300.70	
	Upgrade Warranty Cost	2	1,095.00	2,190.00	1,245.00	2,490.00		0.00	1,145.00	2,290.00	1,439.00	2,878.00	
	CA Tire Fee	2	8.75	17.50	8.75	17.50		0.00	8.75	17.50	8.75	17.50	
	Subtotal			64,957.69		67,065.46		0.00		65,425.91		72,447.14	
	LVP			0.00		3,353.27		0.00		0.00		0.00	
	Prompt Pay Disc	2		0.00	500.00	1,000.00		0.00		0.00		7,244.71	
	Total			64,957.69		62,712.19		0.00		65,425.91		65,202.43	

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COUNTY OF PLACER, AUBURN, CA

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**Buyer Name:** Ben Bramer  
**Phone:** 530-889-4257  
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		Name of Firm City/State	Longo Toyota El Monte/CA Jane Garzona 626-580-6078 626-580-6045 No Net 30		Penske Toyota Downey/CA Roy Durham 800-245-4541 626-384-3472 No 5%/15 days		Roseville Toyota Roseville/CA Robin Brian Bechthold 916-782-2163 916-969-8865 Yes Net 30		San Francisco Ford Lincoln South San Francisco/CA Frank Ginotti 415-575-4113 415-255-1962 No Net 15		Theodore Robins Ford Costa Mesa/CA Scott Pearson 949-488-0338 949-515-1325 No 10%/10 days, Net 30	
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	<b>Toyota Prius Hybrid, 4-Door Sedan, 2010MY</b>											
	Vehicle	1	21,995.00	21,995.00	22,080.00	22,080.00	22,656.00	22,656.00		0.00		0.00
	8.25% Sales Tax			1,814.59		1,821.60		1,869.12		0.00		0.00
	Upgrade Warranty Cost	1	1,495.00	1,495.00	675.00	675.00	2,125.00	2,125.00		0.00		0.00
	CA Tire Fee	1	8.75	8.75	8.75	8.75	8.75	8.75		0.00		0.00
	Subtotal			25,313.34		24,585.35		26,658.87		0.00		0.00
	LVP			0.00		0.00		1,332.94		0.00		0.00
	Prompt Pay Disc	1		0.00		1,229.27		0.00		0.00		0.00
	Total			25,313.34		23,366.08		25,325.93		0.00		0.00
2	<b>Ford Escape Hybrid, 4x4 SUV, 2010MY</b>											
	Vehicle	2		0.00		0.00		0.00	29,350.00	58,700.00	32,136.58	64,273.16
	8.25% Sales Tax			0.00		0.00		0.00		4,842.75		5,302.54
	Upgrade Warranty Cost	2		0.00		0.00		0.00	1,545.00	3,090.00	1,295.00	2,590.00
	CA Tire Fee	2		0.00		0.00		0.00	8.75	17.50	8.75	17.50
	Subtotal			0.00		0.00		0.00		66,650.25		72,183.20
	LVP			0.00		0.00		0.00		0.00		0.00
	Prompt Pay Disc	2		0.00		0.00		0.00		0.00		7,218.32
	Total			0.00		0.00		0.00		66,650.25		64,964.88

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# MEMORANDUM

DEPARTMENT OF PUBLIC WORKS  
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: January 7, 2010

SUBJECT: **Fiscal Impact Statement**  
Purchase of Fixed Assets: RQ050496 – 2 ea. Ford Escape Hybrids 4x4  
RQ050497 - 1 ea. Toyota Prius Hybrid Sedan

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Funding has been budgeted for the Escape Hybrids in the amount of \$65,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Funding has been budgeted for the Toyota Prius in the amount of \$20,000 in the FY 2009-10 Fleet Services Fixed Asset budget.

Additional funds, if needed for the purchase of these fixed assets will be taken from the Hybrid SUV's MFAL line item as we are only purchasing 2 of the 9 budgeted.