

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager
DATE: December 9, 2014
SUBJECT: Annual Vehicle Purchases – Future Ford Lincoln, Albany Ford Subaru, and Winner Chevrolet

ACTION REQUESTED

1. Approve the award of competitive Bid No. 10394 to Future Ford Lincoln of Roseville, CA, Albany Ford Subaru of Albany, CA, and Winner Chevrolet of Elk Grove, CA, for the purchase of various types of vehicles in the maximum aggregate amount of \$1,057,989, funded by revenue collected from replacement funds with no net County cost;
2. Authorize the Purchasing Manager to sign the resulting purchase orders and related documents; and
3. Authorize the Purchasing Manager to sign purchase orders and related documents for requests to purchase additional vehicles of the same type as listed in Bid No. 10394 within Fiscal Year 2014-15 contingent upon the requests being appropriately budgeted and included on the Fiscal Year 2014-15 Master Fixed Asset List.

BACKGROUND

The Department of Public Works (DPW) Fleet Services Division submitted requests to purchase various types of vehicles. The Procurement Services Division developed Bid No. 10394 to solicit competitive bids for the vehicles requested by DPW. The bid requested pricing for various types of vehicles consisting of mid and full size, two- and four-wheel drive pickup trucks, cab-and-chassis trucks, mini and full size cargo vans, compact and mid-size sport utility vehicles (SUV), mid-size sedans, and hybrid sedans. The bid was distributed via the County's e-Procurement system to 71 potential bidders and was also posted on the County's website. Twenty-nine bidders viewed the bid and a total of 5 responsive bids were received.

The bids were evaluated on the unit pricing offered for each bid package, electronic filing charge to register and title each vehicle with the State of California, and compliance with the bid specifications, terms, and conditions. The bid evaluation illustrates that Future Ford Lincoln is the lowest responsive bidder for Bid Package 1 – four each 1 Ton 4x4 Long Bed Trucks, Bid Package 2 – two each 3/4 Ton 4x4 Long Bed Pickup Trucks, Bid Package 3 – two each 3/4 Ton 4x4 Cab and Chassis Trucks, Bid Package 5 – three each 3/4 Ton 4x2 Long Bed Pickup Trucks, Bid Package 6 – one each 3/4 Ton 4x2 Long Bed Pickup Truck, Bid Package 9 – three each Enclosed Four Door 4x4 Mid-Size SUV, Bid Package 10 – four each Mid-Size Five Passenger Sedans, Bid Package 12 – one each Mini Cargo Van, Bid Package 13 – two each Compact 4x4 SUV, and Bid Package 15 – one each 8 Passenger Full Size Van. Winner Chevrolet is the lowest responsive bidder for Bid Package 4 – four each 1/2 Ton 4x4 Extra Cab Pickup Trucks, Bid Package 7 – one each 1/2 Ton 4x2 Extra Cab Pickup Truck, Bid Package 8 – four each 1/2 Ton 4x2 Extra Cab Pickup Trucks, and Bid Package 14 – two each 3/4 Ton Cargo Vans. Albany Ford Subaru is the lowest responsive bidder for Bid Package 11 – four each Gasoline/Electric 4-Door Hybrid Sedans.

An evaluation summary is provided as Attachment A. Prompt payment discounts and local vendor preference were considered during the award evaluation and did affect the outcome of the bid results for some of the bid packages. The bid results show that Future Ford Lincoln is the lowest responsive bidder for 23 total vehicles in the total aggregate amount of \$670,952. Winner Chevrolet is the lowest responsive

bidder for 11 total vehicles in the total aggregate amount of \$288,608, and Albany Ford Subaru is the lowest responsive bidder for 4 total vehicles in the total aggregate amount of \$98,429.

Occasionally the County finds the need to replace one or more vehicles during the fiscal year after this consolidated bid has been awarded. Procurement Services recommends authorizing the Purchasing Manager to sign purchase orders for such occasions provided the requests are appropriately budgeted and have been previously approved by your Board to be added to the Fiscal Year 2014-15 Master Fixed Asset List. This action will allow Procurement to more efficiently accommodate these types of requests and may avoid the possibility of missing a manufacturer order cut-off date.

Therefore, your Boards approval is required to proceed with purchase orders for these vehicles in the maximum aggregate amount of \$1,057,989 and authorize the Purchasing Manager to sign the resulting Purchase Orders and related documents.

FISCAL IMPACT

Upon your Board's approval, purchase orders will be awarded as follows (all amounts include sales tax and tire fees):

- Future Ford Lincoln in the total amount of \$670,952;
- Albany Ford Subaru in the total amount of \$98,429; and
- Winner Chevrolet in the total amount of \$288,608

Attachment: Bid No. 10394 Evaluation Summary

cc: Cynthia Taylor, Senior Administrative Services Officer - Public Works
Chuck Gordon, Fleet Operations Manager - Public Works

BID NO. 10394 - MULTI-VEHICLE PURCHASES

BID EVALUATION SUMMARY

(Ref. Price includes Extended Warranties, 7.50% Sales Tax, CA Tire Fees, Electronic Filing Charge for CA DMV Registration/Title, Local Vendor Preference and Prompt Payment Discounts. Optional Maximum Extended Warranty Upgrades are not included.) The term "LVP" identifies those bid packages where Local Vendor Preference affected the outcome for those packages.

BID PACKAGE 1 - FULL SIZE 1 TON 4X4 SRW LONG BED PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 134,517.63
	Albany Ford Subaru	No Bid
	John L. Sullivan Chevrolet	No Bid
	Roseville Toyota	No Bid
	Winner Chevrolet	Non-Responsive

BID PACKAGE 2 - 3/4 TON 4X4 SRW LONG BED PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 57,496.44
2	Albany Ford Subaru	\$ 58,105.23
3	Winner Chevrolet	\$ 58,605.38
4	John L. Sullivan Chevrolet	\$ 62,126.40
	Roseville Toyota	No Bid

BID PACKAGE 3 - 3/4 TON 4X4 SRW EXTRA CAB AND CHASSIS TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 59,305.99
2	Albany Ford Subaru	\$ 59,458.68
3	Winner Chevrolet	\$ 60,443.63
4	John L. Sullivan Chevrolet	\$ 65,033.20
	Roseville Toyota	No Bid

BID PACKAGE 4 - 1/2 TON 4X4 SRW EXTRA CAB PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Winner Chevrolet	\$ 106,835.00
2	Future Ford Lincoln	\$ 112,799.65
3	Albany Ford Subaru	\$ 114,436.10
4	John L. Sullivan Chevrolet	\$ 115,562.50
	Roseville Toyota	No Bid

BID PACKAGE 5 - 3/4 TON 4X2 SRW LONG BED PICKUP TRUCK WITH LIGHT BAR

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 85,229.53
2	Winner Chevrolet	\$ 88,904.49
3	Albany Ford Subaru	No Bid
4	John L. Sullivan Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 6 - 3/4 TON 4X2 SRW LONG BED PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 25,064.66
2	Albany Ford Subaru	\$ 25,174.51
3	Winner Chevrolet	\$ 27,188.94
4	John L. Sullivan Chevrolet	\$ 28,065.50
	Roseville Toyota	No Bid

BID PACKAGE 7 - 1/2 TON 4X2 SRW EXTRA CAB PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Winner Chevrolet	\$ 23,155.00
2	Future Ford Lincoln	\$ 24,258.28
3	Albany Ford Subaru	\$ 24,902.30
	John L. Sullivan Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 8 - 1/2 TON 4X2 SRW EXTRA CAB PICKUP TRUCK

Rank	Vendor Name/Location	Ref. Price
1	Winner Chevrolet	\$ 92,620.00
2	Future Ford Lincoln	\$ 94,545.44
3	Albany Ford Subaru	\$ 97,037.80
4	John L. Sullivan Chevrolet	\$ 100,690.70
	Roseville Toyota	No Bid

BID PACKAGE 9 - 4-DOOR 4X4 OR ALL-WHEEL-DRIVE MIDSIZE SUV

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 88,458.47
2	Albany Ford Subaru	\$ 89,344.67
	Winner Chevrolet	No Bid
	John L. Sullivan Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 10 - MIDSIZE FIVE PASSENGER SEDAN

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 79,153.58
2	Albany Ford Subaru	\$ 80,742.85
3	John L. Sullivan Chevrolet	\$ 86,926.40
4	Roseville Toyota	\$ 99,685.60
	Winner Chevrolet	No Bid

BID PACKAGE 11 - GASOLINE/ELECTRIC 4-DOOR HYBRID SEDAN

Rank	Vendor Name/Location	Ref. Price
1	Albany Ford Subaru	\$ 98,428.85
2	Future Ford Lincoln	\$ 105,712.62
3	Roseville Toyota	\$ 108,386.80
	John L. Sullivan Chevrolet	No Bid
	Winner Chevrolet	No Bid

BID PACKAGE 12 - MINI CARGO VAN

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 23,746.36
2	Albany Ford Subaru	\$ 24,871.71
	John L. Sullivan Chevrolet	No Bid
	Winner Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 13 - COMPACT 4X4 SUV

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 47,625.72
2	Albany Ford Subaru	\$ 51,637.52
	John L. Sullivan Chevrolet	No Bid
	Winner Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 14 - 3/4 TON CARGO VAN

Rank	Vendor Name/Location	Ref. Price
1	Winner Chevrolet	\$ 46,758.88
2	Future Ford Lincoln	\$ 50,928.63
3	Albany Ford Subaru	\$ 53,133.05
	John L. Sullivan Chevrolet	No Bid
	Roseville Toyota	No Bid

BID PACKAGE 15 - 8 PASSENGER FULL SIZE VAN

Rank	Vendor Name/Location	Ref. Price
1	Future Ford Lincoln	\$ 27,381.47
2	Albany Ford Subaru	\$ 27,567.35
	John L. Sullivan Chevrolet	No Bid
	Winner Chevrolet	No Bid
	Roseville Toyota	No Bid

