

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
FROM: ALAN ALTON, ACTING CHIEF FINANCIAL OFFICER
FINANCE DEPARTMENT
ZAC BRAND, FLEET SUPERINTENDENT, TRANSPORTATION &
PUBLIC WORKS DEPARTMENT
BRANDALYN TRAMEL, PURCHASING AGENT, FINANCE
DEPARTMENT
SUBJECT: BID AWARD SOLE MANUFACTURER PURCHASE ORDERS
FOR 2018 FORD POLICE INTERCEPTOR SUVs

AGENDA ACTION: RESOLUTION

RECOMMENDATION

It is recommended by the Finance, Transportation and Public Works (TPW), and Police Departments, that the Council, by resolution, approve sole manufacturer bid awards and issuance of purchase orders for fourteen (14) 2018 Ford Police Interceptor SUVs to Hansel Ford, Santa Rosa, CA, in the total amount not to exceed \$483,812.25, and sixteen (16) 2018 Ford Police Interceptor SUVs to Towne Ford Sales, Redwood City, CA in the amount of \$542,656.70.

EXECUTIVE SUMMARY

The Transportation and Public Works and Police Departments are requesting a sole manufacturer purchase for thirty (30) Ford Police Interceptor SUVs under the Transportation and Public Works Fleet Vehicle replacement fund.

BACKGROUND

Under the City's guidelines for replacement of fleet vehicles, the Transportation and Public Works Department Fleet Maintenance Division selects a vehicle for replacement when it has reached the end of its cost-effective life cycle. These vehicles have met the replacement criteria using a point system, which is an industry standard, to predict when best to sell a vehicle. Repair costs, age, and mileage are considered in the point calculation performed by our Faster Fleet software system.

The City's current fleet of police vehicles consists mainly of Ford Interceptor sedans and Ford Interceptor SUVs. Purchasing the same manufacturer model of police sedan

maintains fleet uniformity, provides operational efficiencies by eliminating the need to keep inventories of spare parts and specialized policed vehicle equipment for multiple models, and simplifies maintenance and technician training.

The Police Department has studied various sedan and SUV patrol vehicles, especially as the Crown Victoria models are no longer produced. They found that the newer sedans are smaller in size; the driver seating area was uncomfortable for officers while wearing all of their safety equipment; there was limited visibility to rear and side windows; the weight capacity and access to storage areas was not suitable; and they did not provide the ground clearance that has been proven beneficial for patrol cars. Based on this research, the Police Department has begun replacing sedans with Interceptor SUVs.

IFB 18-18 for a quantity of 14 vehicles to replace the vehicles identified below:

- 05170, Year 2011 – 42,139 miles, Patrol Vehicle
- 05334, Year 2013 – 94,127 miles, Patrol Vehicle
- 05347, Year 2013 – 97,811 miles, Patrol Vehicle
- 05376, Year 2013 – 98,254 miles, Patrol Vehicle
- 05389, Year 2013 – 105,271 miles, Patrol Vehicle
- 05486, Year 2014 – 98,523 miles, Patrol Vehicle
- 05490, Year 2014 – 111,980 miles, Patrol Vehicle
- 05830, Year 2008 – 78,482 miles, Patrol Vehicle
- 05173, Year 2011 – 78,326 miles, Patrol Vehicle
- 05183, Year 2011 – 104,556 miles, Patrol Vehicle
- 05539, Year 2005 – Wrecked, no longer in service
- 05784, Year 2007 – Vandalized, no longer in service
- Two new spare units, back up units.

IFB 18-37 for a quantity of 16 vehicles to replace the vehicles identified below:

- 05067, Year 2010 – 46,945 miles, Patrol Vehicle
- 05146, Year 2000 – 59,122 miles, Patrol Vehicle
- 05159, Year 2011 – 90,018 miles, Patrol Vehicle
- 05160, Year 2011 – 71,472 miles, Patrol Vehicle
- 05165, Year 2011 – 56,395 miles, Patrol Vehicle
- 05172, Year 2011 – 97,886 miles, Patrol Vehicle
- 05179, Year 2011 – 101,950 miles, Patrol Vehicle
- 05343, Year 2013 – 48,868 miles, Patrol Vehicle
- 05374, Year 2013 – 79,661 miles, Patrol Vehicle
- 05441, Year 2014 – 81,005 miles, Patrol Vehicle
- 05464, Year 2014 – 90,527 miles, Patrol Vehicle
- 05468, Year 2014 – 85,015 miles, Patrol Vehicle
- 05481, Year 2014 – 90,328 miles, Patrol Vehicle
- 05482, Year 2014 – 84,873 miles, Patrol Vehicle

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- 05550, Year 2015 – 91,800 miles, Patrol Vehicle
- 05935, Year 2009 – 69,906 miles, Patrol Vehicle

PRIOR CITY COUNCIL REVIEW

Not Applicable

ANALYSIS

On February 7, 2018, IFB 18-18 for the purchase of 14 units was opened by Purchasing. Of the 149 vendors notified, three responses were received and were considered responsive and responsible to the bid requirements. A tabulation of the responsive and responsible bids received is listed below:

Vendor	Bid Amount
Hansel Ford Santa Rosa, CA	\$483,812.25 1% Local Preference Applied \$479,359.41
Ron Duprat Ford Dixon, CA	\$480,060.55
Price Ford Turlock Turlock, CA	\$488,283.55

After the close of IFB 18-18, the City TPW Fleet Superintendent identified an additional 16 units for replacement. Per the General Provisions of IFB 18-18, the City has the option to increase the quantity of ordered units. Typically, this option is exercised to add one or two units. With a value exceeding \$500,000 for the additional request, it was determined in the best interest of the City to submit a new Invitation for Bid to ensure bid visibility and maximize cost economy.

On February 15, 2018, IFB 18-37 for the purchase of 16 units was opened by Purchasing. Of the 149 vendors notified, four responses were received and were considered responsive and responsible to the bid requirements. A tabulation of the responsive and responsible bids received is listed below:

Vendor	Bid Amount
Towne Ford Redwood City, CA	\$542,656.70
Hansel Ford Santa Rosa, CA	\$552,928.28 1% Local Preference Applied \$547,928.28
Fritts Ford Riverside, CA	\$550,562.51
Price Ford Turlock Turlock, CA	\$594,376.28

Staff requests consideration for a sole manufacturer award of the 2018 Ford Police Interceptor SUV as the only manufacturer that meets the specification criteria required for use by the Santa Rosa Police Department. Hansel Ford, Santa Rosa, CA, and Towne Ford, Redwood City, CA have been deemed the lowest responsive, responsible bidders for IFB 18-18 and IFB 18-37.

FISCAL IMPACT

Funds for this purchase are funded in Fiscal Year 2017-18 Transportation and Public Works Fleet Vehicle Replacement approved budget, as approved by Council.

ENVIRONMENTAL IMPACT

This action is exempt from the California Environmental Quality Act (CEQA) because it is not a project which has a potential for resulting in either a direct physical change in the environment, or a reasonably foreseeable indirect physical change in the environment, pursuant to CEQA Guideline section 15378.

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable

NOTIFICATION

Not applicable

ATTACHMENTS

- Resolution

CONTACT

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