

CITY OF SANTA ROSA  
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL  
FROM: DEBORAH LAUCHNER, CHIEF FINANCIAL OFFICER  
FINANCE DEPARTMENT  
JON MERIAN, FLEET SUPERINTENDENT, PUBLIC WORKS  
JENNIFER MYLES, SENIOR BUYER, FINANCE DEPARTMENT  
SUBJECT: SOLE MANUFACTURE AWARD FOR 2016 FORD POLICE  
INTERCEPTOR UTILITY SUVs

AGENDA ACTION: MOTION APPROVAL

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RECOMMENDATION

It is recommended by the Finance, Public Works and Police Departments, that the Council, by motion, approve sole manufacture award and issuance of a purchase order for twelve (12) 2016 Ford Police Interceptor Utility SUVs to Hansel Ford, Santa Rosa, California, in the total amount not to exceed \$370,124.70.

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EXECUTIVE SUMMARY

The Public Works and Police Departments are requesting a sole manufacture purchase for twelve (12) Ford Police Interceptor Utility SUV vehicles.

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 manufacture 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 also simplifies maintenance and technician training. The Chevrolet Caprice and Dodge Charger were previously purchased to provide a comparison on performance needs and operational costs against the Ford models. The results of the evaluation concluded that the vehicles were smaller in size, driver seating area were

uncomfortable, limited visibility to rear and side windows, and the weight capacity and access to storage areas was not suitable.

This purchase will replace the following City vehicles below:

- 04021, Year 2000 – 94,232 miles, Patrol Vehicle
- 03201, Year 2002 – 72,702 miles, Patrol Vehicle
- 03202, Year 2002 – 65,466 miles, Patrol Vehicle
- 04113, Year 2001 – 61,300 miles, Patrol Vehicle
- 04307, Year 2003 – 59,992 miles, Patrol Vehicle
- 04308, Year 2003 – 81,835 miles, Patrol Vehicle
- 04508, Year 2005 – 83,692 miles, Patrol Vehicle
- 04509, Year 2005 – 60,816 miles, Patrol Vehicle
- 04510, Year 2005 – 78,397 miles, Patrol Vehicle
- 04017, Year 2000 – 97,537 miles, Patrol Vehicle
- 05553, Year 2005 – 36,053 miles, Patrol Vehicle
- 04022, Year 2000 – 75,357 miles, Patrol Vehicle

#### PRIOR CITY COUNCIL REVIEW

Not Applicable

#### ANALYSIS

Of the eighty-four vendors notified of this solicitation, three responses were received, and all were considered responsive and responsible to the bid requirements. A tabulation of the responsive and responsible bids received is listed below:

<b>Vendor</b>	<b>Bid Amount</b>
Hansel Ford Santa Rosa, CA	\$370,124.70 1% Local Pref \$336,134.70
Towne Ford Sales Redwood City, CA	\$369,420
Wondries Fleet Group Alhambra, CA	\$377,941.65

Staff requests consideration for sole manufacture award of the 2016 Ford Police Interceptor Utility SUV as the only manufacturer that meets the specification criteria required for use by the Police Department.

#### FISCAL IMPACT

Funds for this purchase are funded in Fiscal Year 2015-16 Transportation and Public Works Vehicle Replacement approved budget.

ENVIRONMENTAL IMPACT

Not Applicable

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable

NOTIFICATION

Not applicable

ATTACHMENTS

No attachments

CONTACT

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Jennifer Myles, Senior buyer – Finance, ext. 3709