

CITY OF SANTA ROSA  
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL  
FROM: ZAC BRAND, FLEET SUPERINTENDENT, TRANSPORTATION  
AND PUBLIC WORKS DEPARTMENT  
CHUCK MCBRIDE, CHIEF FINANCIAL OFFICER  
FINANCE DEPARTMENT  
BRANDALYN TRAMEL, PURCHASING AGENT, FINANCE  
DEPARTMENT  
SUBJECT: BID AWARD SOLE MANUFACTURER PURCHASE ORDER FOR  
2020 FORD POLICE INTERCEPTOR SUVs

AGENDA ACTION: RESOLUTION

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RECOMMENDATION

It is recommended by the Transportation and Public Works, Police and Finance Departments, that the Council, by resolution, approve a sole manufacturer bid award and purchase order for the purchase of twenty-three (23) 2020 Ford Police Interceptor SUVs to Hansel Ford, Inc., Santa Rosa, California, in an amount not to exceed \$957,257.22.

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EXECUTIVE SUMMARY

The Transportation and Public Works (TPW) and Police Departments are requesting approval of a sole manufacture purchase order for twenty-three (23) 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 vehicles maintains fleet uniformity, provides operational efficiencies by eliminating the need to

## AWARD 2020 FORD POLICE INTERCEPTOR SUVS

PAGE 2 OF 3

keep inventories of spare parts and specialized police 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 safety equipment, visibility to rear and side windows was limited, the weight capacity and access to storage areas were not suitable, and they did not provide the ground clearance that has been proven beneficial for patrol cars. Based on this research and no changes in the marketplace, the Police Department continues to replace sedans with Ford Interceptor SUVs.

Ten (10) of the Interceptors replacement vehicles (05051, 5169, 5355, 5358, 5433, 5536, 5557, 5575 and 5577) are standard Ford Interceptor SUVs. Eleven (11) replacement vehicles (05591, 5790, 5966, 5173, 5542, and five (5) unassigned spares) are Flex Fuel Interceptor SUVs. Two (2) replacement vehicles (05187 and 5378) are Interceptor K9 Units.

### PRIOR CITY COUNCIL REVIEW

Not Applicable

### ANALYSIS

On April 5, 2019, IFB 19-21 for 2020 Ford Interceptor SUVs was opened by Purchasing. Of the one hundred fifty-six (156) vendors notified, two (2) 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:

<b>Vendor</b>	<b>Bid Amount</b>
Hansel Ford, Inc. Santa Rosa, CA	\$957,257.22 Local Preference Applied
Towne Motor Inc Redwood City, CA	\$970,890.94

Staff requests consideration for a sole manufacturer award of the 2020 Ford Police Interceptor SUV as the only manufacturer that meets the criteria required for use by the Santa Rosa Police Department. Hansel Ford, Inc., Santa Rosa, CA has been deemed the lowest responsive, responsible bidder for IFB 19-21.

### FISCAL IMPACT

Funds for this purchase are funded in Fiscal Year 2018-19 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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