



# AWARD-SOLE MANUFACTURE PURCHASE ORDERS 2018 FORD POLICE INTERCEPTOR SUV'S

City Council Meeting  
March 20, 2018

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# CURRENT

- Police vehicles are included in the Fleet Vehicle Replacement Fund.
- Repair costs, age, and mileage are considered when determining the appropriate time to replace.
- The Transportation and Public Works and Police Departments are requesting a sole manufacture purchase for thirty (30) Ford Police Interceptor SUV vehicles.

# PROPOSED

- On February 15, 2018, IFB 18-18 for the purchase of 14 police vehicles was opened by Purchasing.
- Of the 149 vendors notified, four responses were received and were considered responsive.
- A tabulation of the responsive and responsible bids received is listed below:

# PROPOSED (Continued)

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

# PROPOSED (Continued)

- After the close of IFB 18-18, additional units were identified for replacement.
- While the City has the option to increase the quantity of ordered units, given the value of 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.

# PROPOSED (Continued)

- On February 15, 2018, IFB 18-37 for the purchase of 16 police vehicles was opened by Purchasing.
- Of the one hundred and forty-nine vendors notified, four responses were received and were considered responsive.
- A tabulation of the responsive and responsible bids received is listed below:

# PROPOSED (Continued)

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

# BENEFIT

- The City's current fleet of patrol vehicles consist mainly of Ford Interceptor sedans and SUVs.
- The Crown Victoria sedan is no longer being produced, so the Police Department studied different models and determined them insufficient for use.
- Newer model sedans are smaller and do not make operational sense for a patrol vehicle.



# BENEFIT (Continued)

- The SUVs are larger in size, the seating area is more comfortable for a fully outfitted patrol officer, provide better visibility through the windows, and a larger, more suitable storage capacity for equipment.
- For these reasons, Police staff have determined that the Ford SUVs make better operational sense for replacement vehicles.

# RECOMMENDATION

- It is recommended by the Finance, Transportation & 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.

QUESTIONS?