



AWARD-SOLE MANUFACTURER PURCHASE ORDERS 2020 FORD POLICE INTERCEPTOR SUV

City Council Meeting
May 7, 2019

Chuck McBride
Chief Financial Officer, Finance Department

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 submitted a request to bid a sole manufacturer to purchase twenty-three (23) Ford Police Interceptor SUV vehicles.

PROPOSED

- On April 5, 2019, IFB 19-21 for the purchase of twenty-three (23) police vehicles was opened by Purchasing.
- Of the 156 vendors notified, two responses were received and were considered responsive.
- The bid from Hansel Ford Auto Group, Santa Rosa, CA was considered the lowest responsive, responsible bid.

PROPOSED (Continued)

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

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 Transportation and Public Works, Police and Finance Departments, that the Council, by resolution, approve sole manufacturer bid award and issuance of purchase order the purchase of twenty-three (23) 2020 Ford Police Interceptor SUVs to Hansel Ford Auto Group, Santa Rosa, California, in the total amount not to exceed \$957,257.22

QUESTIONS?