



# City Council Report

**Date:** May 8, 2017  
**To:** City Council  
**Through:** Mike Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Purchase of Three Replacement Vehicles (Two Pickup Trucks and One SUV)  
for the Fire and Medical Department (Funded by the Capital – General Fund)  
(Citywide)

## Purpose and Recommendation

Council is requested to approve the Purchase of Three Replacement Vehicles as recommended.

The Fire and Medical Department, and Purchasing recommend authorizing purchase from the State of Arizona cooperative contract and the contract with PFVT Motors, Inc. dba Peoria Ford at \$92,750.58; and purchase from the contract with Berge Ford (a Mesa business) at \$36,201.10; for the total purchase of \$128,951.68.

## Background / Discussion

This purchase will provide three replacement vehicles (2017 model year: F-550, Ford Interceptor and F-250) per specifications to support Fire and Medical operations. The three vehicles that are being replaced have met established replacement criteria and will be either traded, auctioned, sold, or deployed for special uses as part of the ongoing Fire and Medical vehicle replacement program.

The medium-duty vehicle (F-550) is a purchase from State contract. The City believes that issuing a formal bid for this vehicle would not result in any lower pricing than the State contract. The other two vehicles (Ford Interceptor SUV and F-250) are additional purchases from previously Council awarded contracts that allow additional purchases.

## Alternatives

Council may choose not to authorize the purchase and new bids will be obtained.

## Fiscal Impact

This purchase is funded by the Capital – General Fund.

## Coordinated With

Fire and Medical, and Purchasing

### PURCHASING INFORMATION I (F-550)

Action: Award

Procurement Type: Cooperative Contract

Contracting Agency: State of Arizona

Contracting Agency Contract Number: ADSP014-063237

Mesa Contract Number: 2017199

### PURCHASING INFORMATION II (Ford Interceptor)

Action: Additional purchase from active contract (Council awarded 12/8/2015)

Procurement Type: Request for Bids

Solicitation Number: 2016058

Vendors Registered: ProcureAZ (522) and Vendor Self Service (84)

Advertising: Arizona Republic, Bid Net, ProcureAZ and Purchasing Website

Responses: 2

Local Consideration: Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for bid evaluation did not result in a Mesa business being recommended for award of all or part of this award.

Protests Received: None

Contract Term: Contract shall be effective for two years, pricing firm for twelve months from award date; the City may order additional unit(s) from this contract anytime during the contract term.

Prices: Future price increases are capped by the Producer Price Index

Pricing Available to Other Cooperative Agencies: Yes

### October 7, 2015 Responses

#### *Quantity 4 – Police Patrol SUV Interceptor*

PFVT Motors, Inc. dba Peoria Ford \$125,381.84 (Awarded)

Peoria, AZ

Berge Ford \$132,716.00

Mesa, AZ \$130,393.47 (1.75% Mesa TPT deduction applied)

### No Bid Response from

Vanguard Truck Center - Phoenix, AZ

### PURCHASING INFORMATION III (F-250)

Action: Additional purchase from active contract awarded on 1/11/2016

Procurement Type: Request for Bids

Solicitation Number: 2016068

Vendors Registered: ProcureAZ (248) and Vendor Self Service (56)

Advertising: Arizona Republic, Bid Net, ProcureAZ and Purchasing Website

Responses: 4 (1 Non-Responsive)

Local Consideration: The Mesa bidder was already the lowest, responsive and responsible bidder. Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for bid evaluation was not necessary.

Contract Term: Contract will be in force for two years from the award date. Renewal prices for the second contract year shall be firm for a minimum of 180 days.

Additional Purchases: The City reserves the right to purchase additional Light Duty Pick-up Trucks, 3/4-Ton Capacity, at the bid price for 12 months after the bid opening date.

Prices: Future price increases are capped by the Producer Price Index

Pricing Available to Other Cooperative Agencies: Yes

October 1, 2015 Responses

*Quantity 7 – ¾ Ton Pickups at \$22,840.00 each, includes Warranty at \$910.00 each.*

Berge Ford	\$159,880.00 (Awarded)
Mesa, AZ	\$157,082.10 – Mesa 1.75% TPT deduction applied
Courtesy Chevrolet	\$174,143.62
Phoenix, AZ	
Midway Chevrolet Company	\$174,426.98
Phoenix, AZ	

Non-Responsive Bid received from:

PFVT Motors, Inc. – Peoria, AZ

Failed to meet Warranty requirements. Failed to provide required pricing for Regular Cab 8' Long Box.

**AWARD RECOMMENDATION**  
**PFVT Motors, Inc. dba Peoria Ford**  
**Peoria, AZ**

Description	
<p><u>Quantity 1</u> – 2017 Ford F550, Crew Cab, XL 4X4, 176" WB, 6.7L Diesel per Contract No. 2017199, State of Arizona Contract ADSPO14-063237 and Quote dated 3/28/2017</p>	
Base	\$48,884.35
8.1% Sales Tax	\$3,959.63
Tire Tax	<u>\$7.00</u>
Total*	<b>\$52,850.98</b>
*Total does not include LSH Up-Fit Cost at <u>\$10,147.52</u> and Radio Cost at <u>\$8,000.00</u> .	
<p><u>Quantity 1</u> – 2017 Ford Interceptor SUV (Option K8A) per Contract No. 2016058, Terms and Conditions, Specifications (No Substitutes) and Pricing (Contract Amendment 2, 2017 model year Pricing)</p>	
Base	\$36,905.28
8.1% Sales Tax	\$2,989.32
Tire Tax	<u>\$5.00</u>
Total**	<b>\$39,899.60</b>
**Total does not include LSH Up-Fit Cost at <u>\$951.60</u> and Radio Cost at <u>\$8,000.00</u> .	

**Berge Ford**  
**Mesa, AZ**

Description	
<p>2017 Ford F-250 3/4-Ton, Crew Cab and XLT per Contract No. 2016068, Terms and Conditions, Specifications and Quote dated 3/28/2017</p>	
Base	\$32,287.00
8.05% Sales Tax	<u>\$2,599.10</u>
Base Total	\$34,886.10
Warranty (Non-Taxable)	\$1,310.00
Tire Tax	<u>\$5.00</u>
Total***	<b>\$36,201.10</b>
***Total does not include LSH Up-Fit Cost at <u>\$13,803.45</u> and Radio Cost at <u>\$8,000.00</u> .	

**Total Purchase: \$128,951.68**