



# City Council Report

**Date:** November 6, 2017  
**To:** City Council  
**Through:** Michael 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 One Light-Duty Pickup Truck for the Police Department (**Grant funded by the Arizona Department of Homeland Security**) and Three Light-Duty Pickup Trucks for the Fire and Medical Department (**Funded by the Capital – General Fund**) (Citywide)

## Purpose and Recommendation

Council is requested to approve the Purchase of Four Light Duty Pickup Trucks as recommended.

The Fleet Services, Police, and Fire and Medical Departments, and Purchasing recommend authorizing the purchase from the contracts with Berge Ford (a Mesa business) at \$179,130.27; and Kenco OR LLC dba LSH Lights at \$24,478.65; and purchase using the State of Arizona cooperative contract with Motorola Solutions, Inc. at \$35,312.19, for the combined total award of \$238,921.11.

## Background / Discussion

This purchase will provide a 2017, Ford XLT, F-250 Crew Cab, 2-wheel drive pickup truck with 6.5' bed for the Police Department. This vehicle will be an addition to support the Homeland Security Division's daily operations.

This purchase will also provide three, 2018 Ford XLT, F-250 Super Cab, 2-wheel drive pickup trucks; one replacement and two vehicles that will be additions. The vehicle that is being replaced has 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 two additions are needed for Fire Prevention's Fire Investigation Program.

## Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

## Fiscal Impact

The Police Department's purchase of \$39,800.25 is grant funded by the Arizona Department of Homeland Security. The Fire and Medical Department's purchase of \$199,120.86 is funded by the Capital – General Fund.

## Coordinated With

Fleet Services Department  
Police Department – Homeland Division  
Fire and Medical Department  
Purchasing

### **PURCHASING INFORMATION I** – Light-Duty Pickup Trucks

Action: Additional purchase from active contract awarded on 1/11/2016  
Procurement Type: Request for Bids  
Contract Number: 2016068  
Contract Term: 1/11/2016 to 1/10/2018

#### **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.

### **PURCHASING INFORMATION II** - Emergency Vehicle Equipment and Installation Services

Action: Additional purchase from active contract  
Procurement Type: Invitation for Bids  
Contract Number: 2012231  
Renewal Term: 4/1/2017 through 3/31/2018  
Renewal Terms Remaining: None

#### **November 26, 2012 Responses** - *Evaluated total was a market basket method that included an evaluation of average discounted equipment prices and an evaluation of Labor Costs to Up-Fit a Chevy Tahoe.*

Kenco OR LLC dba LSH Lights	\$7,982.00 (Awarded Primary Award)
Goodyear, AZ/Gilbert, AZ	(\$39.50 hourly rate)
Arizona Emergency Products	\$8,548.75 (Awarded Conditional Secondary)
Phoenix, AZ	(\$52.50 hourly rate)
PSS/First IN AZ LLC	\$8,840.50
Phoenix, AZ	(\$47.50 hourly rate)
Creative Communications Sales & Rentals, Inc. - Phoenix, AZ	
Did not meet minimum requirements	

No Bid response received from  
United Fire - Tucson, AZ

**PURCHASING INFORMATION III** – Two-Way Radios

Action: One-Time Purchase Award

Contracting Agency: State of Arizona

Contracting Agency Contract Number: ADSPO13-036880

Mesa Contract Number: 2018063

Contract Term: through 11/29/2017

## **AWARD RECOMMENDATION**

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

### **Description**

Quantity 1 – 2017 Ford XLT F-250 ¾ Ton, Crew Cab Pickup with 6.5' Bed, 2 Wheel Drive per **Contract No. 2016068**, Terms and Conditions, Specifications and Pricing as offered

Base	\$23,770.00
Options*	<u>\$11,848.00</u>
Base Sub Total	\$35,618.00
8.05% Sales Tax	\$2,867.25
Warranty – Non-Taxable	\$1,310.00
Tire Tax	<u>\$5.00</u>
<b>Total**</b>	<b><u>\$39,800.25</u></b>

One Addition for the Police Department Homeland Division funded by an Arizona Department of Homeland Security Grant.

\*Options include Crew Cab at \$3,498.00, XLT Upgrade Option at \$5,019.00, Console at \$945.00, Back-up Sensors at \$245.00, Blind Spot Monitor at \$540.00, Running Boards at \$230.00, Tail Gate Step at \$375.00, Heavy Duty Alternator at \$85.00, Remote Start at \$195.00, LED Box Lighting at \$60.00, Power Sliding Rear Window at \$405.00, Full Size Spare at \$301.00 and Carpet Delete at -\$50.00.

\*\*Total does not include Fleet Services Up-Fit at \$3,138.00.

Quantity 3 - 2017 Ford XLT F-250 3/4-Ton, Super Cab with 8' Knapheide Service Body per **Contract No. 2016068**, Terms and Conditions, Specifications and Quote dated 9/26/2017

Base (\$24,471.00/each)	\$73,413.00
Options*** (\$18,527.46/each)	<u>\$55,582.38</u>
Base Sub Total (\$42,998.46/each)	\$128,995.38
8.05% Sales Tax (\$3,439.88/each)	\$10,319.64
Tire Tax (\$5/00/each)	<u>\$15.00</u>
<b>Total***</b>	<b><u>\$139,330.02</u></b>

\*\*\*Options Super Cab at \$2,535.00/each, XLT Upgrade Option at \$4,400.00, H/D Alternator 67E at \$85.00/each, Reverse Alarm 76C at \$140.00/each, Remote Start at \$250.00, Pickup Box Delete Option at -\$625.00/each, Carpet Delete at -\$50.00 and 8' Knapheide Service Body at \$11,972.46/each.

**Contract No. 2012231** - LSH (Contractor) Up-Fit Lighting at **\$24,478.65**

**Contract No. 2018063** – Three Motorola Radios for new Vehicles at **\$35,312.19** per State of Arizona Contract ADSP013-036880 and Motorola Solutions Quote QU00004415845 dated 9/15/2017.

**Combined Total Award: \$238,921.11**