



# City Council Report

**Date:** March 20, 2023  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Use of a Cooperative Contract for Emergency Vehicle Equipment and Installation Services for the Fleet Services and Fire and Medical Departments (Citywide)

## Purpose and Recommendation

Council is requested to approve the award as recommended.

The Fleet Services and Fire and Medical Departments and Purchasing recommend authorizing the purchase using the Maricopa County cooperative contract with United Truck & Equipment, Inc.; Balar Holding Corp. dba Balar Equipment; JB Poindexter & Company, Inc. dba Reading Truck Equipment, LLC; RWC International dba RWC Group; PFVT Motors, LLC dba Peoria Ford; Sun Country Truck Equipment; Don Chalmers Ford, Inc. dba MHQ of Arizona; Drake Truck Bodies, LLC dba Drake Equipment of Arizona; JAR Capital Group, Inc. dba Quality Vans and Specialty Vehicles; Norwood Equipment, Inc.; Nescon, LLC (a Mesa business); Braun Northwest; Hypercustoms, Inc. dba Arizona Truck Pros; and Pride Outfitting, LLC; for \$500,000, based on estimated usage.

## Background / Discussion

Due to delays in getting vehicles over the past couple of years, there is a significant increase in the amount of vehicles Fleet Services has received this year, and projects to receive next year, that will require emergency lighting and equipment upfitting. Additionally, due to the volume of vehicles expected, our current vendors are unable to keep up with the workload and Fleet Services staff is unable to absorb the additional work either.

Fleet Services requests to use Maricopa County's cooperative contract for emergency lighting and equipment upfitting when the City's contracted vendors are unable to accept work due to their own backlog. Fleet Services has received documentation from both vendors (Arizona Emergency Products and LSH Lights) that they are unable to handle the entirety of the volume of work Fleet Services expects over the next 15 to 18 months.

The Maricopa County cooperative contract provides competitive pricing and meets City procurement requirements. The cooperative contract pricing is fair and reasonable and it is in the best interest of the City to purchase from the established contract instead of rebidding for a new contract. The time it takes to rebid would delay Fleet Services' ability to deliver new vehicles to City departments. Fleet Services and Purchasing are unaware of any other contract that offers this variety of vendors. Other identified cooperatives were either not eligible for cooperative use or were the City's two existing contracted vendors.

**Purchase Information**

Action: Award

Procurement Type: Cooperative Contract Use

Contract Number: 2023212

Contracting Agency/Contract Number: Maricopa County/190170-S – 1/24/2019 to  
1/31/2024

Local Consideration: Policy did not apply to this procurement method

Funding Source: Fleet Services Department operating budget through the Fleet Internal  
Services Fund and Fire and Medical operating budget