



**Council
Communication**
Office of the City Manager

Date July 9, 2007

Agenda Item No. 73
Roll Call No. 07-
Communication No. 07-412
Submitted by: Dale Patch, Chief of Police

AGENDA HEADING:

Approval of Crow Tow as the eastside impound towing and storage contractor for the City of Des Moines.

SYNOPSIS:

On May 4, 2007 the District 2 eastside impound and storage contract was terminated. A bidding process was initiated to select a new contractor. The Police Department is recommending the City Council approve Crow Tow (826 SE 21st Street, Des Moines, Iowa, Owner, Randy Crow) as the new eastside impound towing and storage contractor for the City of Des Moines.

FISCAL IMPACT:

Amount: Estimated payment of \$290,365 annually to successful bidder. This amount is subject to change based on the actual amount of service provided by the contractor. This cost is largely reimbursed by the State of Iowa. For impounds from public property that are sold at auction, the State of Iowa receives any profits received by the City's abandoned vehicle auction and reimburses the City for any losses from the sale of the abandoned vehicles. In addition, the impound program incurs certain non-recoverable operating costs. These are towing and storage costs that are not reimbursable. In fiscal year 2006 this amounted to approximately \$12,600.

Funding Source: Fiscal Year 2008 Operating Budget, GE001, POL040400, page 267

ADDITIONAL INFORMATION:

On May 4, 2007, a Notice of Termination was presented to the owner of the towing and storage contractor for the east side of Des Moines. The termination prematurely ended the contract twenty-seven days before the actual renewal period expired. The west side towing and storage contractor was granted a contract for one hundred days to provide towing and storage service to the east side of the city until a new east side contractor was identified.

A bidding process was initiated and seven contractors listed below responded. The police department has completed an extensive review of these proposals and recommendations have been compiled.

VENDOR	ADDRESS	BID AMOUNT
DALIANO	1928 SE 15 th Court Des Moines, Iowa	247,496

CROW TOW	826 SE 21 st Street, Des Moines, Iowa	290,365
AMERICAN TOWING	826 SE 21 st Street, Des Moines, Iowa	341,696
SWIFTAUTO SALVAGE	1720 E. Washington, Des Moines, Iowa	356,305
G&S SERVICE	4100 E 16 th Street, Des Moines, Iowa	356,305
HANIFEN	5277 NW 2 nd Avenue, Des Moines, Iowa	357,061
OWEN CRIST AUTO BODY	1221 Keo Way, Des Moines, Iowa	363,080

After reviewing and researching each proposal, it is the police department's recommendation that the eastside towing and storage contract be granted to Crow Tow, 826 SE 21st Street, Des Moines, Iowa.

All bidders were reviewed for compliance to the specifications and cost to the City of Des Moines. Costs were calculated by a pre-arranged formula delineated in the specifications. The formula was based upon the estimated vehicles auctioned (1,256), estimated average number of storage days before auctioning (33), and the estimated annual hours to clear the streets (33) in District 2. All proposals were calculated from the same formula and based upon the costs proposed by the individual vendors.

Evaluations began with the low dollars proposal, which was Daliano Towing, 1928 SE 15th Court, Des Moines, Iowa. This company was disqualified for non-compliance with the specifications. The property where this company is currently located is not compliant with zoning regulations concerning towing and storage land. They do not have a Certificate of Occupancy for an M-2 status and have not located or taken possession of a property that qualifies. At present, they have one wrecker truck but can obtain financing for two more, if selected.

Crow Tow submitted the second low dollar proposal. They are located at 826 SE 21st Street. This location is the towing and storage lot owned by American Towing. Randy Crow is the owner of Crow Tow and has signed a lease purchase agreement with the owner of American Towing. The property has an M-2 status and is now in compliant with zoning regulations to receive a salvage license. The salvage compliance status was interrupted because proper fencing on the south side of the towing lot was not completed. The fencing has been installed and the zoning department has released the code restriction. The company meets and exceeds the remaining specifications. This company also provides a unique video system utilizing the Internet. The Property Management Section of the police department will be given access to the system so the Police Motor Vehicle Coordinator, who is responsible for managing the auctions, can view the vehicles on the towing lot with his desktop computer any time of the day. This contractor actually provided two proposals as an option to the City. One of these proposals was based on an alternative towing and storage process that did not meet the City's requirements and was rejected.

American Towing

- Failed to identify six drivers. Section 7.2.1
- Failed to identify three wreckers; Section 7.3.1
- Contract cost exceeds Crow Tow amount.
- Service history of this company is unacceptable.

Swift Auto Salvage

- Failed to identify three wreckers; Section 7.3.1
- Meets all other specifications
- Contract cost exceeds Crow Tow amount.

G & S Service

- Does not have authorized property in the City of Des Moines. Section 4.1
- Meets all other specifications.
- Contract cost exceeds Crow Tow amount.

Hanifen

- Does not have authorized property in the City of Des Moines. Section 4.1
- Meets all other specifications
- Contract cost exceeds Crow Tow amount.

Owen Crist Auto Body

- Meets all other specifications
- Contract cost exceeds Crow Tow amount.

This action will approve a one-year contract with Crow Tow and allow a one-year option to renew. This would create a situation where both the West and East towing contracts would terminate at the same time, allowing the city to re-bid in future on a citywide basis.

PREVIOUS COUNCIL ACTION(S):

Date: May 11, 2005

Roll Call Number: 05-1220

Action: Reconsideration of the towing contract for District 2. ([Council Communication No. 05-264](#)) Moved by Coleman to adopt. Motion to reconsider was made by Coleman. District 1 will be considered at the May 23 Council meeting. Motion Carried 6-1.

BOARD/COMMISSION ACTION(S): NONE

Date:

Roll Call Number:

Action:

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS:

Contract renewal May 31, 2008. Citywide re-bid May, 2009.