

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date:	December 4, 2017
	Agenda Item No.	34A
	Roll Call No.	<u>17-2077</u>
	Communication No.	<u>17-823</u>
	Submitted by:	Carl Metzger, Deputy City Manager

AGENDA HEADING:

Approving the purchase of 43 replacement vehicles and one (1) addition to the City fleet for various City departments.

SYNOPSIS:

Recommend approval of the purchase of 44 vehicles for the City’s fleet in accordance with State of Iowa Department of Administrative Services (IADAS) vehicle purchasing contracts as follows:

- 19 vehicles including,
 - 14 Interceptor Utilities for the Police Department, four (4) Standard SUVs for the Engineering Department, and one (1) ¾ Ton Pickup truck for the Public Works Department from Stivers Ford, 1450 E. Hickman Road, Waukee, Iowa 50263 (Scott Politte, General Manager) in the amount of \$527,901 using State Contracts MA 18087 and MA 17179A.
- 13 vehicles including;
 - One (1) Passenger van for the Park and Recreation Department.
 - Two (2) full-size mid-roof height cargo vans for Facilities Division of the City Manager’s Office and the Police Department.
 - Eight (8) ½ ton four-wheel drive extended pickup trucks; three (3) for Community Development (two {2} replacements, one {1} addition to the fleet); one (1) for the Engineering department; two (2) for the Fire Department; one (1) for the Police Department; and one (1) for the Public Works Department.
 - One (1) ½ ton four-wheel drive pickup truck Special Service Vehicle for the Fire Department.
 - One (1) ¾ ton pickup truck for the Public Works Department from Stew Hanson Dodge City, 12103 Hickman Road, Des Moines, IA 50323 (Dan Boettcher, General Manager) in the amount of \$323,087 using State Contracts MA 005 17177, MA 005 17108, and MA 005 18082.
- 12 mid-sized sedans for the Police Department from Dewey Ford, 3055 SW Delaware, Ankeny, Iowa 50021, (Dan Boettcher, General Manager) in the amount of \$203,400 using State Contract MA 005 17165 B2.5.

FISCAL IMPACT:

Amount: \$1,054,388

Funding Source: \$978,108, Equipment Replacement Fund IS201 CM024021, and \$76,280 from PW247411 Sewer Maintenance Clearing.

ADDITIONAL INFORMATION:

- Vehicles in the City fleet were identified that meet or exceed established replacement criteria and approved for replacement by the Fleet Oversight Committee (FOC), along with one (1) approved addition to the fleet. New vehicle classes were matched to the same vehicle class as the existing units being replaced and any upgraded classes were approved by the FOC. Bid responses to recent annual vehicle bid solicitations have continued to diminish in previous years. Based on responses from area commercial fleet managers of vehicle dealerships the reasons for reduced responses include:
 - Individual policy decisions not to compete with awarded State of Iowa Contract holders as the contract holders are afforded manufacturer discounts for State Contracts that are not available to all dealerships.
 - Discontinued manufacturer's discounts for governmental and municipal sales.
 - Multiple dealership under the same owner will not submit bids for competing product brands.
 - Requirement for bidding dealers to source specialized up fitting of service bodies and vehicle accessories that cannot be performed at their respective dealerships.
- Vehicles meeting specifications necessary to deliver City services of all using departments are available from various IADAS vehicle purchasing contracts. Any necessary up fitting will be performed upon delivery of the contracted vehicle by City Fleet Services staff or procured from an outside provider of up fitting services directly. Therefore, the recommendation is to award the purchase of vehicles to the prospective State contract holders as indicated.

PREVIOUS COUNCIL ACTION(S): NONE

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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