

COUNCIL COMMUNICATION

	Number:	18-600	Meeting:	11/19/2018
	Agenda Item:	29B	Roll Call:	18-1917
	Submitted by:	Bob Fagen, Finance Director		

AGENDA HEADING:

Approving the purchase of 45 vehicles for the City fleet for various City departments.

SYNOPSIS:

Recommend approval of the purchase of 45 vehicles for the City's fleet in accordance with State of Iowa Department of Administrative Services (IADAS) vehicle purchasing contracts as described below.

Five (5) vehicles as follows:

Five (5) – ¾-ton regular cab 4x4 pickup trucks with 8-foot body. Two (2) for the Engineering Department, Traffic and Transportation Division, and three (3) for the Parks and Recreation Department.

From Stivers Ford, 1450 E. Hickman Road, Waukee, Iowa 50263 (Scott Politte, General Manager) in the amount of \$136,675 using contract number MA 005 19095 HPU Group 2.

Two (2) vehicles:

Two (2) – ½-ton extended cab 4x4 compact pickup trucks for use in Engineering.

From Karl Chevrolet, 1101 S.E. Oralabor Road, Ankeny, Iowa 50021 (Carl Moyer, Owner) in the amount of \$53,818.38 using contract number MA 005 19096 SMP 2.0

Twenty-seven (27) vehicles:

25 – ½-ton extended cab 4x4 pickup trucks 6.5-foot body. (9-Sewers, 1- Street Cleaning, 5- Solid Waste, 2- Street Maintenance, 2-Parks and Recreation, 1-Police Department, 5- Community Development).

One (1) – ½-ton extended cab 2-wheel drive 6.5-foot body for City Manager's Office, Facilities Division.

One (1) – 1-ton extended length medium roof van for Police Department use.

From Stew Hansen Dodge City, 12103 Hickman Road, Des Moines, IA 50323 (Dan Boettcher, General Manager) in the amount of \$645,236.00 using contract numbers MA 005 19098 STP Group 4, 19098 FVN 3.0, 19098 STP Group 3.

Eleven (11) vehicles:

- One (1) – 1-ton extended length cargo low roof van for Police Department.
- One (1) – ¾-ton regular cab 4x2 pickup truck for City Manager’s Office, Facilities Division.
- Two (2) – 1-ton regular cab 4x2 pickup trucks for Engineering, Traffic.
- Three (3) – 1-ton crew cab 4x4 pickup trucks for Sewers.
- One (1) – ¾-ton crew cab 4x4 pickup truck for Sewers.
- One (1) – ¾-ton crew cab 4x4 pickup truck for Engineering, Survey.
- One (1) – 1-ton crew cab 4x4 single rear wheel pickup for Sewers.
- One (1) – 1-ton crew cab 4x4 pickup truck for Parks and Recreation.

From Dewey Ford, 3055 SW Delaware, Ankeny, Iowa 50021, (Dan Boettcher, General Manager) in the amount of \$382,346.28 using contract numbers MA 005 17178A FVN 3.0, 17165 B2.5, 19097 HPU Group 11, 19097 HPU Group 1, 19097 HPU Group 10, 19097 HDC Group 6, 19097 HDC Group 4, 19097 HDC Group 3.

FISCAL IMPACT:

Amount: \$1,218,075.66

Funding Source: 2018-2019 Operating Budget, page 42, I201, Equipment Replacement

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). 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 respective State contract holders as indicated.

- All recommended purchases represent the least cost alternatives except in the classes of three quarter and one-ton pickup trucks. In these vehicle classes, the lowest cost contract holder indicated a delivery time of 1-year due to production constraints; therefore, the recommended purchase of vehicles in these classes is to the next lowest cost contract holder.
- The only replacement vehicle class with hybrid availability is the one (1) mid-sized sedan. Over the 100,000-mile anticipated life of the vehicle, the estimated reduction in fuel consumption based on EPA ratings, does not yield sufficient savings to offset the incremental increase in cost of the plug-in hybrid vehicle; therefore, the recommendation is for the conventional gasoline engine vehicle.

PREVIOUS COUNCIL ACTION(S):

Date: December 4, 2017

Roll Call Number: [17-2077](#)

Action: Bids from the following:

- (A) [Stivers](#) Ford (Scott Politte, General Manager), Stew Hanson Dodge City (Dan Boettcher, General Manager) and Dewey Ford (Dan Boettcher, General Manager) for forty-three (43) replacement vehicles and one additional to the fleet for use by various departments per State of Iowa Contracts for use by the Equipment Maintenance Center, \$1,054,391. ([Council Communication No. 17-823](#)) Moved by Hensley to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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