


## COUNCIL COMMUNICATION

 <p>CITY OF DES MOINES OFFICE OF THE CITY MANAGER</p>	Number:	<b>18-649</b>	Meeting:	<b>December 3, 2018</b>
	Agenda Item:	<b>30A</b>	Roll Call:	<b>18-1998</b>
	Submitted by:	<b>Bob Fagen, Finance Director</b>		

### AGENDA HEADING:

Approving the purchase of three (3) replacement vehicles and one (1) addition to the fleet for use by various departments.

### SYNOPSIS:

Recommend approval of the purchase of four (4) vehicles for the City's fleet in accordance with State of Iowa Department of Administrative Services (IADAS) vehicle purchasing contracts from Dewey Ford, 3055 SW Delaware, Ankeny, Iowa 50021, (Dan Boettcher, General Manager) in the amount of \$136,725 using contract numbers MA 005 19097 MDC Group 1, MA 005 19097 HDC Group 3, MA 005 19097 Group SUV 3.0.

Three (3) replacements:

- One (1) 1-ton regular cab four-wheel drive pickup truck for the Department of Public Works
- Two (2) 1-ton crew cab four-wheel drive pickup trucks for the Department of Public Works

One (1) approved addition to the fleet:

- One (1) mid-sized SUV for Engineering

### FISCAL IMPACT:

Amount: \$136,725

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 additions to the fleet were approved 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.
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- 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 one (1) year due to production constraints; therefore, the recommended purchase of vehicles in these classes is to the next lowest cost contract holder.
  - None of the classes for these recommended vehicles have hybrid alternatives.

**PREVIOUS COUNCIL ACTION(S):**

Date: November 19, 2018

Roll Call Number: [18-1917](#)

Action: Purchases from the following:

- (B) [Stivers](#) Ford (Scott Politte, General Manager), Karl Chevrolet (Carl Moyer, Owner) Stew Hanson Dodge City (Dan Boettcher, General Manager) and Dewey Ford (Dan Boettcher, General Manager) for forty-five (45) replacement vehicles per State of Iowa Contract for use by various departments, \$1,218,075.66. ([Council Communication No. 18-600](#)) Moved by Mandelbaum to adopt. Motion Carried 7-0.

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

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