


## COUNCIL COMMUNICATION

	Number:	<b>19-358</b>	Meeting:	<b>August 19, 2019</b>
	Agenda Item:	<b>35</b>	Roll Call:	<b>19-1334</b>
	Submitted by:	<b>Bob Fagen, Finance Director</b>		

### AGENDA HEADING:

Bid for 10 replacement vehicles (eight {8} 1/2-ton extended cab pickup trucks and two {2} compact extended cargo vans) from Stew Hansen Dodge City, \$235,855 and three (3) vehicles (3/4-ton crew cab 4x4 pickup trucks) from Dewey Ford, \$95,417, to be used by various City departments, through the Iowa Department of Administrative Service (IDAS) contract.

### SYNOPSIS:

Recommend approval of the purchase of 13 vehicles for the City's fleet in accordance with State of IADAS vehicle purchasing contracts as described below.

Ten (10) vehicles:

- Eight (8) 1/2-ton extended cab 4x4 pickup trucks (four {4} Community Development, two {2} Engineering, one {1} Library, one {1} Public Works).
- Two (2) compact extended cargo vans (Facilities Division).

From Stew Hansen Dodge City, 12103 Hickman Road, Des Moines, IA 50323 (Dan Boettcher, General Manager) in the amount of \$235,855 using contract numbers MA 005 19098 STP Group 4.

Three (3) vehicles:

- Three (3) 3/4-ton crew cab 4x4 pickup trucks for Engineering.

From Dewey Ford, 3055 SW Delaware, Ankeny, Iowa 50021, (Dan Boettcher, General Manager) in the amount of \$95,417 using contract numbers MA 005 19097 HPU Group 10.

### FISCAL IMPACT:

Amount: \$331,272

Funding Source: 2019-2020 Operating Budget, page 103, 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. There are no Electric Vehicles (EVs) in production for the class of

vehicles recommended in this award. Subsequent recommendations for compact car class vehicles will include EVs as procurement of EVs becomes finalized.

- Bid responses to recent annual vehicle bid solicitations have continued to diminish, as 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 dealerships 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.

#### **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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