

COUNCIL COMMUNICATION

	Number:	19-395	Meeting:	September 9, 2019
	Agenda Item:	52B	Roll Call:	19-1420
	Submitted by:	Bob Fagen, Finance Director		

AGENDA HEADING:

Bid for seven (7) vehicles. One (1) mid-size sport utility vehicle (SUV), and one (1) ¾-ton extended length cargo van from Stew Hansen Dodge City, \$54,543. Two (2) one-ton pickup cab and chassis from Dewey Ford, \$73,074. Two (2) ¾-ton 4x4 pickup trucks from Stivers Ford, \$55,717. One (1) cargo van from Karl Chevrolet, \$25,306.85. All to be used by various City departments, through the Iowa Department of Administrative Service (IDAS) contract.

SYNOPSIS:

Recommend approval of the purchase of seven (7) vehicles for the City's fleet in accordance with IADAS vehicle purchasing contracts as described below.

Two (2) vehicles - one (1) mid-size SUV for Parks and Recreation Department. One (1) ¾-ton extended length cargo van (Facilities Division) from Stew Hansen Dodge City (12103 Hickman Road, Des Moines, IA 50323, Dan Boettcher, General Manager), in the amount of \$54,543, using contract numbers MA 005 19098 SUV Group 3 and FVN Group 2.

Two (2) vehicles - two (2), one-ton pickup cab and chassis for Engineering Department and Parks and Recreation Department from Dewey Ford (3055 SW Delaware, Ankeny, Iowa 50021, Dan Boettcher, General Manager), in the amount of \$73,074, using contract numbers MA 005 19097 HDC Group 3 and Group 4.

Two (2) vehicles - two (2) ¾-ton 4x4 pickup trucks for Parks and Recreation Department from Stivers Ford (1450 E. Hickman Road, Waukee, Iowa 50263, Scott Politte, General Manager), in the amount of \$55,717, using contract number MA 19095 HPU Group 2.

One (1) vehicle - a ¾-ton cargo van for Facilities Division from Karl Chevrolet (1101 SE Oralabor Road Ankeny, IA 50047, Carl Moyer, Owner), in the amount of \$25,306.85, using contract MA 005 19096 FVN Group 1.

FISCAL IMPACT:

Amount: \$208,640.85

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 of Iowa contract holders as indicated.

PREVIOUS COUNCIL ACTION(S):

Date: August 19, 2019

Roll Call Number: [19-1334](#)

Action: [Bid](#) for 10 replacement vehicles (8 ½-ton extended cab pickup trucks and 2 compact extended cargo cans) from Stew Hansen Dodge City (Dan Boettcher, General Manager), \$235,855 and 3 vehicles (¾-ton crew cab 4x4 pickup trucks) from Dewey Ford (Dan Boettcher, General Manager), \$95,417, to be used by various City Departments, through the Iowa Department of Administrative Service contracts. ([Council Communication No. 19-358](#)) Moved by Gatto to adopt. Motion Carried 7-0.

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

For more information on this and other agenda items, please call the City Clerk's Office at 515-283-4209 or visit the Clerk's Office on the first floor of City Hall, 400 Robert D Ray Drive. Council agendas are available to the public at the City Clerk's Office on Thursday afternoon preceding Monday's Council meeting. Citizens can also request to receive meeting notices and agendas by email by calling the Clerk's Office or sending their request via email to cityclerk@dmgov.org.