


COUNCIL COMMUNICATION

	Number:	19-435	Meeting:	October 14, 2019
	Agenda Item:	43C	Roll Call:	[_____]
	Submitted by:	Bob Fagen, Finance Director		

AGENDA HEADING:

Approving the purchase of two (2) replacement vehicles (two {2} one-ton pickup truck cab and chassis) from Stew Hansen Dodge City for \$72,250 for use in the Street Maintenance Division of the Department of Public Works through the Iowa Department of Administrative Services (IDAS) contract.

SYNOPSIS:

Recommend approval of two (2) replacement one-ton cab and chassis pickup trucks from Stew Hansen Dodge City, 12103 Hickman Road, Des Moines, IA 50323 (Dan Boettcher, General Manager) in the amount of \$72,250 using contract numbers MA 005 19098 HDC Group 2.

FISCAL IMPACT:

Amount: \$72,250

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 are available from the IADAS vehicle purchasing contract. 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 from the State contract holder.

PREVIOUS COUNCIL ACTION(S):

Date: September 9, 2019

Roll Call Number: [19-1420](#)

Action: Purchases from the following:

- (B) [Stew Hansen Dodge City](#) (Dan Boettcher, General Manager) for one (1) mid-size SUV for use by the Parks & Recreation Department and one (1) 3/4 ton extended length cargo van for use by the Facilities Department, \$54,543; Dewey Ford (Dan Boettcher, General Manager) for two (2) one-ton pickup cabs and chassis for use by the Engineering Department, \$73,074; Stivers Ford (Scott Politte, General Manager) for two (2) 3/4 ton 4X4 pickup trucks for use by the Parks & Recreation Department, \$55,717; and Karl Chevrolet (Karl Moyer, Owner) for one (1) 3/4 ton cargo van for use by the Facilities Division, \$25,306.85. Total replacement cost \$208,640.85. ([Council Communication No. 19-395](#)) Moved by Boesen to adopt. Motion Carried 7-0.

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

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