

**COUNCIL ACTION FORM**

**SUBJECT: FLEET REPLACEMENT PROGRAM – TWO FULL-SIZE PICKUPS**

**BACKGROUND:**

The City’s Parks Department uses several full-size pickup trucks to conduct City operations including snow removal and general maintenance. Due to excessive corrosion, two of Park’s full-size pickups have been designated for replacement in the 2018/19 fiscal year. One pickup is equipped with four wheel drive (4WD), a lift gate, and a snow plow. The other pickup is equipped with two wheel drive, lift gate, but no snow plow. After discussions with Parks staff, it was determined the two trucks should both be equipped with 4WD, lift gate, and snow plow. This was due to a tractor and plow not being replaced as it was determined this equipment did not meet their needs.

A cost analysis of required options showed a cost savings to order the factory strobe lights, spray-in bed liner, and heavy duty battery with the new truck. Competitive quotes for the lift gate, snow plow, and accessories are currently being solicited from qualified vendors.

Bids for two 4WD pickups were received from dealers as follows:

<b>Bidder</b>	<b>Make / Model</b>	<b>Year</b>	<b>Base bid</b>	<b>Quoted Options</b>	<b>Price for two (2) Pickups</b>
<b>Ames Ford</b>	<b>Ford / F350</b>	<b>2019</b>	<b>\$29,169.80</b>	<b>\$1,355.00</b>	<b>\$61,049.60</b>
Charles Gabus Ford	Ford / F350	2019	\$29,014.00	\$1,785.00	\$61,598.00
Shottenkirk	Ford / F350	2019	\$29,395.80	\$1,492.03	\$61,775.66
Dewey Ford	Ford / F350	2019	\$29,816.80	\$1,288.00	\$62,209.60
McGrath	Ford / F350	2019	\$30,255.00	\$1,690.00	\$63,890.00

**The City Council’s local preference policy of 1% was applied to the base bid for Ames Ford of Ames, Iowa. The preference then made them the low bid over a vendor that did not qualify for the local preference.**

The low bidder for two (2) 2019 full-size Ford F350 pickups with quoted options (strobe lights, larger batter, and spray in bed liner) is from Ames Ford of Ames, Iowa for \$61,049.60. They were the low bid without the consideration of local preference.

Upfitting of the pickups, each with a lift gate, snow plow, and accessories is estimated at \$12,000 for each truck. The upfitting will be bid after the award and approved at the staff level.

Purchase two (2) F350 pickup trucks	\$61,049.60
<u>Estimated upfitting cost for 2 pickups</u>	<u>24,000.00</u>
Total for 2 trucks	\$85,049.60

Funding is available on 3/1/2019 as follows:

Escrow for truck #585	\$33,381
Escrow for truck #833	34,588
Escrow for snow plow from tractor	6,759
Escrow for snow plow from truck	2,885
Salvage value of trucks and plows	4,000
<u>Escrow Undesignated Reserve Parks</u>	<u>4,000</u>
Total Funding	\$85,613

**ALTERNATIVES:**

1. Approve and award this contract to Ames Ford of Ames, for two 2019 Ford F350 pickups for \$61,049.60
2. Reject award of bid.

**MANAGER'S RECOMMENDED ACTION:**

The Fleet Director and Park and Recreation Departments' staff agree the 2019 Ford F350 pickups from Ames Ford will provide reliable work trucks for City staff at the best price.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.