

COUNCIL ACTION FORM

SUBJECT: FLEET REPLACEMENT PROGRAM – POLICE AND FIRE HYBRID UTILITY VEHICLES

BACKGROUND:

In 2018 a bid was sent out for three Police Patrol vehicles. The order was cancelled by Ford as they were switching to a new platform that would allow for a hybrid version of their patrol vehicles. With this cancellation, six vehicles are now needed for the patrol replacement program.

It is estimated that each hybrid unit costs approximately \$4,500 more than a standard gas engine. Staff from Fleet and Police performed research on the hybrid vehicles and determined that the hybrid unit would be the preferred replacement vehicle. Based on a calculation from Ford that allows for the input of miles, idle time, and gas prices it is estimated that the switch to hybrids could save \$5,000 per unit per year in fuel in and reduce carbon dioxide by 44,000 pounds. While the net savings is only \$500 in the first year, the City will realize the full savings of \$5,000 per unit in subsequent year a hybrid is in operation.

Staff will also use this opportunity to study the use of hybrids as there may be additional savings by reducing the engine idling. These benefits could be lower maintenance costs and the possibility of increasing the life of the units. The higher initial cost of the vehicles could result in greater replacement funds being budgeted but, will be offset by the savings in the maintenance and fuel of the vehicles.

One of the patrol vehicles was bid as an option with extra safety features. The features included were a ballistic panel inside the driver's side door and a proximity alert system that detects and notifies the driver when someone approaches the vehicle while it's stopped. In April of 2017 Council approved an agreement between the City and the Ames Foundation to establish the role of the Ames Foundation as a fiscal agent for certain donated funds. There are funds available through this Foundation account that can be used for a variety of projects including the purchase of equipment, police outreach programs, officer safety projects, and training. These Foundation funds totaling \$2,016 will be used to pay for the new safety enhancements on one of the vehicles. Over the next 18 months the Police Department will evaluate the effectiveness and value of those safety enhancements.

To take advantage of the economies of scale, an additional hybrid SUV was also bid for the Fire Department to replace a commander vehicle that was due for replacement. This vehicle was bid as an option due to the different needs versus a patrol vehicle.

Bids were received from dealers as follows for five patrol vehicles:

Bidder	Description	Price per Unit	Total
Ames Ford Lincoln	Ford Police Interceptor Hybrid Utility	\$35,858.20	\$179,291.00
Stiver's Ford Lincoln	Ford Police Interceptor Hybrid Utility	\$35,922.00	\$179,610.00
Charles Gabus Ford	Ford Police Interceptor Hybrid Utility	\$35,975.00	\$179,875.00
Shottenkirk Ford	Ford Police Interceptor Hybrid Utility	\$36,425.00	\$182,125.00

The low bid for the five Ford Interceptor Hybrid Utilities was Ames Ford Lincoln of Ames, Iowa for \$179,291. Ames Ford Lincoln was the lowest bid without considering local preference and was the only local bidder.

Bids were received from dealers as follows for one patrol vehicle with safety upgrades:

Bidder	Description	Price per Unit
Ames Ford Lincoln/	Ford Police Interceptor Hybrid Utility	\$37,874.20
Stiver's Ford Lincoln	Ford Police Interceptor Hybrid Utility	\$37,938.00
Charles Gabus Ford	Ford Police Interceptor Hybrid Utility	\$37,969.00
Shottenkirk Ford	Ford Police Interceptor Hybrid Utility	\$38,643.00

The low bid for the optional Ford Interceptor Hybrid Utility with safety features was Ames Ford Lincoln of Ames, Iowa for \$37,874.20. Ames Ford Lincoln was the lowest bid without considering local preference and was the only local bidder.

This brings the total for six Police vehicles to \$217,165.20. Funding is available from the patrol replacement in the amount of \$402,716 and the Ames Foundation grant in the amount of \$2,016.

Bids were received from dealers for **one Public Safety Hybrid SUV for the Fire Department**:

Bidder	Description	Price per Unit
Ames Ford Lincoln	Ford Police Interceptor Hybrid Utility	\$35,628.20
Stiver's Ford Lincoln	Ford Police Interceptor Hybrid Utility	\$35,609.00
Charles Gabus Ford	Ford Police Interceptor Hybrid Utility	\$35,265.00
Shottenkirk Ford	Ford Police Interceptor Hybrid Utility	\$35,976.00

The low bid for the optional Public Safety Hybrid SUV for the Fire Department was Ames Ford Lincoln of Ames, Iowa for \$35,628.20. Ames Ford Lincoln was the lowest bid without considering local preference and was the only local bidder.

The Fire Department has funding in the amount of \$31,572 from replacement funds at the time of delivery and \$4,500 in estimated salvage value.

ALTERNATIVES:

1. Approve and award this contract to Ames Ford Lincoln of Ames, Iowa, for five Ford Interceptor Hybrid Utilities for \$179,291, Option #1 Ford Interceptor Hybrid Utility with safety features for \$37,874.20, and Option #2 Public Safety Hybrid SUV for \$35,628.20.
2. Award this contract to one of the other bidders.
3. Reject the award of bid.

MANAGER'S RECOMMENDED ACTION:

These purchases are consistent with the use of patrol vehicles for the Police Department and command vehicles of the Fire Department. While the purchase price for hybrid vehicles have a higher initial acquisition cost, net savings should be realized with these purchases through a reduction in fuel consumption. In addition, a substantial reduction in carbon dioxide emissions will be realized.

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