



CITY OF DURHAM | NORTH CAROLINA

Date: December 8, 2011

To: Thomas J. Bonfield, City Manager

Through: Wanda S. Page, Deputy City Manager

**From: David Boyd, Finance Director
Joseph W. Clark, Financial Operations Manager
Clayton Hearne, Fleet Manager**

Subject: Bids - Annual Vehicle Requirements

Executive Summary

The contract under consideration will furnish/provide the City with thirty-five (35) new vehicles. These vehicles were approved in the FY 2011/12 budget. This purchase is a part of the CIP Vehicle Replacement Program. The Purchasing Division solicited bids from nine bidders and four responses were received.

Piedmont Truck Center of Greensboro, Sir Walter Chevrolet of Raleigh, and University Ford of Durham, North Carolina were the lowest responsive bidders. The total cost of the contract is \$784,436.00.

Funding for this contract is available from the CIP Fleet Replacement Funds (30620153-732300, 30620135-732300, 30620123-732300, 30620128-732300, 30620122-732300, 30620117-732300, 30620115-732300, 30620119-732300). There are no good alternatives to making this purchase. All bids received were competitive and within budget.

The Equal Opportunity/Equity Assurance Department reviewed the bids submitted by Piedmont Truck Center, Sir Walter Chevrolet, and University Ford and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting. There were no SDBEs to provide this product.

Recommendation

That the bid for the purchase of one (1) Regular Cab 4x4 Pickup Truck (item no.7), one (1) Regular Cab 4x4 Pickup Truck (item no.8), three (3) 10,000 GVWR Regular Cab 2x4 Pickup Trucks (item no.9), one (1) 10,000 GVWR Regular Cab 2x4 Pickup Truck (item no.10), one (1) 10,000 GVWR Regular Cab 4x4 Cab & Chassis (item no.11), one (1) 10,000 GVWR Extended Cab 2x4 Cab & Chassis (item no.12), one

(1) 10,000 GVWR Crew Cab 2x4 Cab & Chassis (item no.13), and one (1) 10,000 GVWR Extended Cab 4x4 Pickup Truck (item no.14) in the amount of \$225,620.00 from Piedmont Truck Center be approved and the City Manager be authorized to execute all relevant contracts; and,

That the bid for the purchase of six (6) Extended Cab 2x4 Pickup Trucks (item no.4), one (1) 7,200 GVWR Crew Cab 4x4 Pickup Truck (item no.6), and two (2) Police Rear Wheel Drive Non-Patrol Vehicles (item no.19) in the amount of \$193,435.00 from Sir Walter Chevrolet be approved and the City Manager be authorized to execute all relevant contracts; and,

That the bid for the purchase of four (4) 4-Door Administrative Sedans (item no.1), one (1) 7,250 GVWR Cargo Van (item no.3), two (2) 7,200 GVWR Regular Cab 4x4 Pickup Trucks (item no.5), two (2) 13,300 GVWR Regular Cab 2x4 Cab & Chassis Gas (item no.15), one (1) 13,300 GVWR Crew Cab 4x4 Cab & Chassis Gas (item no.16), one (1) 19,500 GVWR Regular Cab 4x4 Cab & Chassis Diesel (item no.17), and five (5) Mid Size 4-Door 4x4 Sport Utility Vehicles (item no.18) in the amount of \$365,381.00 from University Ford be approved and the City Manager be authorized to execute all relevant contracts; and,

That the City Manager be authorized to modify the contract before execution provided that modifications do not increase the dollar amount of the contract and are consistent with the general intent of the existing version of the contract.

Background

The contract under consideration will provide the City with thirty-five (35) new vehicles. These vehicles were approved in the FY 2011/12 budget. This purchase is a part of the fleet replacement program. The Purchasing Division solicited bids from nine bidders and four responses were received.

Issues/Analysis

The following bids were received for City vehicles:

COMPANY	BID
<u>Item no. 1 – Four (4) Administrative Sedans</u>	
University Ford Durham, NC	*\$15,815.00 each \$63,260.00 total
Sir Walter Chevrolet Raleigh, NC	\$17,298.00 each \$69,192.00 total
Southern States Volkswagen Durham, NC	\$22,817.00 each \$91,268.00 total

Item no. 2 – Two (2) Compact 4x4 SUV

Sir Walter Chevrolet	\$26,200.00 each
Raleigh, NC	\$52,400.00 total

The administration recommends not awarding the bid for this vehicle and will order vehicles from item no. 18 instead.

Item no. 3 – One (1) 7250 GVWR Cargo Van

University Ford	*\$17,892.00 each
Durham, NC	\$17,892.00 total

Sir Walter Chevrolet	\$20,319.00 each
Raleigh, NC	\$20,319.00 total

Item no. 4 – Six (6) 2x4 Extended Cab Pickup Trucks

Sir Walter Chevrolet	*\$18,979.00 each
Raleigh, NC	\$113,874.00 total

Item no. 5 – Two (2) 7250 GVWR Regular Cab 4x4 Pickup Truck

University Ford	*\$22,093.00 each
Durham, NC	\$44,186.00 total

Sir Walter Chevrolet	\$23,038.00 each
Raleigh, NC	\$46,076.00 total

Item no. 6 – One (1) 7250 GVWR Crew Cab 4x4 Pickup Truck

Sir Walter Chevrolet	*\$25,857.00 each
Raleigh, NC	\$25,857.00 total

University Ford	\$26,690.00 each
Durham, NC	\$26,690.00 total

Item no. 7 – One (1) 10,000 GVWR Regular Cab 4x4 Pickup Truck

Piedmont Truck Center	*\$23,795.00 each
Greensboro, NC	\$23,795.00 total

Sir Walter Chevrolet	\$24,252.00 each
Raleigh, NC	\$24,252.00 total

University Ford	\$24,938.00 each
Durham, NC	\$24,938.00 total

Item no. 8 – One (1) 10,000 GVWR Regular Cab 4x4 Pickup Truck

Piedmont Truck Center Greensboro, NC	*\$24,150.00 each \$24,150.00 total
Sir Walter Chevrolet Raleigh, NC	\$24,642.00 each \$24,642.00 total
University Ford Durham, NC	\$25,165.00 each \$25,165.00 total

Item no. 9 – Three (3) 10,000 GVWR Regular Cab 2x4 Pickup Truck

Piedmont Truck Center Greensboro, NC	*\$21,450.00 each \$64,350.00 total
University Ford Durham, NC	\$22,364.00 each \$67,092.00 total
Sir Walter Chevrolet Raleigh, NC	\$24,422.00 each \$73,266.00 total

Item no. 10 – One (1) 10,000 GVWR Regular Cab 2x4 Pickup Truck

Piedmont Truck Center Greensboro, NC	*\$21,180.00 each \$21,180.00 total
University Ford Durham, NC	\$22,000.00 each \$22,000.00 total
Sir Walter Chevrolet Raleigh, NC	\$24,138.00 each \$24,138.00 total

Item no. 11 – One (1) 10,000 GVWR Regular Cab 4x4 Cab & Chassis

Piedmont Truck Center Greensboro, NC	*\$21,950.00 each \$21,950.00 total
Sir Walter Chevrolet Raleigh, NC	\$22,320.00 each \$22,320.00 total
University Ford Durham, NC	\$23,073.00 each \$23,073.00 total

Item no. 12 – One (1) 10,000 GVWR Extended Cab 2x4 Cab & Chassis

Piedmont Truck Center Greensboro, NC	*\$21,625.00 each \$21,625.00 total
Sir Walter Chevrolet Raleigh, NC	\$22,671.00 each \$22,671.00 total
University Ford Durham, NC	\$22,759.00 each \$22,759.00 total

Item no. 13 – One (1) 10,000 GVWR Crew Cab 2x4 Cab & Chassis

Piedmont Truck Center Greensboro, NC	*\$22,975.00 each \$22,975.00 total
Sir Walter Chevrolet Raleigh, NC	\$23,291.00 each \$23,291.00 total
University Ford Durham, NC	\$23,741.00 each \$23,741.00 total

Item no. 14 – One (1) 10,000 GVWR Extended Cab 4x4 Pickup Truck

Piedmont Truck Center Greensboro, NC	*\$25,595.00 each \$25,595.00 total
Sir Walter Chevrolet Raleigh, NC	\$26,847.00 each \$26,847.00 total
University Ford Durham, NC	\$26,950.00 each \$26,950.00 total

Item no. 15 – Two (2) 13,300 GVWR Regular Cab 2x4 Cab & Chassis Gas

University Ford Durham, NC	*\$21,695.00 each \$43,390.00 total
Piedmont Truck Center Greensboro, NC	\$27,952.00 each \$55,850.00 total

Item no. 16 – One (1) 13,300 GVWR Crew Cab 4x4 Cab & Chassis Gas

University Ford Durham, NC	*\$27,978.00 each \$27,978.00 total
Piedmont Truck Center Greensboro, NC	\$34,975.00 each \$34,975.00 total

Item no. 17 – One (1) 19,500 GVWR Regular Cab 4x4 Cab & Chassis Diesel

University Ford	*\$39,920.00 each
Durham, NC	\$39,920.00 total

Piedmont Truck Center	\$39,925.00 each
Greensboro, NC	\$39,925.00 total

Item no. 18 – Five (5) Mid Size 4-Door 4x4 SUV

University Ford	*\$25,751.00 each
Durham, NC	\$128,755.00 total

Sir Walter Chevrolet	\$27,793.00 each
Raleigh, NC	\$138,965.00 total

Item no. 19 – Two (2) Police Rear Wheel Drive Non-Patrol Vehicle

Sir Walter Chevrolet	*\$26,852.00 each
Raleigh, NC	\$53,704.00 total

*Recommended Bids

Alternatives

There are no good alternatives to making this purchase. All bids received were competitive and within budget.

Financial Impact

The total cost of the contract is \$784,436.00. Funding for this contract is available from the CIP Fleet Replacement Funds (30620153.732300, 30620135.732300, 30620123.732300, 30620128.732300, 30620122.732300, 30620117.732300, 30620115.732300, 30620119.732300).

SDBE Summary

The Equal Opportunity/Equity Assurance Department reviewed the bid submitted by Piedmont Truck Center, Inc. of Greensboro, NC, Sir Walter Chevrolet of Raleigh, NC and University Ford of Durham, NC and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting.

SDBE REQUIREMENTS

There were no SDBEs to provide this product.

WORKFORCE STATISTICS

The workforce statistics for Piedmont Truck, Inc., Sir Walter Chevrolet and University Ford are as follows:

Piedmont Truck, Inc.

Total Workforce	73	100%
Total Females	6	8%
Total Males	67	92%
Black Males	3	5%
White Males	63	86%
Other Males	1	1%
Black Females	0	0%
White Females	6	8%
Other Females	0	0%

Sir Walter Chevrolet

Total Workforce	47	100%
Total Females	8	17%
Total Males	39	83%
Black Males	2	4%
White Males	36	77%
Other Males	1	2%
Black Females	1	2%
White Females	6	13%
Other Females	1	2%

University Ford

Total Workforce	132	100%
Total Females	19	14%
Total Males	113	86%
Black Males	16	12%
White Males	97	73%
Other Males	0	0%
Black Females	1	1%
White Females	18	14%
Other Females	0	0%