



City of Palo Alto

City Council Staff Report

(ID # 8206)

Report Type: Consent Calendar

Meeting Date: 6/27/2017

Summary Title: Contract for Purchase of Eight Ford Explorers

Title: Approval of a Purchase Order With Folsom Lake Ford in the Amount of \$304,651 for the Purchase of Eight 2017 Ford Explorer Police Patrol Vehicles

From: City Manager

Lead Department: Public Works

Recommendation

Staff recommends that Council approve and authorize the City Manager to execute a purchase order with Folsom Lake Ford in the amount of \$304,651 for the purchase of eight 2017 Ford Explorer Police patrol cars.

Background

The Vehicle and Equipment Use, Maintenance, and Replacement Policy section 4-1 provides for the on-going replacement of City fleet vehicles and equipment. Replacements are scheduled using guidelines based on age, mileage accumulation and obsolescence. The policy prescribes a replacement interval for full size patrol sedans of five years or 100,000 miles.

In accordance with the policy, the Fleet Review Committee reviews all vehicles proposed for replacement and authorized replacing eight patrol vehicles on May 22, 2017.

The approval was based on:

- An examination of each vehicle's current usage;
- An analysis of each vehicle's operating and replacement costs;
- A comparison of the age, mileage, operating cost and performance of each vehicle with others in the class; and
- An analysis of alternatives to ownership, such as mileage

reimbursement; pooling/sharing; the reassignment of another underutilized vehicle, or renting.

For many years the City, like the majority of public agencies, purchased Ford's Crown Victoria for police patrol vehicles. In 2013, Ford discontinued the model, leaving the City to identify a new model for its patrol vehicles. Representatives from the Police and Public Works Departments coordinated to extensively evaluate all possible options for replacement, deciding on Ford's Explorer. The departments favored the Explorer for its handling, comfort, safety and maintenance requirements. Updated safety features include improved crumple zones, additional airbags, and ballistic doors. The vehicles also have more space for the growing amount of electronics and gear officers are mandated to carry inside the cars. The City began purchasing Explorers for police in 2015 and six are now in service.

Discussion

The Ford Explorer is the best replacement for the Ford Crown Victoria available, and many local, state, and federal law enforcement agencies are including them in their fleets.

Staff recommends replacing eight Ford Crown Victoria patrol vehicles, all of which meet and/or exceed the age and mileage criteria for replacement. The City's police cars serve a critical function under emergency conditions and as a result, the wear on these vehicles is significantly more rigorous than under normal driving conditions.

Bid Process

Section 2.30.360 (k) of the Palo Alto Municipal Code identifies the process that allows the use of another governmental or public agency's contract, which in this case is California State Contract 1-15-23-14B. As such this purchase is exempt from competitive bidding. After reviewing the documentation provided by Folsom Lake Ford (Attachment A), staff recommends the proposal submitted be accepted and the purchase order be awarded to Folsom Lake Ford in the amount of \$304,651.

Resource Impact

The replacement and build-out of these vehicles is estimated to total \$448,651,

\$304,651 for the replacement and \$144,000 for the buildout. Therefore, each vehicle is estimated to cost \$56,000.

Funds for these vehicles are available in the Vehicle Replacement and Maintenance Fund, Scheduled Vehicle and Equipment Replacement Fiscal Year 2018 Capital Improvement Program project (VR-18000), contingent upon the adoption of the Fiscal Year 2018 Capital Budget. Police Department vehicle replacements are funded via annual allocated charges from the Police Department General Fund budget. It is anticipated that approximately \$65,000 has not been collected from the department for these vehicles. This gap will either be funded from the Vehicle Replacement and Maintenance Fund ending fund balance or factored into the development of the annual budget in order to ensure the Vehicle Replacement and Maintenance Fund remains financially stable.

Policy Implications

Authorization of the contract does not represent any change to the existing policy.

Environmental Review

The vehicles to be purchased are in conformance with all applicable emissions laws and regulations, and will replace older vehicles that are currently in operation. Accordingly, this purchase is exempt from the California Environmental Quality Act (CEQA) under the Section 15061(b)(3) of the CEQA Guidelines.

Attachments:

- Attachment A - Quote

FOLSOM LAKE FORD

THE FORD SOURCE

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2017 ORDER 12-14 WEEKS

STATE CONTRACT 1-15-23-14B

5/22/2017

K8A 4DR AWD POLICE
.112.6" WB
G1 SHADOW BLACK
9 CLTH BKTS/VNL R
W EBONY BLACK
500A EQUIP GRP
.PREM SINGLE CD
99R .3.7L V6 TIVCT
44C .6-SPD AUTO TRAN
53M SYNC SYSTEM
16D BADGE DELETE
17A AUX CLIMATE CTL
17T CARGO DOME LAMP
18X 100 WATT SIREN
21P WIRING KIT-RR
423 CAL EM NOT REQD
43D COURTESY DISABL
51V SPTLMP LED DUAL
55B BLIND SPOT INFO
59B KEY CODE B
60R NOISE SUPPRESS
63B SD MARKER LGHTS
66A FRONT HDLMP PKG
.GRILL WIRING
66C REAR LIGHT PKG
76D DEFLECTOR PLATE
76R REVERSE SENSING
87R RR VIEW MIR/CAM
✓90G LH/RH PANEL IV
936 CAL SER VEH EXP
FLEX-FUEL
153 FRT LICENSE BKT

\$34,929.00

\$ 3,143.61 TAX @ 9.0 %

\$ 8.75 CA TIRE FEE

\$38,081.36

X 8 UNITS

\$304,650.88

LESS \$500.00 DISCOUNT
20 DAY PAYMENT

INCLUDES PAINTED WHITE
ROOF AND 2 FRONT DOORS