



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

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May 7, 2013

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt Specifications No. PA-01713 and award a contract to Worthington Ford, a Long Beach-based business (Local and SBE; not an MBE or WBE), for the purchase of four Ford F-550 CNG trucks with 39-foot aerial buckets, in an amount not to exceed \$504,963, including tax. (Citywide)

## DISCUSSION

City Council approval is requested to enter into a contract for the purchase of four Ford F-550 CNG trucks with 39-foot aerial buckets from Worthington Ford for the Department of Public Works.

The Department of Financial Management, Fleet Services Bureau, has an immediate need to purchase four articulated telescopic aerial bucket trucks as part of the City's FY 12 vehicle replacement plan. The regular replacement cycle for equipment of this type is nine years. The units being replaced are now 10 to 18 years old, and the costs of repair and acquiring necessary certifications are not economical. These units are used by the Department of Public Works, Public Services Bureau, Traffic Signals Division to repair or replace traffic signal lights Citywide.

The bid was advertised in the Press-Telegram on December 5, 2012, and 1,149 potential bidders specializing in trucks with telescopic aerial buckets were notified of the bid opportunity. Of those bidders, ten downloaded the bids via our electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority and women-owned business groups. Five bids were received on December 10, 2012. Of those five bidders, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), one was a certified Small Business Enterprise (SBE), and one was a Long Beach business (Local). Worthington Ford, a Long Beach-based business (Local and SBE; not an MBE or WBE), was the lowest responsible bidder.

**Local Business Outreach**

In an effort to align with our outreach goal, Long Beach businesses are encouraged to submit bids for City contracts. The Purchasing Division assists businesses with registering on the Bids Online database to download bid specifications. Through outreach, 150 Long Beach vendors were notified to submit bids, of which one downloaded and submitted a bid. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Linda T. Vu on April 11, 2013 and Budget Management Officer Victoria Bell on April 17, 2013.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. PA-01713 and award a contract concurrently is requested on May 7, 2013 to ensure that the contract is in place expeditiously.

FISCAL IMPACT

The total cost of this contract, in the amount not to exceed \$504,963, including tax, is budgeted in the Fleet Services Fund (IS 386) in the Department of Financial Management (FM). The award of this contract will provide continued support to our local economy by assisting in the preservation of five full-time employees residing in Long Beach with employment.

**SUGGESTED ACTION:**

Approve recommendation.

Respectfully submitted,



**JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT**

**APPROVED:**

JG:ES:RW  
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**PATRICK H. WEST  
CITY MANAGER**