



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

**C-5**

333 West Ocean Boulevard 6<sup>th</sup> Floor • Long Beach, CA 90802 • (562) 570-5400 • Fax (562) 570-5414

April 19, 2016

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt Specifications No. ITB FS16-081 and award a contract to FFBH Motors, LLC, dba Frontier Ford, of Santa Clara, CA, for the purchase of five Ford F-150 trucks, consisting of three Super Cab 4x4 trucks, one CNG-fueled Regular Cab truck, and one CNG-fueled Super Cab truck, in a total amount not to exceed \$182,107, inclusive of taxes and fees. (Citywide)

## DISCUSSION

City Council approval is requested to enter into a contract with Frontier Ford for the purchase of five Ford F-150 trucks. These trucks will support the operations of the Fire and Development Services Departments. Sufficient replacement funds have been collected to replace these units. This equipment is part of the approved replacement plan for FY 15.

The bid was advertised in the Long Beach Press-Telegram on January 21, 2016, and 1,129 potential bidders specializing in transportation, automotive parts, and services were notified of the bid opportunity. Of those bidders, 15 downloaded the bid via the City's electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Purchasing 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 22 local, minority, and women-owned business groups. Two bids were received on February 11, 2016. Of those 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). Frontier Ford, of Santa Clara, CA (not an MBE, WBE, SBE or Local), 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 also assists businesses with registering on the Bids Online database to download bid specifications. Through outreach, 160 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 Monica J. Kilaita on March 16, 2016 and by Budget Management Officer Victoria Bell on March 15, 2016.

SUSTAINABILITY

The new units are in full compliance with California Air Resources Board regulations for mileage and emission standards. Two of the units will be fueled by less expensive, cleaner burning, natural gas fuel.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. ITB FS16-081 and award a contract concurrently is requested on April 19, 2016, to ensure that a contract is in place expeditiously.

FISCAL IMPACT

The total purchase amount will not exceed \$182,107, and is budgeted in the Fleet Services Fund (IS 386) in the Financial Management Department (FM). Purchase costs of \$159,307 have been collected through regular capital replacement charges to the user departments and related funds. The incremental cost for the CNG fueling option on two trucks is \$22,800, and will be funded by the City's share of AB 2766 revenue, which funds federal and state mandates to reduce air pollution from motor vehicle emissions. AB 2766 funding is budgeted in the Transportation Fund (SR182) in FM. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:

  
\_\_\_\_\_  
PATRICK H. WEST  
CITY MANAGER