

CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

R-18

333 West Ocean Boulevard • Long Beach, CA 90802

February 15, 2011

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt Specifications No. PA-00811 and award a contract to Theodore Robins Ford, Inc., of Costa Mesa, CA (not an MBE, WBE, or SBE), for the purchase and delivery of 130 new 2011 Ford Crown Victoria Police Interceptors in a total amount not to exceed \$3,690,269 including tax. (Citywide)

DISCUSSION

City Council approval is being requested to authorize the City Manager to execute a contract for the purchase of 130 new 2011 Ford Crown Victoria Police Interceptors for patrol, detective operation, and other uses, in the amount of \$3,690,269. The Long Beach Police Department (LBPD) will be acquiring 106 Black and White Police Interceptors for patrol in the amount of \$3,025,908 and 24 Police Interceptor Solids (solid color units) for dual use in the amount of \$664,361 for use in the LBPD.

The LBPD currently utilizes 214 Ford Crown Victoria Black & White Police Interceptors for frontline Police patrol duties. Vehicles designated for patrol are budgeted for replacement every four years as these units are driven on a 24-hour basis. This increase of time in service accelerates the maintenance process and the unit "wears in" faster. The current units to be replaced exceed four years of service, exceed the mileage replacement threshold, and are now incurring increased maintenance costs.

In addition to the black & whites, LBPD currently utilizes 156 Ford Crown Victoria solid color Police Interceptors as dual-purpose vehicles used as command and unmarked units for gang, homicide, juvenile, auto theft detectives. They are also fully outfitted with the pursuit package, which allows for the dual use as a patrol vehicle. The current units to be replaced exceed eight years of service, exceed the mileage replacement threshold, and are now incurring increased maintenance costs.

The City has not purchased Ford Crown Victoria Interceptors since FY 09. The LBPD has worked to minimize replacements and maximize use of their current fleet during this time. By doing so, LBPD has, up to now, deferred the replacement of 177 black & white

vehicles and 45 solid vehicles, a total of 222, which would have been due for replacement by FY12. The requested quantity of 130 represents an on-going practice of minimizing replacements and maximizing use of the City's fleet. This purchase includes replacements due since FY 09 and recommended replacements for FY 10 through FY 12, secured at 2011 model year pricing. With this acquisition, LBPD will not need further fleet replacements for the next five fiscal years.

The City has been utilizing the Ford Crown Victoria model for 15 years. These units will be consistent with the LBPD's current vehicle fleet, which will allow Fleet Services to transfer major outfitting components from retired units. In addition, training for mechanics and operators will not be necessary. The Purchasing Division conducted an expedited bid to meet the Ford Motor Company's manufacturer cut-off date of March 1, 2011. Ford is retiring the Crown Victoria Police Interceptor and will begin production on a replacement model, which will not be available until 2012. The City is seeking to expedite the delivery process and fulfill the minimum outstanding replacements within the LBPD patrol and solid fleets.

There were two bids conducted. The first bid was advertised for 106 Ford Crown Victoria Police Interceptors in the Press-Telegram on January 25, 2011. 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. 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's business groups. 266 potential bidders specializing in automotive vehicles were notified. Of those bidders, 27 downloaded the bid via our electronic bid system. Eight bids were received on January 27, 2011. Of those eight bidders, none were Minority-owned Business Enterprises (MBEs); none were Women-owned Business Enterprises (WBEs); one was a certified Small Business Enterprises (SBEs); and one was a Long Beach Business (Local). The second bid was advertised for 130 Ford Crown Victoria Police Interceptors in the Press Telegram on February 2, 2011, and 266 potential bidders specializing in automotive vehicles were notified of the bid opportunity. Of those bidders, 8 downloaded the bid via our electronic bid system. Four bids were received on February 3, 2011. Of those four bidders, none were Minority-owned Business Enterprises (MBEs); none were Women-owned Business Enterprises (WBEs); one was a certified Small Business Enterprises (SBEs); and none were Long Beach Businesses (Local). Theodore Robins Ford, Inc., of Costa Mesa, CA (not an MBE, WBE or SBE), was the lowest responsible bidder.

Local Business Outreach

The outreach goal during the bid process is to encourage Long Beach Businesses to participate in the bid process and submit bids for City contracts. The Purchasing Division assists businesses with registering on the Bids Online database to download the bid specifications. For the first bid, the one Long Beach business registered for providing

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automotive vehicles submitted a bid and, unfortunately, this bid was significantly higher than the lowest responsible bidder. For the second bid, the one Long Beach business registered for providing automotive vehicles, submitted a bid after the bid closing time. As a result of this late submittal, the City could not accept their bid. The Purchasing Division will provide a debriefing to the Long Beach vendor that submitted a bid to educate them on the bid process, results, and any other questions they may have. The debriefing will assist the vendor with future bid opportunities.

This matter was reviewed by Deputy City Attorney Amy R. Burton and Budget Management Officer Victoria Bell on February 7, 2011.

TIMING CONSIDERATIONS

City Council action is requested on February 15, 2011, to ensure that these new units are ordered before the Ford's manufacturer cut-off date of March 1, 2011, and are built and placed into service in a timely manner.

FISCAL IMPACT

The total cost of this contract in the amount of \$3,690,269 including tax, is budgeted in the Fleet Services Fund (IS 386) in the Department of Public Works (PW). There is an additional savings with the payment term offered of a 10 percent discount for orders paid within 15 days of receipt, a potential savings of \$369,027. These costs are funded by user charges to the Police Department (PD). There is no local job impact associated with this recommendation.

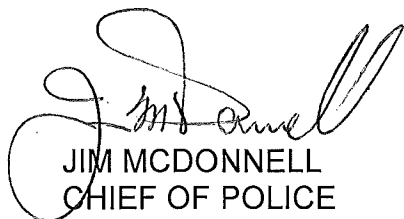
SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



WILLIAM YEOMANS
INTERIM DIRECTOR OF FINANCIAL MANAGEMENT



JIM MCDONNELL
CHIEF OF POLICE

APPROVED:



PATRICK H. WEST
CITY MANAGER