



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**February 20, 2024**

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**TOPIC:** Automotive, Motorcycle, Truck, and Heavy Equipment Repair Services

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**AGENDA TITLE**

Approve Agreements for Automotive, Motorcycle, Truck, and Heavy Equipment Repair Services in an Aggregate Amount Not to Exceed \$2,500,000 (Specification No. 23-098) (Non-General Fund).

**RECOMMENDED ACTION**

Authorize the City Manager to execute agreements with the vendors listed below to provide automotive, motorcycle, truck, and heavy equipment repair services in an annual aggregate amount not to exceed \$500,000, and total aggregate amount not to exceed \$2,500,000 for an initial three-year term beginning February 20, 2024 and expiring February 19, 2027, with provisions for two, 1-year extensions (Core Agreement No. A-2024-XXX).

**Vendor Name**

Santa Ana Guaranty Chevrolet Motors, Inc.  
Joe MacPherson Ford dba AutoNation Ford Tustin  
Bragg Investment Company, Inc. dba Coastline Equipment  
Elite Automotive Services, LLC  
Fleetworks, Inc.  
Seavco dba Irv Seaver Motorcycles  
Los Angeles Truck Centers, LLC dba Velocity Truck Centers  
Cerritos Ford, Inc. dba Norm Reeves Ford Superstore  
Plumbers Depot Inc.  
R. C. A. Investments, Inc. dba Long Beach BMW  
Motorcycles  
Cerritos Ford, Inc. dba Tuttle-Click Ford Lincoln

**Location**

Santa Ana, CA  
Tustin, CA  
Long Beach, CA  
Lake Forest, CA  
Santa Fe Springs, CA  
Orange, CA  
Whittier, CA  
Cerritos, CA  
Hawthorne, CA  
Long Beach, CA  
  
Irvine, CA

**GOVERNMENT CODE §84308 APPLIES:** Yes

**DISCUSSION**

The Public Works Agency's Parks, Fleet, and Facilities Division is responsible for the acquisition, maintenance, repair, and replacement of vehicles, trucks, and maintenance equipment. The existing City fleet comprises of over 700 vehicles and equipment that require preventative maintenance and unscheduled repair services. Such unscheduled

repairs routinely require outside experts to diagnose and provide repair services. This ensures the highest level of fleet service and support to the City's various departments.

The Request for Proposals (RFP) No. 23-098 was issued on August 29, 2023 on the City's online bid management and publication system, Planetbids. A summary of vendor participation and results is as follows:

- 76 Vendors notified
- 2 Santa Ana vendors notified
- 25 Vendors downloaded the bid packet
- 15 Proposals received
- 3 Proposals received from Santa Ana vendors

Proposals were solicited, opened on October 26, 2023, and evaluated. Fifteen proposals were submitted by the RFP deadline and 11 were determined to be responsible, responsive to the specifications, and met the City's requirements. The proposals submitted by Leon's Transmissions, Mr. D's Automotive, Pomeroy's Muffler Inc., and Theodore Robins Ford were deemed non-responsive due to incomplete submissions and did not meet RFP specifications. The selection committee with experience in fleet automotive, motorcycle, truck, and heavy equipment repairs evaluated all proposals.

Staff recommends awarding agreements to the 11 responsible, responsive firms to ensure sufficient resources are available based on the City's projected needs. The proposals submitted by the selected firms demonstrated the necessary expertise, capacity, and experience in one to all four repair categories as specified in the RFP. Additionally, the rates provided by the firms are reasonable, within industry standard, and provide the best value for the City.

#### Local Outreach Efforts

The Purchasing Division advertised this project on the City's online bid management and publication system, which directly notified two Santa Ana vendors. Additionally, Purchasing Staff performed supplemental outreach by personally contacting recommended local vendors by telephone and email to notify them of the bidding opportunity, provide registration instructions, and other general information about the bidding process. Three vendors downloaded the RFP and submitted a proposal for consideration.

#### **FISCAL IMPACT**

Funding is available in the FY 2023-24 budget and funding for subsequent fiscal years will be included in the proposed budgets for City Council consideration. The following table summarizes the funds budgeted and available for expenditure to deliver agreement services.

<b>Fiscal Year</b>	<b>Accounting Unit-Account #</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
2023-24 (Feb-Jun)	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$181,034
2024-25	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$500,000
2025-26	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$500,000
2026-27	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$500,000
2027-28	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$500,000
2028-29 (Jul-Feb)	07517100-62322	Fleet Maintenance	EQUIP MAINT-GARAGE OPERATION, Maintenance & Repair Machinery & Equipment	\$318,966
<b>TOTAL</b>				<b>\$2,500,000</b>

**EXHIBIT(S)**

1. Agreement with Santa Ana Guaranty Chevrolet Motors, Inc.
2. Agreement with Joe MacPherson Ford dba AutoNation Ford Tustin
3. Agreement with Bragg Investment Company, Inc. dba Coastline Equipment
4. Agreement with Elite Automotive Services, LLC
5. Agreement with Fleetworks, Inc.
6. Agreement with Seavco dba Irv Seaver Motorcycles
7. Agreement with Los Angeles Truck Centers, LLC dba Velocity Truck Centers
8. Agreement with Cerritos Ford, Inc. dba Norm Reeves Ford Superstore
9. Agreement with Plumbers Depot, Inc.
10. Agreement with R. C. A. Investments Inc. dba Long Beach BMW Motorcycles
11. Agreement with Cerritos Ford, Inc. dba Tuttle-Click Ford Lincoln

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Submitted By: Nabil Saba, P.E., Executive Director – Public Works Agency

Approved By: Tom Hatch, Interim City Manager