

REQUEST FOR COUNCIL ACTION



CITY COUNCIL MEETING DATE:

DECEMBER 15, 2020

TITLE:

**AMEND PURCHASE ORDER WITH
FAIRWAY FORD SALES, INC. FOR
TWELVE FORD POLICE INTERCEPTOR
VEHICLES IN THE AMOUNT OF
\$494,207.79
(SPECIFICATION NO. 19-135)
(NON-GENERAL FUND)**

/s/ Kristine Ridge

CITY MANAGER

CLERK OF COUNCIL USE ONLY:

APPROVED

- ☐ As Recommended
- ☐ As Amended
- ☐ Ordinance on 1st Reading
- ☐ Ordinance on 2nd Reading
- ☐ Implementing Resolution
- ☐ Set Public Hearing For _____

CONTINUED TO _____

FILE NUMBER _____

RECOMMENDED ACTION

Amend the contract with Fairway Ford Sales, Inc., for the procurement of 12 additional Ford Police Interceptor vehicles for the Santa Ana Police Department for a total amount not to exceed \$494,207.79, subject to non-substantive changes approved by the City Manager and City Attorney.

DISCUSSION

The Santa Ana Police Department has a fleet of 262 vehicles. Ninety-nine of these vehicles are patrol vehicles assigned to Field Operations. The Police Department uses Ford Police Interceptor vehicles, similar to Explorers, as the standard vehicle in Field Operations. This contract award will provide 12 Ford Police Interceptor vehicles for the Police Department. This purchase will allow the Police Department to surplus three patrol vehicles that have reached the end of their useful life, and net nine vehicles, thereby increasing the size of the Patrol fleet as new officers come off of training. Ford has a four month lead time for the delivery of these vehicles from receipt of order. Once the vehicles are received, they are equipped with the required, radios, light bars, and equipment. With these timelines, it is expected that the new vehicles will go into service in summer 2021.

On January 21, 2020, the City Council awarded a purchase order to Fairway Ford Sales, Inc., for the purchase of 12 Ford Police Interceptor vehicles. Sixteen Santa Ana vendors were notified in the original Invitation for Bid and nine vendors downloaded the bid packet. The City received four bids and awarded to the lowest bidder. Fairway Ford Sales, Inc., has agreed to honor the 2020 model pricing for 12 additional 2021 model Ford Police Interceptor vehicles with the same specifications. The purchase price of \$494,207.79 for the 12 additional vehicles represents the best value to the City.

FISCAL IMPACT

Funds for this purchase are available in the following Public Works Fleet Division accounts:

Vehicle Purchase – Fairway Ford

Fiscal Year	Accounting Unit – Account Number	Accounting Unit, Account Description	Amount
FY 2020-21	07017100-66400	Fleet Replacement, Mach and Eqpt	\$411,839.83
FY 2020-21	07517101-66400	Fleet Replacement, Mach and Eqpt	\$82,367.96
		Total	\$494,207.79

Fiscal Impact Verified By: Kathryn Downs, CPA, Executive Director – Finance and Management Services Agency

Submitted By: David Valentin, Chief of Police - Police Department
Nabil Saba, Executive Director - Public Works Agency

Exhibit: 1. Abstract of Bids

ABSTRACT OF BIDS
FORD POLICE INTERCEPTOR VEHICLES (19-135)

	Fairway Ford Sales, Inc. Placentia, CA	South Bay Ford Lincoln Hawthorne, CA	Theodore Robins Ford Costa Mesa, CA	Wondries Fleet Group Alhambra, CA
AGATE BLACK WITH OXFORD WHITE ROOF & DOORS				
Total Price per vehicle	\$41,183.98	\$42,595.48	\$41,190.13	\$41,457.11
Quantity	8	8	8	8
Purchase Total	\$329,471.86	\$340,763.85	\$329,521.07	\$331,656.86
SOLID COLOR AGATE BLACK				
Total Price per vehicle	\$40,036.86	\$41,413.40	\$40,316.02	\$40,528.48
Quantity	4	4	4	4
Purchase Total	\$160,147.43	\$165,653.59	\$161,264.10	\$162,113.93

EXHIBIT 1