


COUNCIL COMMUNICATION

	Number:	21-007	Meeting:	January 11, 2021
	Agenda Item:	26B	Roll Call:	21-29
	Submitted by:	Nickolas Schaul, Finance Director		

AGENDA HEADING:

Approving the purchase of 16 replacement vehicles for use in various City Departments utilizing State of Iowa Department of Administrative Services (IADAS) purchasing contracts.

SYNOPSIS:

Recommend approval to purchase 16 replacement vehicles for use in various City Departments utilizing IADAS purchasing contracts as follows:

- Three (3), ¾-ton four-wheel drive pickup trucks from Stivers Ford (1450 E. Hickman Road, Waukee, Iowa 50263, Scott Politte, General Manager), in the amount of \$86,484 utilizing contract number 21148 Group 2.
- Four (4), 1-ton cab and chassis from Dewey Ford (3055 SW Delaware, Ankeny, Iowa 50021, Dan Boettcher, General Manager), in the amount of \$ \$136,318.84, using contract number 21150 MDC Group 1 and HDC Group 3.
- Nine (9), ½-ton pickup trucks from Stew Hansen Dodge City, 12103 Hickman Road, Des Moines, IA 50323 (Dan Boettcher, General Manager) in the amount of \$217,085 using contract numbers 21146 STP Group 2.1 and 2.2.

FISCAL IMPACT:

Amount: \$439,887.84

Funding Source: 2020-2021 Operating Budget, page 97, I201, Equipment Replacement

ADDITIONAL INFORMATION:

- Vehicles in the City fleet were identified that meet or exceed established replacement criteria and approved for replacement by the Fleet Oversight Committee (FOC). New vehicle classes were matched to the same vehicle class as the existing units being replaced and any upgraded classes were approved by the FOC. There are no Electric Vehicles (EVs) in production for the class of vehicles (medium duty pickup trucks) recommended in this award. Subsequent recommendations for compact and midsized sedan car class vehicles will include EVs as procurement of EVs becomes finalized.

- Bid responses to previous annual vehicle bid solicitations has diminished in previous years. Based on responses from area commercial fleet managers of vehicle dealerships the reasons for reduced responses include:
 - Individual policy decisions not to compete with awarded State of Iowa Contract holders as the contract holders are afforded manufacturer discounts for State Contracts that are not available to all dealerships.
 - Discontinued manufacturer's discounts for governmental and municipal sales. Multiple dealerships under the same owner will not submit bids for competing product brands.
 - Requirement for bidding dealers to source specialized up fitting of service bodies and vehicle accessories that cannot be performed at their respective dealerships.

- Vehicles meeting specifications necessary to deliver City services of all using departments are available from various IADAS vehicle purchasing contracts. Any necessary up fitting will be performed upon delivery of the contracted vehicle by City Fleet Services staff or procured from an outside provider of up fitting services directly. Therefore, the recommendation is to award the purchase of vehicles to the respective State of Iowa contract holders as indicated.

PREVIOUS COUNCIL ACTION(S):

Date: August 19, 2019

Roll Call Number: [19-1334](#)

Action: [Bid](#) for 10 replacement vehicles (8 ½-ton extended cab pickup trucks and 2 compact extended cargo cans) from Stew Hansen Dodge City (Dan Boettcher, General Manager), \$235,855 and 3 vehicles (3/4-ton crew cab 4x4 pickup trucks) from Dewey Ford (Dan Boettcher, General Manager), \$95,417, to be used by various City Departments, through the Iowa Department of Administrative Service contracts. ([Council Communication No. 19-358](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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