


COUNCIL COMMUNICATION

	Number:	21-307	Meeting:	July 19, 2021
	Agenda Item:	54B	Roll Call:	21-1139
	Submitted by:	Nickolas Schaul, Finance Director		

AGENDA HEADING:

Approving the purchase of 19 replacement vehicles for use by the Fire, Police, and Public Works Departments.

SYNOPSIS:

Recommend the approval to purchase **19** replacement vehicles for use by the Fire, Police, and Public Works Departments.

Eleven (11) vehicles including **8** Ford Utility Interceptors SUVs (Patrol/Pursuit), one (1) Ford Utility Interceptor (Patrol/Pursuit K9), and one (1) half ton pickup truck Special Service Vehicle (SSV), per State of Iowa contract number 20103, and one (1) mid-sized SUV, per State of Iowa contract number 21148 from Stivers Ford (1450 E. Hickman Road, Waukee, Iowa 50263, Scott Politte, General Manager), in the amount of **\$349,525.50**.

Five (5) vehicles including; two (2) compact SUVs three (3) one-ton pickup truck cab and chassis as per State of Iowa contract number MA 21150 from Dewey Ford (3055 SW Delaware, Ankeny, Iowa 50021, Dan Boettcher, General Manager), in the amount of \$171,263.14.

One (1) full-size SUV as per State of Iowa contract number MA 005 21147 from Karl Chevrolet (1101 S.E. Oralabor Road, Ankeny, Iowa 50021, Carl Moyer, Owner), in the amount of \$26,957.

Two (2) vehicles including one (1) minivan as per State of Iowa contract number MA 21146 and one (1) large SUV PPV as per State of Iowa contract number 21119 from Stew Hansen Dodge City (12103 Hickman Road, Des Moines, IA 50323, Dan Boettcher, General Manager), in the amount of \$64,206.96.

FISCAL IMPACT:

Amount: **\$611,952.10**

Funding Source: 2021-2022 Operating Budget, page 81, I201 Equipment Replacement.

ADDITIONAL INFORMATION:

- Vehicles in the Fire, Police, and Public Works department fleets were identified that meet or exceed established replacement criteria and approved for replacement by the Fleet Oversight

Committee (FOC) in a multi-year plan. 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.

- Pursuit rated SUVs were further identified as the optimum vehicle class and approved by a previous additional FOC process for the designated use; however, there is opportunity for alternative fueled (gas/electric hybrid) vehicles in that vehicle class. Finance is planning to bring two (2) hybrid vehicles for purchase in August 2021.
- Bid responses to recent annual vehicle bid solicitations have continued to diminish as 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 are available from various State of Iowa Department of Administrative Services vehicle purchasing contracts. 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: November 23, 2020

Roll Call Number: [20-1911](#)

Action: [Approving](#): Purchase of two (2) replacement large SUV public safety vehicles from Karl Chevrolet (Carl Moyer, Owner) per State of Iowa contract for use by the Fire Department \$85,183.40. ([Council Communication No. 20-501](#)) Moved by Mandelbaum to adopt; refer to the City Manager to look at the fleet and figure out the transition process. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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