



## MEMORANDUM

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March 2, 2012

**TO:** Board of Mayor and Aldermen

**FROM:** Eric S. Stuckey, City Administrator *ES*  
Russell Truell, Assistant City Administrator / CFO  
Rocky Garzarek, Fire Chief  
Brian Wilcox, Purchasing Manager

**SUBJECT:** Consider rejecting all bids for replacement of three (3) rescue chassis and associated work for the Fire Department (Purchasing Office Procurement Solicitation No. 2012-020)

### Purpose

The purpose of this procurement was to have been (a) the supply and delivery of a quantity of three (3) new cab and chassis, (b) the removal of a quantity of three (3) existing rescue bodies and sundry equipment from three (3) existing cab and chassis and mounting the bodies and sundry equipment on the new cab and chassis, (c) net of any trade-in for the existing cab and chassis. The new cab and chassis would replace existing cab and chassis that are scheduled this current fiscal year to be removed from service.

### Background

The City published on January 26, 2012 a Notice to Bidders in the *Williamson Herald* for the supply and delivery of a quantity of three (3) new cab and chassis, including the removal of a quantity of three (3) existing rescue bodies and sundry equipment from three (3) existing cab and chassis and mounting the bodies and sundry equipment on the new cab and chassis, net of any trade-in for the existing cab and chassis. In addition, bid documents were sent on or about the same date directly to eleven (11) potential bidders known or thought to be interested in this solicitation. Even though five (5) vendors complied with the requirement to schedule and attend a mandatory pre-bid appointment, the City received only one (1) bid. This bid was publicly opened at the bid opening held on February 23, 2012. A tabulation of the bids received for this solicitation is attached.

### Financial Impact

The sole bid received is in the total amount of \$464,079.00 for the specified procurement. For the three (3) rescue vehicles, this amount averages \$154,693.00 each. This average pricing per each rescue vehicle, which includes the existing rescue bodies, compares with an expectation that the purchase price of an entirely new rescue vehicle, including not only a new cab and chassis but also a new rescue body, of roughly the same amount.

### Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

### Recommendation

Staff observes that the sole bid received took 27 exceptions to City specifications. Due to the exceptions taken, as well as the pricing relative to the expected purchase price of an entirely new rescue vehicle, staff recommends that the City reject the only bid and consider its options. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

**Tabulation of Bids \***

<b>Purchasing Office Solicitation No.:</b>	2012-020 Replacement of three (3) rescue chassis
<b>Notice to Bidders published in the <i>Williamson Herald</i> on:</b>	1/26/12
<b>Number of vendors that were notified of / that responded to this solicitation for bids:</b>	11 / 1
<b>Date and time bids due and publicly opened:</b>	2/23/12 2:00 PM
<b>Present at opening of bids:</b>	Sid Lewter of Excellence; Todd Horton of the City of Franklin Fire Department; and Tiffany Wilkins of the City of Franklin Purchasing Office
<b>Target meeting of BOMA at which recommendation will be considered:</b>	3/13/12

Bids received from:	Bid No.:	Year, Make & Model:	Do the bid items MOES <sup>1</sup> ? / If not, how many exceptions do not MOES <sup>1</sup> ?	Pricing:	Payment terms:	Estimated time of delivery after receipt of order:	Bid pricing is valid through:
Excellance Inc. 453 Lanier Road Madison, AL 35758 Sid Lewter, Regional Accounts Manager 800-882-9799	1 of 1	2013 Freightliner M2	Bidder takes 27 exceptions to City specifications	3 at \$95,564.00 each	net 30 days  OR prompt pay discount of \$2,500.00 per unit for payment upon delivery	not indicated	04/20/12
		For removal of existing rescue body and sundry equipment from existing cab and chassis and installation of same on new		\$64,356.00 +\$64,554.00 +\$60,477.00 =\$189,387.00			
		Trade-in of existing cab and chassis		3 at deduct of \$4,000.00 each			
		Net total quoted bid pricing for three (3) replacements of cab and chassis		\$464,079.00			

<sup>1</sup>MOES indicates "meet(s) or exceed(s) City specifications"

\* All bids recommended to be rejected