



Folsom City Council Staff Report

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| MEETING DATE: | 4/13/2021 |
| AGENDA SECTION: | Consent Calendar |
| SUBJECT: | Resolution No. 10608 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Three Ford Ranger Pickup Trucks |
| FROM: | Public Works Department |

RECOMMENDATION / CITY COUNCIL ACTION

The Public Works Department (Solid Waste division) recommends that the City Council pass and adopt Resolution No. 10608 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Three Ford Ranger Pickup Trucks.

BACKGROUND / ISSUE

The Public Works Department (the Department) must maintain a fleet of staff vehicles that is able to provide efficient and reliable service. The City's requirement for these vehicles is based on the need to replace its aging fleet (pursuant to the Department's Solid Waste Division's approved replacement schedule) and to maintain current service levels. The vehicles being purchased will replace three vehicles, equipment numbers 600, 646 and 745, with high maintenance costs, all of which are more than 15 years of age. Replaced vehicles will be sold on GovDeals.com in accordance with Folsom Municipal Code, section 2.36.220, Disposition of surplus personal property.

This resolution authorizes the City Manager to execute an agreement with Folsom Lake Ford for the purchase of three Ford Ranger pickup trucks. The total cost for the purchase of these vehicles will not exceed \$99,538.77. Sufficient funds to purchase the replacement vehicles are budgeted and available in the Fiscal Year 2020-21 Solid Waste Enterprise Fund (Fund 540).

POLICY / RULE

Section 2.36.080 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$62,657 or greater shall be awarded by the City Council.

Section 2.36.100 of the Folsom Municipal Code provides for a five percent price differential to local bidders in contracting. The success of local businesses and vendors positively impacts Folsom’s economy as a whole, as well as the City’s ability to provide quality services and programs. The City strives to use Folsom vendors in purchasing services and products when quality, service, and other factors are equal.

ANALYSIS

Solid Waste Division administrative and supervisory staff are currently using three full-size pickup trucks to perform their field duties as well as for general transportation needs. These existing pickup trucks range in age from 17 to 20 years old, and because of their age, they all have high maintenance costs, low fuel efficiency and less safety features than a modern pickup truck.

The proposed replacement Ford Rangers will benefit from modern technology to provide a more reliable and safer working environment for staff while providing an estimated 30% improvement in fuel efficiency, based on Environmental Protection Agency (EPA) miles per gallon ratings, all of which should result in a significant reduction in operating costs.

The Department received a total of three (3) competitive bids from seven (7) dealers solicited. The dealers and corresponding bids are shown in the table below. The selected bid is 4% higher than the lowest and is awarded based on local vendor preference.

| Dealer | Bid Amount |
|---------------------------|---------------|
| Downtown Ford | \$ 95,466.50 |
| Elk Grove Ford | no bid |
| Folsom Lake Ford* | \$ 99,538.77 |
| Future Ford of Roseville | no bid |
| Future Ford of Sacramento | no bid |
| Harrold Ford | no bid |
| National Auto Fleet Group | \$ 101,986.68 |

**Selected bid.*

FINANCIAL IMPACT

The Solid Waste FY 2020-21 Operating Budget included an appropriation for the replacement of vehicles. The Department is requesting that the new contract be authorized for a not to exceed amount of \$99,538.77. Sufficient funds to purchase the replacement vehicles are

budgeted and available in the Fiscal Year 2020-21 Solid Waste Enterprise Fund (Fund 540). Once these new vehicles are placed in service, the three replaced pickup trucks will be disposed of in accordance with City policy.

ENVIRONMENTAL REVIEW

This action is exempt from environmental review under the California Environmental Quality Act (CEQA).

ATTACHMENTS

1. Resolution No. 10608 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Three Ford Ranger Pickup Trucks

Submitted,

Dave Nugen, Public Works Director

RESOLUTION NO. 10608

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD TO PURCHASE THREE FORD RANGER PICKUP TRUCKS

WHEREAS, the Solid Waste Division of the Public Works Department has validated its need to purchase three Ford Ranger pickup trucks based on an approved replacement schedule; and

WHEREAS, this purchase has been competitively bid by three different vendors with Folsom Lake Ford submitting the winning bid by virtue of the City's local vendor preference offset; and

WHEREAS, sufficient funds are budgeted and available in the Fiscal Year 2020-21 Solid Waste Fund (Fund 540) Budget for the purchase of vehicles; and

WHEREAS, the purchase will replace equipment numbers 600, 646, and 745 all of which are pickups in excess of 15 years old; and

WHEREAS, replaced equipment will be sold in accordance with Folsom Municipal Code section 2.36.220, Disposition of surplus personal property; and

WHEREAS, staff recommends the execution of an agreement with Folsom Lake Ford for the purchase of three Ford Ranger pickup trucks; and

WHEREAS, the agreement will be in a form acceptable to the City Attorney:

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute an agreement with Folsom Lake Ford to purchase three Ford Ranger pickup trucks for the Solid Waste Division of Public Works Department for a not-to-exceed amount of \$99,538.77 including tax and delivery.

PASSED AND ADOPTED this 13th day of April 2021, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Michael D. Kozlowski, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

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