SUBJECT: POLICE VEHICLES AND OUTFITTING

BID #: SC-0353-17 **OPEN DATE:** 12/07/2016

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – DATE OF AWARD THROUGH SEPTEMBER 30, 2017 WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FLEET MANAGEMENT

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 10 **NUMBER RECEIVED:** 3 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to ratify the period of service from October 1, 2017 to date of award. Recommend approval to utilize the first of two (2) renewal options with Duval Ford for Group 1. Period of service is from date of award through September 30, 2018. Total revised estimated annual expenditure amount is $10,230,840.00, to include a price increase for the Ford Interceptor Utility and the Ford Interceptor Sedan models as outlined in the attached memo. Total expenditure amount not to exceed $23,202,020.00.

Funding Source: AFFM511-06401 - To be encumbered by purchase order

Attachments: Recommendation Memo, Vendor Letter and Previous Award(s)

Analyst: _____ Annette Burney

RESPECTFULLY SUBMITTED: _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: John P. Pappas, Director, Public Works Department

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FINANCE AND ADMINSTRATION DEPARTMENT
FLEET MANAGEMENT DIVISION

Jacksonville
Where Florida Begins.

Date: October 26, 2017

To: Gregory Pease, Chief of Procurement Division

Thru: C. J. Thompson, Chief of Fleet Management Division

From: Erik Preacher, Fleet Financial Services Manager

Re: Recommendation of Approval of First Renewal for SC-0353-17 Vehicles and Outfitting for Fleet Management

Fleet Management Division is requesting approval ratify date of award from October 1, 2017 to Date of Award.

Fleet Management Division is requesting to utilize First (1st) renewal option to the lowest responsive, responsible Bidders for Groups #1 to Duval Ford in the amount of $10,230,840.00. Period of Service is October 1, 2017 through September 30, 2018, with one (1) year renewal option remaining.

Estimated amount of annual expenditure is $10,230,840.00. Total expenditure not to exceed $23,202,020.00.

AFFM513-06401 will be utilized for these purchases.

2581 Commonwealth Ave Jacksonville, FL 32254 Phone: 904.255.7499 Fax: 904.381.4607 www.coj.net

RENEWAL OPTION NOTIFICATION FOR COJ BID SC-0353-17

Duval Ford LLC, dba Duval Ford elects to exercise the first yearly renewal option contained in contract SC-0353-17, extending the initial contract term ending September 30th 2017 into the first renewal option term: October 1st 2017 through September 30th, 2018.

According to the Terms and Conditions, page 13, paragraph seven, Duval Ford is requesting a price escalation addendum to the following base vehicle's bid with model codes: K8A (Ford Interceptor Utility), and P2M (Ford Interceptor Sedan), delivered as 2018 models previously awarded as 2017 model year vehicles. The manufacturer's latest literature is contained herein denoting the manufacturer's year-over-year price increase.

In summary, the following table shall represent the mathematics behind the request for price escalation, addendum 1:

Ford Interceptor Utility

Model Year	Model: Interceptor Utility	Dealer Invoice	MSRP	Less Dealer Credits, New Model year Concessions	Requested Addendum for 2018 Model, net dealer credits
2017	K8A	$29,855.00	$31,510.00		
2018	K8A	$31,189.00	$32,320.00		
Increase		$1,334.00		($540)	**$790.00**

Ford Interceptor Sedan AWD

Model Year	Model: Interceptor Sedan	Dealer Invoice	MSRP	Less Dealer Credits, New Model year Concessions	Requested Addendum for 2018 Model, net dealer credits
2017	P2M	$27,589.00	$29,195.00		
2018	P2M	$27,693.00	$29,305.00		
Increase		$103		na	**$103.00**

Manufacturer's Price List

3/31/2016

2017 UTILITY POLICE INTERCEPTOR PROPI

PRICE LIST

(PRICE LEVEL CODE 715)

MODEL		SERIES CODE	BASE VEHICLE PRICE	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
Police Interceptor	AWD	K8A	Utility Police Interceptor AWD	$ 29,855	$ 31,510

07/18/2017

2018 UTILITY POLICE INTERCEPTOR PR

PRICE LIST

(PRICE LEVEL CODE 815)

MODEL		SERIES CODE	BASE VEHICLE PRICE	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
Police Interceptor	AWD	K8A	Utility Police Interceptor AWD	$ 31,189	$ 32,320

9/16/2016

2017 SEDAN POLICE INTERCEPTOR PR

PRICE LIST

(PRICE LEVEL CODE 725)

MODEL	SERIES CODE	BASE VEHICLE PRICE	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
Police Interceptor	P2M	Sedan Police Interceptor AWD	$ 27,589	$ 29,195

07/18/2017

2018 SEDAN POLICE INTERCEPTOR PR

PRICE LIST

(PRICE LEVEL CODE 815)

MODEL	SERIES CODE	BASE VEHICLE PRICE	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
Police Interceptor	P2M	Sedan Police Interceptor AWD	$ 27,693	$ 29,305

Addendum 2: Duval Ford is requesting an amendment to the contract language that certifies all customer supplied items to be delivered in full before the "notice to proceed" is approved.

BID PROPOSAL FORM				
PURCHASE OF MOTOR VEHICLES CITYWIDE				
NO CHANGES SHALL BE MADE TO THIS BID PROPOSAL FORM. PRICING MUST BE SUBMITTED AS SPECIFIED.				
GROUP 1: POLICE CARS: VENDOR SUPPLIED ACCESSORIES				
Vehicle #1	Unit	YEAR 1 PRICE	INCREASE	YEAR 2 PRICE
FORD INTERCEPTOR SEDAN - FULL PATROL WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	30788	100	30888
Vehicle #2				
FORD INTERCEPTOR SEDAN - SARGENT AND LIEUTENANT WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	29399	100	29499
Vehicle #3				
FORD INTERCEPTOR SEDAN - MARKED TRAFFIC WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	31778	100	31878
Vehicle #4				
FORD INTERCEPTOR SEDAN - COMMUNITY SERVICE VEHICLE WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	28127	100	28227
Vehicle #5				
FORD INTERCEPTOR UTILITY - FULL PATROL WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	35281	540	35821
Vehicle #6				
FORD INTERCEPTOR UTILITY- K-9 WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER.	Each	39103	540	39643
Vehicle #7				
FORD INTERCEPTOR UTILITY- SARGENT AND LIEUTENANT WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	33121	540	33661
Vehicle #8				
FORD INTERCEPTOR UTILITY - MARKED TRAFFIC WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	36011	540	36551
Vehicle #9				
FORD INTERCEPTOR UTILITY - COMMUNITY SERVICE VEHICLE WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	32001	540	32541
Vehicle #10				
FORD FUSION SEDAN - DETECTIVE WITH ALL OPTIONS SUPPLIED AND INSTALLED BY DEALER	Each	19327	0	19327

COJ Authorized Representative

_____

_____

_____

Duval Ford LLC dba Duval Ford

Jeff Raynor
Duval Ford
Fleet Director

October 26th, 2017

Kurtz, Sheryl

From: Preacher, Erik
Sent: Thursday, October 26, 2017 9:50 AM
To: Kurtz, Sheryl
Subject: FW: 2018 COJ Renewal Proposal
Attachments: image2017-10-26-083144.pdf

Please send immediately for renewal retroactive to October 1. Thank you.

Erik Preacher
Fleet Financial Services Manager
City of Jacksonville
Fleet Management Division
2581 Commonwealth Ave
Jacksonville, FL 32254
Phone: 904-255-7434
Cell: 904-759-1035
Fax: 904-387-8904

From: Jeff Raynor [mailto:jeff.raynor@duvalford.com]
Sent: Thursday, October 26, 2017 8:40 AM
To: Preacher, Erik
Cc: Richard Tackett
Subject: 2018 COJ Renewal Proposal

Erik,

Please find attached the 2018 COJ renewal proposal.
Sorry for the delay.

Thank you for the opportunity!

Jeff

Jeff Raynor
Fleet Director
Duval Ford
904-315-6577

From: scanner@duvalford.com
Sent: Thursday, October 26, 2017 8:32 AM
To: jeff.raynor@duvalford.com
Subject:

SUBJECT: **POLICE VEHICLES AND OUTFITTING**

BID# SC-0353-17 OPEN DATE: **2016-12-07**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:

SUPPLY CONTRACT - DATE OF AWARD THROUGH SEPTEMBER 30, 2017 WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: **FLEET MGMT**

BASIS OF AWARD: **BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER**

NUMBER OF BIDS INVITED 10 NUMBER RECEIVED 3 OTHER 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval of award to the lowest responsive, responsible bidder for Group 1, Duval Ford LLC, for the purchase of police vehicles. Groups 2 - 4 will not be awarded. Period of service is from date of award through September 30, 2017. Total not to exceed expenditure in the amount of $12,971,180.00.

Funding Source: AFFM511-06401 - To be encumbered by purchase order

Attachments: Recommendation Memo, Tabulation, Terms and Conditions

BUYER: ANNETTE BURNEY RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: **C.J. Thompson, Chief, Fleet Management Division**

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)

ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 12/15/16

Teresa R. Eichar OTHER:

ACTION OF AWARDING AUTHORITY DATE: 12/15/16

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For Mayor Alvin L. Curry
Acting Authority
Executive Order No. 2015-05

FORM GB-108, Revised 12/2007

TERMS AND CONDITIONS

SCOPE

The Fleet Management Division of the City of Jacksonville, Florida is currently accepting bids to obtain source(s) of supply for the items as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these items and to obtain pricing commitments for Police Vehicles and Outfitting as listed in the bid documents.

AWARD

Award will be BY ITEM or GROUP to the lowest responsive, responsible bidder. ALL awards are subject to the availability of funds. Bidders must bid on all items in a group to be considered for award of that group.

TERM OF AGREEMENT

The term of this agreement is from date of award through September 30, 2017, with two (2) one (1) year renewal options. Renewal Options may be exercised at the discretion of the City based on supplier performance and adherence to the terms and condition set forth in the bid documents.

COMPLIANCE WITH SPECIFICATIONS

The bidder, by affixing their signature to the bid form submitted, agrees to provide item(s)/service(s) in accordance with the bid documents provided. Bid only a single offering for each bid item. Multiple offerings, alternates (unless stated) and or stipulations may be cause for bid rejection. Bid only on forms provided herein unless otherwise stated. Bid submissions shall be in ink or typewritten. All corrections must be initialed.

STATE CONTRACTS

The City reserves the right to utilize contracts established by the State of Florida and or other governmental agencies for item(s)/service(s) covered under this bid. The city reserves the right to cancel this contract in whole or in part for such item(s)/service(s).

QUANTITIES

Quantities indicated reflect the estimated quantities to be purchased throughout the contract period and are subject to fluctuation in accordance with actual requirements and budgetary constraints. The City reserves the right to purchase more than the estimated quantities listed or not to make any purchase against this bid if it so deems necessary anytime during the contract period.

The City of Jacksonville reserves the right to add or delete options as necessary during the contract period.

ESCALATION/DE-ESCALATION

All pricing submitted shall remain firm for the initial term period. Upon renewal (if applicable), a supplier may submit in writing a request for price escalation/de-escalation for the percentage of change as listed in the Consumer Pricing Index (CPI) and/or documentation notifying of an industry wide increase. The City reserves the right to decline any price increase request.

PRICES

All unit prices shall include freight, delivery, and handling charges to the delivery location as outlined in the bid documents.

DELIVERY

As outlined in the specifications.