



Gaston County

Gaston County
Board of Commissioners
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Budget and Purchasing Board Action

File #: 17-003

Commissioner Brown - Budget/Purchasing - To Approve Bid Award for the Purchase of Vehicles and Ambulances, as Well as the Purchase of a QRV from HGAC Contract, and a Backhoe from State Contract, Totaling \$2,050,085 Which Includes Equipment, Decals, Tag/Tax and Title Fees and to Authorize the County Manager, or His Designee, to Execute the HGACBuy Interlocal Contract for Cooperative Purchasing

STAFF CONTACT

Matthew Rhoten - Budget Administrator - 704-866-3048

BUDGET IMPACT

Funds are included in the current budget for debt payments. Thirty-Six months of financing are expected.

BUDGET ORDINANCE IMPACT

N/A

BACKGROUND

The formal bid process was conducted for vehicles which were approved for replacement with the adoption of the FY 16/17 Budget Ordinance. The bid included (27) vehicles. Also budgeted are (3) Type 1 Ambulances, (1) QRV and (1) Backhoe.

VEHICLES

Legal ad for Vehicles was published on November 1, 2016. Bid documents were sent to the following potential bidders:

- Abernethy Chrysler Jeep Dodge - Lincolnton NC
- Ben Mynatt Chevrolet - Concord NC
- Ilderton Dodge - High Point NC
- Gastonia Dodge Chrysler Jeep - Gastonia NC
- McKenney Salinas Honda - Gastonia NC
- Parks Chevrolet - Huntersville NC
- Piedmont Truck Center - Greensboro NC
- Tindol Ford - Gastonia NC
- Toyota of Gastonia - Gastonia NC
- TransSource Inc. - Newton NC

DO NOT TYPE BELOW THIS LINE

I, Donna S. Buff, Clerk to the County Commission, do hereby certify that the above is a true and correct copy of action taken by the Board of Commissioners as follows:

NO.	DATE	M1	M2	Brown	Fraleigh	Grant	Hovis	Keigher	Philbeck	Worley	Vote
2017-006	01/24/2017	TK	RW	A	AB	AB	A	A	A	A	U

DISTRIBUTION:

Laserfiche Users

A=AYE, N=NAY, AB=ABSENT, ABS=ABSTAIN, U=UNANIMOUS

A Pre-Bid Conference was held on November 15, 2016. One addendum was issued after the conference. Bids were publicly opened on November 30, 2016. Bids were submitted by (5) five vendors.

VEHICLE BID RESULTS

- See attached chart titled "**Bid Results - Unit Prices Only.**" Purpose of this chart is to show only vehicle bid pricing, vendor names and make/model along with recommended awards.
- For total costs, see the **Chart for Finance Package** which includes vehicles recommended for award along with equipment, decals and tag/tax/title costs.

Specifications #1, 4, 5, 6, 7, 8, 9, 10, 11

The low bids for these specifications have no exceptions to specs, so award is recommended to the low responsive bidders for each specification. Refer to charts for details.

Specification #2 Police Package Sedans for County Police

The sedans were initially specified as RWD with minimum 5.7 liter engines. Addendum #1 allowed bidding AWD units, but indicated to bid the specified engine. The low bid doesn't meet the minimum 5.7 liter engine as it is 3.7 liter. Therefore, the low bid is considered non-responsive.

Instead of recommending award to the next low bidder, staff recommends rejecting all Specification #2 bids and increasing the quantity of the Specification #3 award to provide police package sedans for both the County Police and Sheriff's Office. See below.

Specification #3 Police Package Sedans for Sheriff and County Police

The sedans were initially specified as RWD with minimum 5.7 liter engines. Addendum #1 allowed bidding AWD units, but indicated to bid the specified engine. The low bid meets specifications. The low bid is also less costly than all the Spec #2 bids. Since Spec #3 is the same as Spec #2 except for color, it is recommended that Spec #3 low bidder be awarded both the (3) Sheriff's sedans in color white, and the (14) County Police sedans in color silver for a total of 17 sedans.

Specification #12 Wagon/Van Extended Wheelbase - IT

The low bid included an exception as it didn't meet the specified 2.5L engine, so that bid is considered non-responsive. Therefore, award is recommended to the next low bidder, who meets specifications.

Recommendation for Purchase of Vehicles

- **Spec #1**, Full Size RWD SUV Police Package 2WD - Animal Control, Qty 1 - Ben Mynatt Chevy Tahoe **\$33,774**
- **Spec #2**, Full Size Sedan RWD or AWD Police Package - County Police - Since the low bid is non-responsive, staff recommends rejecting all bids and awarding both the County Police and Sheriff units to Spec #3 low bidder (whose bid is less than all the Spec #2 bids).
- **Spec #3**, Full Size Sedan RWD Police Package - Sheriff's Office Qty 3 and County Police Qty 14 = Qty 17 - Ilderton Dodge Charger \$24,427 = **\$415,259**
- **Spec #4**, Full Size 4-Doors Utility Vehicle Extended Wheelbase 4x4-GEMS, Qty 1 - Tindol Ford Expedition **\$35,325.28**
- **Spec #5**, Mid-Size Hybrid Sedan - Social Services, Qty 1 - Tindol Ford Fusion Hybrid **\$23,328.74**
- **Spec #6**, Full Size 1/2 Ton Pick-Up Truck 4x4 - Building Inspections, Qty 1 - Abernethy Ram 1500 **\$23,310.85**
- **Spec #7**, Cab & Chassis with Dump Bed Extended Cab 4x4 - Parks & Rec, Qty 1 - Ilderton Ram 3500 **\$42,387**
- **Spec #8**, Full Size Extended Cab Truck 4x4 - Power Plant, Qty 1 - Tindol Ford F-150 **\$27,569.43**
- **Spec #9**, Service Body with Crane 4x4 Truck - Power Plant, Qty 1 - Tindol Ford F-450 **\$83,574.50**
- **Spec #10**, 3/4 Ton Extended Cab Service Body 4x4 Truck - Solid Waste, Qty 1 - Tindol Ford F-250 **\$32,595.56**
- **Spec #11**, Extended Cab & Chassis Dump Bed 4x4 Truck - Solid Waste, Qty 1 - Abernethy Ram 4500 **\$46,082**
- **Spec #12**, Van/Wagon 5-Passenger Extended Wheelbase - Info Technology, Qty 1 - Tindol Ford Transit Connect Wagon **\$23,428.14**

Total vehicles award recommendation = \$786,634.50

(Refer to Chart for Finance Package for total pricing with equipment, decals and tag/tax/title).

AMBULANCES

TYPE 1 - Ambulances were formally bid in FY 14/15. Bid documents were sent to 15 potential bidders. Two bids were received. The low bid was unresponsive as it included exceptions and was significantly non-compliant with the specifications. The bid was awarded to low responsive bidder Northwestern Emergency Vehicles.

The bid document included a request for unit pricing for both FY 15/16 and FY 16/17 for possible contract extension. Low bidder Northwestern bid future year unit prices at 3% increase per year. The contract was extended to Northwestern for FY 15/16. Staff recommends also extending the contract with Northwestern Emergency Vehicles, Jefferson NC, for FY 16/17.

Recommendation for approval:

- **Type I Ambulance, GEMS, Qty 3 - Northwestern \$275,763 = \$827,289**

QRV - Local governments are allowed to purchase from Group Purchasing Programs per G.S. 143-129(e)(3). Many North Carolina counties and cities are purchasing emergency vehicles through HGACBuy which is a nationwide group purchasing program established by the Houston-Galveston Area Council. Their contracts are competitively bid, with companies across the nation participating. By purchasing through an HGACBuy contract, the county benefits from their large quantity purchasing power. Any local government can execute the HGACBuy interlocal agreement, then select the contract that best fits its needs. Staff recommends processing the interlocal agreement purchasing the QRV from Northwestern Emergency Vehicles, Jefferson, NC, per the HGACBuy contract.

Recommendation for approval:

- **QRV 4x4 AEV, GEMS, Qty 1 - Northwestern \$174,678**

BACKHOE

Local governments are allowed to purchase from State Contracts per G.S. 143-129(e)(9) and benefit from the State's purchasing power. Staff recommends purchasing from James River Companies, Charlotte NC, per State Contract 760H:

Recommendation for approval:

- **John Deere 310 SL Backhoe Loader, Landfill, Qty 1 - James River Companies \$90,783.**

Total for Vehicles, Ambulances and Backhoe (unit prices) = \$1,879,384.50

(Refer to *Chart for Finance Package* for total pricing with equipment, decals, tag/tax/title = \$2,050,085).

POLICY IMPACT

N/A

ATTACHMENTS

Bid Results - Unit Prices Only Chart FY16-17

Finance Pkg Chart FY16-17

Bid Results - Unit Prices Only**2017 Vehicles**

1/3/2017

(see separate chart for costs including equipment, decals, tag/tax/title)

Recommended awards are in "**bold**" - Page 1 of 3

Spec #1	Unit Price Bid Amount	Make/Model	Qty	Extended	Recommended Award
Full Size RWD SUV Police Package 2WD - Animal Control			1		
Ben Mynatt	\$ 33,774.00	Chevy Tahoe		\$ 33,774.00	\$ 33,774.00
Ilderton	No bid				
Tindol Ford	No bid				
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
Spec #2	<i>Since Spec #2 low bid is non-responsive due to engine spec, staff recommends rejecting Spec #2 bids and awarding Police sedans per Spec #3</i>				
Full Size Sedan RWD or AWD Police Package - County Police					
Ben Mynatt - RWD	\$ 27,183.00	Chevy Caprice	\$	-	
Ilderton - RWD	\$ 25,407.00	Dodge Charger	\$	-	
Tindol Ford - AWD, engine is 3.7L; doesn't meet the 5.7L min spec	\$ 24,995.89	Ford Interceptor	\$	-	
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
Spec #3	<i>Recommend purchasing both (3) Sheriff and (14) Police per Spec #3 = 17 qty Sheriff's units will be white and County Police units will be silver</i>				
Full Size Sedan RWD or AWD Police Package - Sheriff's Office & County Police			17		
Ben Mynatt - RWD	\$ 27,183.00	Chevy Caprice	\$	462,111.00	
Ilderton - RWD	\$ 24,427.00	Dodge Charger	\$	415,259.00	\$ 415,259.00
Tindol Ford - AWD, engine is 3.7L; doesn't meet the 5.7L min spec	\$ 24,995.89	Ford Interceptor	\$	424,930.13	
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
Spec #4					
Full Size 4-Doors Utility Vehicle Extended Wheelbase 4x4-GEMS			1		
Ben Mynatt (with exception)	\$ 41,733.00	Chevy Suburban	\$	41,733.00	
Ilderton	No bid				
Tindol Ford	\$ 35,325.28	Ford Expedition	\$	35,325.28	\$ 35,325.28
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
Spec #5					
Mid-Size Hybrid Sedan - Social Services			1		
Ben Mynatt	\$ 26,382.00	Chevy Malibu	\$	26,382.00	
Ilderton	No bid				
Tindol Ford	\$ 23,328.74	Ford Fusion Hybrid	\$	23,328.74	\$ 23,328.74
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
Spec #6					
Full Size 1/2 Ton Pick-up Truck 4x4 - Building Inspections			1		
Ben Mynatt	\$ 25,116.00	Chevy 1500 Silverado	\$	25,116.00	
Ilderton	\$ 23,693.00	Ram 1500	\$	23,693.00	
Tindol Ford	\$ 23,370.28	Ford F-150	\$	23,370.28	
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	\$ 23,310.85	Ram 1500	\$	23,310.85	\$ 23,310.85

Bid Results - Unit Prices Only

(see separate chart for costs including equipment, decals, tag/tax/title)

Recommended awards are in "**bold**" - Page 2 of 3

Spec #7	Unit Price	Make/Model	Qty	Extended	Recommended Award
Cab & Chassis with Dump Bed Extended Cab 4x4 - Parks & Rec			1		
Ben Mynatt	No bid				
Ilderton	\$ 42,387.00	Ram 3500		\$ 42,387.00	\$ 42,387.00
Tindol Ford	\$ 44,570.56	Ford F-450		\$ 44,570.56	
Piedmont Truck Center	\$ 44,050.00	Ford F-450		\$ 44,050.00	
Abernethy Chrysler Jeep	\$ 46,082.00	Ram 4500		\$ 46,082.00	
Spec #8					
Full Size Extended Cab Truck 4x4 - Power Plant			1		
Ben Mynatt	\$ 29,978.00	Chevy 2500 Silverado		\$ 29,978.00	
Ilderton	\$ 34,010.00	Ram 2500		\$ 34,010.00	
Tindol Ford	\$ 27,569.43	Ford F-150		\$ 27,569.43	\$ 27,569.43
Piedmont Truck Center	\$ 28,625.00	Ford F-250		\$ 28,625.00	
Abernethy Chrysler Jeep	\$ 29,298.85			\$ 29,298.85	
Spec #9					
Service Body with Crane 4x4 Truck - Power Plant			1		
Ben Mynatt	No bid				
Ilderton	\$ 90,395.00			\$ 90,395.00	
Tindol Ford	\$ 83,574.50	Ford F-450		\$ 83,574.50	\$ 83,574.50
Piedmont Truck Center	\$ 85,750.00	Ford F-450		\$ 85,750.00	
Abernethy Chrysler Jeep	No bid				
Spec #10					
3/4 Ton Extended Cab Service Body 4x4 Truck - Solid Waste			1		
Ben Mynatt (with exception)	\$ 34,806.00	Chevy 2500 Silverado		\$ 34,806.00	
Ilderton	\$ 33,199.00	Ram 2500		\$ 33,199.00	
Tindol Ford	\$ 32,595.56	Ford F-250		\$ 32,595.56	\$ 32,595.56
Piedmont Truck Center	\$ 33,057.00	Ford F-250		\$ 33,057.00	
Abernethy Chrysler Jeep	\$ 35,203.00			\$ 35,203.00	
Spec #11					
Extended Cab & Chassis Dump Bed 4x4 Truck - Solid Waste			1		
Ben Mynatt	No bid				
Ilderton	\$ 48,862.00	Ram 4500		\$ 48,862.00	
Tindol Ford	\$ 50,269.56	Ford F-450		\$ 50,269.56	
Piedmont Truck Center	\$ 47,125.00	Ford F-450		\$ 47,125.00	
Abernethy Chrysler Jeep	\$ 46,082.00	Ram 4500		\$ 46,082.00	\$ 46,082.00
Spec #12					
Van/Wagon 5-Passenger Extended Wheelbase - Info Technology			1		
Ben Mynatt	No bid				
Ilderton (with exception; doesn't meet 2.5L engine spec)	\$ 22,402.00	Ram Promaster City		\$ 22,402.00	
Tindol Ford	\$ 23,428.14	Ford Transit Connect Wagon		\$ 23,428.14	\$ 23,428.14
Piedmont Truck Center	No bid				
Abernethy Chrysler Jeep	No bid				
TOTAL - Vehicle Unit Costs Recommended for Award			27		\$ 786,634.50

Bid Results - Unit Prices Only

(see separate chart for costs including equipment, decals, tag/tax/title)

Recommended awards are in "**bold**" - Page 3 of 3

	Unit Price Bid Amount	Make/Model	Qty	Extended	Recommended Award
AMBULANCES			3		
Ambulance - Type 1, Class 1, 4x2, Configuration A - GEMS					
Northwestern - extending FY 14-15 contract as allowed by contract using FY 16-17 bid price	\$ 275,763.00	Type 1		\$ 827,289.00	\$ 827,289.00
QRV 4x4 AEV - GEMS			1		
Northwestern per HGAC Contract #AM10-16	\$ 174,678.00	QRV		\$ 174,678.00	\$ 174,678.00
BACKHOE LOADER - Landfill			1		
James River Companies - per State Contract 760H	\$ 90,783.00	John Deere 310 SL		\$ 90,783.00	\$ 90,783.00
TOTAL of Extended Unit Prices for Award					\$ 1,879,384.50

See separate chart showing recommended vehicle costs plus equipment, decals and tag/tax/title for total cost related to vehicles.

Chart for Finance Package

DATE 1/4/2017

Vehicles pricing based on Bids received 11/30/16

	Unit Cost	Quantity	Extended	Rounded
Spec #1				
Full Size RWD SUV Police Package 2WD - Animal Control	\$ 33,774.00		Ben Mynatt - Tahoe	
Console / computer stand	\$ 900.00			
Emergency Lights & equipment (inc prisoner & K9 transport)	\$ 7,500.00			
Decals	\$ 750.00			
Tag, tax and title	\$ 1,019.22			
Total	\$ 43,943.22	1	\$ 43,943.22	\$ 43,944.00
Spec #2				
Full Size Sedan AWD Police Package - County Police	<i>Spec #2 low bid is non-responsive due to engine spec. Staff recommends rejecting Spec #2 bids and awarding Police sedans to Spec #3 low bid which is responsive (and costs less than Spec 2 bids)</i>			
Console / computer stand				
Emergency Lights & equipment (inc prisoner transport)				
Decals				
Tag, tax and title				
Total				\$ -
Spec #3				
Full Size Sedan RWD Police Pkg - Sheriff's Office & County Police	\$ 24,427.00		Ilderton - Charger	
Console / computer stand	\$ 600.00			
Emergency Lights & equipment (inc prisoner transport)	\$ 3,500.00			
Decals	\$ 500.00			
Tag, tax and title	\$ 738.81			
Total - Police - 14 sedans	\$ 29,765.81	14	\$ 416,721.34	\$ 416,722.00
Total - Sheriff - 3 sedans		3	\$ 89,297.43	\$ 89,298.00
Spec #4				
Full Size 4-Doors Utility Vehicle Extended Wheelbase 4x4-GEMS	\$ 35,325.28		Tindol - Expedition	
Emergency lights & equipment, console etc upfit (inc decals)	\$ 28,749.00		Upfit by others	
Tag, tax and title	\$ 1,065.76			
Total	\$ 65,140.04	1	\$ 65,140.04	\$ 65,141.00
Spec #5				
Mid-Size Hybrid Sedan - Social Services	\$ 23,328.74		Tindol - Fusion	
Decals	\$ 50.00			
Tag, tax and title	\$ 705.86			
Total	\$ 24,084.60	1	\$ 24,084.60	\$ 24,085.00
Spec #6				
Full Size 1/2 Ton Pick-Up Truck 4x4 - Building Inspections	\$ 23,310.85		Abernethy - Ram 1500	
Computer stand	\$ 350.00			
Decals	\$ 50.00			
Tag, tax and title	\$ 705.33			
Total	\$ 24,416.18	1	\$ 24,416.18	\$ 24,417.00
Spec #7				
Cab & Chassis with Dump Bed Extended Cab 4x4 - Parks & Rec	\$ 42,387.00		Ilderton - Ram 3500	
Decals	\$ 50.00			
Tag, tax and title	\$ 1,277.61			
Total	\$ 43,714.61	1	\$ 43,714.61	\$ 43,715.00
Spec #8				
Full Size Extended Cab Truck 4x4 - Power Plant	\$ 27,569.43		Tindol - F150	
Decals	\$ 50.00			
Tag, tax and title	\$ 833.08			
Total	\$ 28,452.51	1	\$ 28,452.51	\$ 28,453.00
Spec #9				
Service Body with Crane 4x4 Truck - Power Plant	\$ 83,574.50		Tindol - F450 Chassis	
Decals	\$ 50.00			
Tag, tax and title	\$ 2,513.24			
Total	\$ 86,137.74	1	\$ 86,137.74	\$ 86,138.00

	Unit Cost	Extended			
Spec #10					
3/4 Ton Extended Cab Service Body 4x4 Truck - Solid Waste	\$ 32,595.56			Tindol - F250	
Decals	\$ 50.00				
Tag, tax and title	\$ 983.87				
Total	\$ 33,629.43	1	\$ 33,629.43		\$ 33,630.00
Spec #11					
Extended Cab & Chassis Dump Bed 4x4 Truck - Solid Waste	\$ 46,082.00			Abernethy - Ram 4500	
Decals	\$ 50.00				
Tag, tax and title	\$ 1,388.46				
Total	\$ 47,520.46	1	\$ 47,520.46		\$ 47,521.00
Spec #12					
Van/Wagon 5-Passenger Extended Wheelbase - Info Technology	\$ 23,428.14			Tindol - Transit Connect	
Decals	\$ 50.00				
Tag, tax and title	\$ 708.84				
Total	\$ 24,186.98	1	\$ 24,186.98		\$ 24,187.00

TOTAL - Vehicles, Equipment, Decals, Tag, Tax & Title	27	\$ 927,244.54	\$ 927,251.00
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	Unit Cost	Quantity	Extended	
AMBULANCES				
Ambulances -Type I, Class One 4x2, Configuration A	\$ 275,763.00			Northwestern
(Decals included in above price)				
Tag, Tax & Title	\$ 8,278.89			
TOTAL - Ambulances - Type 1 - GEMS 4370	\$ 284,041.89	3	\$ 852,125.67	\$ 852,126.00
QRV	\$ 174,678.00			Northwestern
(Decals included in above price)				
Tag, Tax & Title	\$ 5,246.34			
TOTAL - QRV - GEMS 4370	\$ 179,924.34	1	\$ 179,924.34	\$ 179,925.00
BACKHOE				
John Deere 310 S Backhoe Loader	\$ 90,783.00	1	\$ 90,783.00	James River
Tag, Tax & Title is n/a				
TOTAL of Vehicles, Ambulances and Backhoe			\$ 2,050,077.55	\$ 2,050,085.00

Tag/Tax/Title figured as Vehicle cost x .03 (road use tax) plus \$6.00 each