



**GASTON COUNTY BOARD OF COMMISSIONERS
BOARD ACTION**

County Admin Building
128 W. Main Avenue.
Gastonia, NC 28052

Budget and Purchasing

File #: 15-135

Commissioner Keigher - To Approve Bid Award for the Purchase of Vehicles and Ambulances, as Well as the Purchase of a Bulldozer from State Contract, Totaling \$3,319,761.60 Which Includes Vehicle Equipment, Decals, Tag/tax and Title Fees

STAFF CONTACT

Bryant Morehead, Interim Assistant County Manager

BUDGET IMPACT

Funds are included in the current budget for debt payments. 36 months of financing are expected.

BUDGET ORDINANCE IMPACT

BACKGROUND

The formal bid process was conducted for vehicles which were approved for replacement with the adoption of the FY 15/16 Budget Ordinance. The bid included (26) vehicles. Also budgeted are (6) Type 1 Ambulances and (1) Sprinter ambulance.

VEHICLES

Legal ad for Vehicles was published on November 4, 2015. Ads were also emailed or faxed, and the bid packages mailed to the following potential bidders:

- Abernethy Chevrolet - Lincolnton NC
- Abernethy Chrysler Jeep Dodge - Lincolnton NC
- Ben Mynatt Chevrolet - Concord NC
- Crossroads Ford - Indian Trail NC
- Crossroads Ford - Shelby NC

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	Carpenter	Fraley	Keigher	Philbeck	Price	Williams	Vote
2016-005	01/26/2016	TP	CB	A	A	A	A	A	A	A	U

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- Egolf Motors - Brevard NC
- Hendersonville Automotive - Hendersonville NC
- Ilderton Dodge - High Point NC
- Keith Hawthorne Ford - Belmont NC
- Gastonia Dodge, Chrysler, Jeep - Gastonia NC
- McKenney Chevrolet - Lowell NC
- McKenney Salinas Honda – Gastonia NC
- Parks Chevrolet – Charlotte NC
- Piedmont Truck Center – Greensboro NC
- Randy Marion Chevrolet – Mooresville NC
- Terry Labonte Chevrolet – Greensboro NC
- Tindol Ford – Gastonia NC
- Toyota of Gastonia – Gastonia NC
- Wade Ford – Smyrna GA
- Williams Buick GMC – Charlotte NC

The Vehicles Pre-Bid Conference was held on November 17, 2015. One addendum was issued after the conference. Bids were publicly opened on December 1, 2015. Bids were submitted by five vendors.

VEHICLE BID RESULTS

See attached chart titled “**Bid Results – Vehicles & Ambulances Cost Only.**” Purpose of this chart is to show only vehicle bid pricing, vendor names and make/model along with recommended award. *Equipment, decals and tag/tax/title costs are included in the **Chart for Finance Package**.*

Vehicle Specifications #1 through #6

1. Bid specifications plus discussion at the Pre-Bid Meeting clearly indicated the time period bids must remain valid to allow for the review process, BOC consideration and finance package closing to occur. Bids must remain valid 90 days minimum.
2. Tindol Ford bid the vehicles as specified, plus bid an alternate on two specs to be valid for 18 days and one spec for 31 days. These bid alternates cannot be considered as they don't meet specs, but Tindol's bids meeting specs can be considered.
3. Staff recommends award of Specifications 1 through 6 to the low responsive bidders. See “Recommendation for Purchase of Vehicles” section below for list.

Vehicle Specifications #7 and #8

1. Only (1) bid was received for each specification.
2. These bids were submitted by Wade Ford, but the bids did not meet the specifications.
3. Specification was RWD, but bidder submitted only AWD.
4. Bidder didn't submit this major exception for consideration by the required deadline for exceptions, so these bids can't be considered. Bidders are required to pre-submit exceptions, so any approved exceptions can be shared with other bidders, so all have the same opportunity. Therefore, staff requests that the Board reject these unresponsive bids.
5. **Staff has reviewed other options for purchasing these vehicles as detailed below.**

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6. **Spec #7 – Marked Full Size RWD 2WD SUV for County Police (1) and Animal Control (1).**
 - a. There are no Tahoes on the State Contract this year.
 - b. Tahoes are available on the NC Sheriff's Association contract through Sir Walter Chevrolet for \$35,013.
 - c. Staff has also found the Tahoe on the Charlotte Cooperative Purchasing Alliance (CCPA) contract held by Parks Chevrolet. A quote has been requested.
 - d. Purchasing from either the NCSA or CCPA contract meets the formal bidding exception for Group Purchasing Programs per G.S.143-129(e)(3).
 - e. Staff has been told the manufacturer cut-off date for Tahoes may be in February. So it is not expected that a rebid would result in any more vendor interest.
 - f. For this reason, staff requests that Board allow purchase of the (2) Chevy Tahoes from either the NCSA contract through Sir Walter for \$35,013 each, or from the CCPA contract through Parks Chevrolet if that price comes in less than Sir Walter.
7. **Spec #8 – Marked Full Size Sedan RWD Police Package for County Police (12).**
 - a. Staff reviewed the Dodge Charger on both the State contract and NC Sheriff's Association (NCSA) contract, both of which are held by Ilderton.
 - b. The NCSA contract provides the best price at \$25,231 each.
 - c. Staff requests that the Board approve purchase of the (12) Dodge Chargers from Ilderton through the NCSA contract.

Specification #9 Police Package Vehicles for Sheriff – Quantity 3

1. Spec #9 Sheriff was bid as two (2) options:
 - a. Option 1: Sedan – RWD Marked Full Size Police Package
 - b. Option 2: SUV – AWD or 4WD Marked Full Size Police Package
2. **Spec #9 / Option 1 Sedan :**
 - a. Only one bid was received, and it does not meet the specification (plus the bidder didn't submit the exception for consideration by the deadline to submit exceptions). Therefore, staff requests that the Board reject this unresponsive bid.
 - b. Staff has researched both the State Contract and NC Sheriff's Association Contract.
 - c. Ilderton is the contract holder for Dodge Chargers on both contracts. NC Sheriff's Association Contract (NCSA) provides the best Charger price at \$25,231 each.
3. **Spec #9 / Option 2 SUV:**
 - a. Two bids were received with the low responsive bid submitted by Tindol Ford for a Ford Utility Police Interceptor at \$29,345.30 each.
4. The Sheriff requests that the Board approve purchase of Option 2 SUV for (3) Ford Utility Police Interceptors from Tindol Ford. The Sheriff's Office plans to convert these vehicles to operate off of propane as well as gasoline. It is expected that the operating costs will offset the increased purchase price of these vehicles over the life of the vehicle.

Recommendation for Purchase of Vehicles

- **Spec #1**, ¾ Ton 4x2 Extended Cab & Chassis , Animal Control, Qty 1 – Tindol Ford F250 \$24,661.77
- **Spec #2**, Full Size ½ Ton 4x4 Pickup Truck w/ Bed Cover, Building Insp, Qty 2 – Mynatt Chevy Silverado \$25,412.84 = \$50,825.68
- **Spec #3**, Hybrid Sedan Compact – Environmental Health, Qty 1 – Tindol C-Max \$22,435.74

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- **Spec #4**, Full Size ½ Ton 4x4 Pickup Truck w/ Bed Cover, Environmental Health, Qty 2 – Mynatt Chevy Silverado \$25,412.84 = \$50,825.68
- **Spec #5**, Mid-Size Hybrid Sedan – Social Services, Qty 2 – Tindol Fusion \$23,328.74 = \$46,657.48
- **Spec #6**, Full Size SUV AWD Police Package – County Police, Qty 1 - Wade Ford Utility Interceptor \$28,539
- **Spec #7**, Marked Full Size RWD 2WD SUV Police Package - County Police (1) and Animal Control (1), Qty 2 – Sir Walter Chevrolet Tahoe (NCSA Contract) \$35,013 = \$70,026.
- **Spec #8**, Marked Full Size Sedan RWD Police Package – County Police, Qty 12 – Ilderton Dodge Charger (NCSA Contract) \$25,231 = \$302,772.
- **Spec #9, Option 2** – Marked Full Size AWD SUV Police Package – Sheriff, Qty 3 - \$29,345.30 = \$88,035.90.

Total vehicles award recommendation = \$684,779.25

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

AMBULANCES

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. Pricing for FY 15/16 is 3% higher than FY 14/15 pricing. Staff recommends extending the contract with Northwestern Emergency Vehicles for FY 15/16 as follows.

Recommendation for approval:

- **Type I Ambulance, GEMS, Qty 6 – Northwestern \$267,732 = \$1,606,392**
- **Sprinter Type II Ambulance, Rescue Squads, Qty 1 – Northwestern \$132,707**

Total ambulances award recommendation = \$1,739,099

*(Refer to **Chart for Finance Package** for total pricing with tag/tax/title).*

Total for vehicles and ambulances = \$2,423,878.25.

Bid Results - Vehicles & Ambulances Cost Only
(see separate chart for costs including equipment)
Recommended awards are in "**bold**" - Page 1 of 4

2016 Vehicles

Formal Bids opened 12/1/15

12/22/2015

Spec #1	Unit Price				Qty	Extended	Recommended Award
	Bid Amount	Make/Model					
3/4 Ton 4x2 Extended Cab & Chassis - Animal Control							
Ben Mynatt Chevrolet	No bid				1		
Wade Ford	\$ 25,321.00	Ford F250	\$ 25,321.00				
Piedmont Truck Center	\$ 25,141.00	Ford F250	\$ 25,141.00				
Abernethy Chevy Jeep Dodge	No bid						
Tindol Ford - <i>Alternate price expires 12/31/15; insufficient time</i>	\$ 24,261.77	Ford F250	\$ 24,261.77				
Tindol Ford	\$ 24,661.77	Ford F250	\$ 24,661.77	\$		24,661.77	\$ 24,661.77
Spec #2							
Full Size 1/2 Ton 4x4 Pick Up Truck w/ Bed Cover - Building Insp							
Ben Mynatt Chevrolet	\$ 25,412.84	Chevy Silverado 1500	\$ 50,825.68	\$		50,825.68	\$ 50,825.68
Wade Ford	\$ 26,175.00	Ford F150	\$ 52,350.00	\$			
Piedmont Truck Center	No bid						
Abernethy Chevy Jeep Dodge	\$ 28,506.60	Dodge Ram 1500	\$ 57,013.20	\$			
Tindol Ford - <i>Alternate price expires 12/18/15; insufficient time</i>	\$ 23,540.87	Ford F150	\$ 47,081.74	\$			
Tindol Ford	\$ 25,870.87	Ford F150	\$ 51,741.74	\$			
Spec #3							
Hybrid Sedan - Compact - Environmental Health							
Ben Mynatt Chevrolet	No bid				1		
Wade Ford	\$ 22,631.00	Ford C-Max Hybrid	\$ 22,631.00	\$			
Piedmont Truck Center	No bid						
Abernethy Chevy Jeep Dodge	No bid						
Tindol Ford	\$ 22,435.74	Ford C-Max Hybrid	\$ 22,435.74	\$		22,435.74	\$ 22,435.74

Bid Results - Vehicles & Ambulances Cost Only
(see separate chart for costs including equipment)
Recommended awards are in "**bold**" - Page 2 of 4

Spec #4	Unit Price					Recommended	
	Bid Amount	Make/Model	Qty	Extended	Award		
Full Size 1/2 Ton 4x4 Pick Up Truck w/ Bed Cover - Env Health							
Ben Mynatt Chevrolet	\$ 25,412.84	Chevy Silverado 1500	2	\$ 50,825.68	\$ 50,825.68		
Wade Ford	\$ 26,175.00	Ford F150	\$	52,350.00			
Piedmont Truck Center	No bid						
Abernethy Chevy Jeep Dodge	\$ 28,506.60	Dodge Ram 1500	\$	57,013.20			
Tindol Ford - <i>Alternate price expires 12/18/15; insufficient time</i>	\$ 23,540.87	Ford F150	\$	47,081.74			
Tindol Ford	\$ 25,870.87	Ford F150	\$	51,741.74			
Spec #5							
Mid-Size Hybrid Sedan - Social Services							
Ben Mynatt Chevrolet	No bid		2				
Wade Ford	\$ 23,524.00	Ford Fusion Hybrid	\$	47,048.00			
Piedmont Truck Center	No bid						
Abernethy Chevy Jeep Dodge	No bid						
Tindol Ford	\$ 23,328.74	Ford Fusion Hybrid	\$	46,657.48	\$ 46,657.48		
Spec #6							
Full Size SUV (AWD or 4WD as long as pursuit rated) Police Pkg - County Police							
Ben Mynatt Chevrolet	No bid		1				
Wade Ford	\$ 28,539.00	Ford Utility Interceptor	\$	28,539.00	\$ 28,539.00		
Piedmont Truck Center	No bid						
Abernethy Chevy Jeep Dodge	No bid						
Tindol Ford	\$ 28,675.30	Ford Explorer PI	\$	28,675.30			

Bid Results - Vehicles & Ambulances Cost Only
(see separate chart for costs including equipment)
Recommended awards are in "**bold**" - Page 3 of 4

Spec #7 Marked Full Size RWD 2WD SUV Police Pkg - County Police & Animal Control	Unit Price		Qty	Extended	Recommended Award
	Bid Amount				
Ben Mynatt Chevrolet	No bid		2		
Wade Ford - <i>Doesn't meet Spec; bid with exception</i>	\$ 31,326.00	Ford Utility Interceptor	\$	62,652.00	
Piedmont Truck Center	No bid				
Abernethy Chevy Jeep Dodge	No bid				
Tindol Ford	No bid				
Sir Walter per NC Sheriff's Association Contract	\$ 35,013.00	Chevy Tahoe police package	\$	70,026.00	\$ 70,026.00
Spec #8					
Marked Full Size Sedan RWD Police Pkg - County Police			12		
Ben Mynatt Chevrolet	No bid				
Wade Ford - <i>Doesn't meet Spec; bid with exception</i>	\$ 27,825.00	Ford Interceptor	\$	333,900.00	
Piedmont Truck Center	No bid				
Abernethy Chevy Jeep Dodge	No bid				
Tindol Ford	No bid				
Ilderton per NC Sheriff's Association Contract	\$ 25,231.00	Dodge Charger	\$	302,772.00	\$ 302,772.00
Spec #9 - OPTION 1					
Marked Full Size Sedan RWD Police Pkg - Sheriff's Office			3		
Ben Mynatt Chevrolet	No bid				
Wade Ford - <i>Doesn't meet Spec; bid with exception</i>	\$ 27,825.00	Ford Interceptor	\$	83,475.00	
Piedmont Truck Center	No bid				
Abernethy Chevy Jeep Dodge	No bid				
Tindol Ford	No bid				
Ilderton per NC Sheriff's Association Contract	\$ 25,231.00	Dodge Charger	\$	75,693.00	
Spec 9 Option 2 SUV is requested instead of this Option 1 Sedan					

Bid Results - Vehicles & Ambulances Cost Only

(see separate chart for costs including equipment)

Recommended awards are in "**bold**" - Page 4 of 4**Spec #9 - OPTION 2****Marked Full Size SUV (AWD or 4WD as long as pursuit rated)****Police Pkg - Sheriff's Office**

	Unit Price		Qty	Extended	Recommended Award
	Bid Amount				
Ben Mynatt Chevrolet	No bid		3		
Wade Ford	\$ 29,477.00	Ford Utility Interceptor	\$	88,431.00	
Piedmont Truck Center	No bid				
Abernethy Chevy Jeep Dodge	No bid				
Tindol Ford	\$ 29,345.30	Ford Utility Interceptor	\$	88,035.90	\$ 88,035.90

TOTAL - Vehicle Costs Recommended for Award**\$ 684,779.25****AMBULANCES****Ambulance - Type 1, Class 1, 4x2, Config A - GEMS****6****Northwestern** - extending FY 14-15 contract as allowed by contract using FY 15-16 bid price**\$ 267,732.00** **Type 1** **\$ 1,606,392.00** **\$ 1,606,392.00****Ambulances - Sprinter Type II, Class 1 4x2 Config A - SQUADS****1****Northwestern** - extending FY 14-15 contract as allowed by contract using FY 15-16 bid price**\$ 132,707.00** **Sprinter** **\$ 132,707.00** **\$ 132,707.00****TOTAL of Vehicles and Ambulances for Award****\$ 2,423,878.25***See separate chart showing recommended vehicle costs, equipment, decals and tag/tax/title for total cost related to vehicles.*

Chart for Finance Package

DATE 12/28/2015 Revised

Vehicle pricing based on Bids received in December 2015

Prices by unit

	Unit Cost	Quantity	Extended	
Spec #1				
3/4 Ton 4x2 Extended Cab & Chassis - Animal Control	\$ 24,661.77			Tindol - F250
<u>SWAB animal box (new)</u>	\$ 16,790.00			
Transport cost from SWAB to dealer	\$ 750.00			
Console / computer stand	\$ 550.00			
Lights & equipment	\$ 800.00			
Decals	\$ 600.00			
Tag, tax and title	\$ 745.85			
Total	\$ 44,897.62	1	\$ 44,897.62	
Spec #2				
Full Size 1/2 Ton 4x4 Pick Up Truck w/ Bed Cover-Building Insp	\$ 25,412.84			Mynatt - Silverado
<u>Computer stand</u>	\$ 350.00			
Decals	\$ 50.00			
Tag, tax and title	\$ 768.39			
Total	\$ 26,581.23	2	\$ 53,162.45	
Spec #3				
Hybrid Sedan Compact - Environmental Health	\$ 22,435.74			Tindol - Cmax
<u>Decals</u>	\$ 50.00			
Tag, tax and title	\$ 679.07			
Total	\$ 23,164.81	1	\$ 23,164.81	
Spec #4				
Full Size 1/2 Ton 4x4 Pick Up Truck w/Bed Cover-Env Health	\$ 25,412.84			Mynatt - Silverado
<u>Decals</u>	\$ 50.00			
Tag, tax and title	\$ 768.39			
Total	\$ 26,231.23	2	\$ 52,462.45	
Spec #5				
Mid-Size Hybrid Sedan - Social Services	\$ 23,328.74			Tindol - Fusion
<u>Decals</u>	\$ 50.00			
Tag, tax and title	\$ 705.86			
Total	\$ 24,084.60	2	\$ 48,169.20	
Spec #6				
Full Size SUV (AWD or 4WD pursuit rated) Police Pkg-County Police	\$ 28,539.00			Wade - Interceptor
<u>Console/computer stand</u>	\$ 600.00			
Emergency lights and equipment	\$ 3,500.00			
Decals (N/A - unmarked)	\$ -			
Tag, tax and title	\$ 862.17			
Total	\$ 33,501.17	1	\$ 33,501.17	
Spec #7				
Marked Full Size RWD 2WD SUV Police Pkg - County Police & Animal Control	\$ 35,013.00			NCSA/Sir Walter - Tahoe
<u>Console / computer stand</u>	\$ 900.00			
Lights & equipment - K9	\$ 7,500.00			
Decals	\$ 750.00			
Tag, tax and title	\$ 1,056.39			
Total	\$ 45,219.39	2	\$ 90,438.78	
Continued next page				
	Unit Cost	Quantity	Extended	
Spec #8				
Marked Full Size Sedan RWD Police Pkg - County Police	\$ 25,231.00			NCSA/ Ilderton - Charger

Console / computer stand	\$	600.00		
Lights & equipment, cage	\$	3,500.00		
Decals	\$	500.00		
Tag, tax and title	\$	762.93		
Total	\$	30,593.93	12	\$ 367,127.16

Spec #9 - OPTION 2

Marked Full Size AWD SUV Police Pkg - Sheriff's Office	\$	29,345.30		Tindol - Utility Interceptor
Console / computer stand	\$	600.00		
Lights & equipment, cage	\$	4,000.00		
Decals	\$	500.00		
Tag, tax and title	\$	886.36		
Total	\$	35,331.66	3	\$ 105,994.98

TOTAL - Vehicles, Equipment, Decals, Tag, Tax & Title **26 \$ 818,918.63**

	Unit Cost	Quantity	Extended	
AMBULANCES				
Ambulances -Type I, Class One 4x2, Configuration A (Decals included in above price)	\$ 267,732.00			Northwestern
Tag, Tax & Title	\$ 8,037.96			
TOTAL - Ambulances - Type 1 - GEMS	\$ 275,769.96	6	\$ 1,654,619.76	
Ambulance - Sprinter Type II, Class One 4x2, Config A (Decals included in above price)	\$ 132,707.00			Northwestern
Tag, Tax & Title	\$ 3,987.21			
TOTAL - Ambulances - Sprinter - Rescue Squads	\$ 136,694.21	1	\$ 136,694.21	
BULLDOZER				
Caterpillar D8T-T4 WH Track Type Tractor	\$ 709,529.00	1	\$ 709,529.00	

TOTAL of Vehicles, Ambulances and Bulldozer **\$ 3,319,761.60**

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