



cityofnovi.org

CITY of NOVI CITY COUNCIL

Agenda Item 7
July 11, 2011

SUBJECT: Approval to purchase five (5) 2011 Ford Crown Victoria Police Interceptors (CVPI) from Signature Ford, Owosso, MI for the Novi Police Department Uniform Division in the amount of \$104,210, based on the lowest quotes received from dealers with current State and County contracts.

SUBMITTING DEPARTMENT: Public Safety - Police *DEM*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$104,210
AMOUNT BUDGETED	\$125,000
APPROPRIATION REQUIRED	\$
LINE ITEM NUMBER	266-266.00-983.000

BACKGROUND INFORMATION:

As part of the FY 2011-12 budget process, forfeiture funds were allocated for the purchase of six (6) marked patrol vehicles. The replacement vehicles consist of five (5) marked patrol vehicles and (1) marked Expedition for patrol supervision. The replacements will be for older vehicles in the fleet. This request is for the replacement of five (5) marked patrol vehicles. The Expedition will be replaced with a 2012 model once they become available.

A review of available information concerning new police patrol vehicles was conducted. While each of the three major car manufacturers has introduced a new version of the police patrol car, only the Dodge Charge has previous police experience. Production of the Ford Taurus police vehicle has been delayed. The new Chevrolet Caprice has not been tested in actual police service and the new Charger has been redesigned. It is recommended that we take advantage of the fact that there are a number of 2011 Ford Crown Victoria Police Interceptors (CVPI) still available. The CVPI remains an extremely reliable police vehicle. We will experience an immediate cost savings on the per-unit cost and there will be no need for equipment modifications as the CPVI is the current model being utilized by the Department. Purchasing the CVPI for another year will provide us the opportunity to use any surplus inventory stock and continue to research other models as they are introduced and tested by other police agencies. The Department will continue to review the Michigan State Police Vehicle Evaluation Report annually and evaluate our operations needs on a continuous basis with regards to vehicle use and fiscal responsibility.

The purchase will be made through Signature Ford of Owosso, MI. A comparison of quotes received from dealers with available 2011 Crown Victoria Police Interceptors closely matching our specifications and participating in the State of Michigan, Macomb County, and the Oakland County contracts was done with Signature Ford being the lowest. Upon removal of the vehicle from service and depending on the condition of the vehicle at the time, vehicles will either be absorbed by other departments within the City or placed on bidnet.

RECOMMENDED ACTION: Approval to purchase five (5) 2011 Ford Crown Victoria Police Interceptors (CVPI) from Signature Ford, Owosso, MI for the Novi Police Department Uniform Division in the amount of \$104,210, based on the lowest quotes received from dealers with current State and County contracts.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Fischer				
Council Member Margolis				

	1	2	Y	N
Council Member Mutch				
Council Member Staudt				
Council Member Wrobel				

MEMORANDUM



TO: DAVID E. MOLLOY, CHIEF OF POLICE/
DIRECTOR OF PUBLIC SAFETY

FROM: RICHARD MITCHELL *RM*
COMMUNICATIONS MANAGER

SUBJECT: 2011/2012 PATROL VEHICLE PURCHASE

DATE: JUNE 27, 2011

INFORMATION:

I have reviewed the available information concerning the new police patrol vehicle options and I am prepared to recommend the purchase of five (5), 2011 Ford Crown Victoria Police Interceptors.

While each of the three major car manufacturers has introduced a new version of the police patrol car, only the Dodge Charger has previous police experience. Production of the new Ford Taurus police vehicle has been delayed. The new Chevrolet Caprice has not been tested in actual police service and the new Charger has been redesigned.

I made contact with our previous police car vendors and determined that there is still a limited number of 2011 Ford Crown Victoria Police interceptors available. The advantage of pursuing this option is that the Crown Victoria has been duty tested for many years. It remains an extremely reliable police vehicle. Additionally, with the exception of one Ford Expedition, all of the vehicles we anticipate replacing this year are Crown Victorias. Consequently, all of the equipment from the used cars will fit into the new cars without having to purchase modification kits.

COSTS:

Pricing for the other vehicles (Taurus, Caprice, and Charger) begins at or above \$22,000.00, per unit (not including options and specifications). I spoke with Mr. Bill Campbell at Signature Ford and was able to secure pricing for five (5) Crown Victorias at \$20,842.00 per unit. The vehicles available at Signature Ford, meet our specifications with respect to powertrain, axle-ratio, fleet keying, and several other options which would keep our fleet consistent with the majority of the vehicles currently in service.

I made contact with last year's police vehicle vendor, Mr. Eddie Williams, of Gorno Ford. He has a number of Crown Victorias as well. His price per unit was \$21,789.00. Mr. Williams

was unable to provide the axle-ratio listed in our specifications and fleet keying would add an additional \$325.00 to each unit.

I contacted two other vendors listed on the Michigan state purchasing contract. Mr. Patrick Mauer of Varsity Ford stated that Varsity Ford does not participate in the sale of police interceptors. No representatives from LaFontaine AutoGroup returned my call.

RECOMMENDATION:

By purchasing the Ford Crown Victoria Police Interceptors, we experience an immediate cost savings on the per-unit cost. In addition, since there would be no need for equipment modifications, we will save on the outfitting costs for each vehicle. Therefore, I would recommend the purchase five (5) Ford Crown Victoria Police Interceptors.

Cc: Deputy Police Chief, Tom Lindberg
Pat Cauchi, Analyst Planner

Signature

Ford, Lincoln, Mercury, Jeep, Eagle

June 28, 2011

City of Novi Police Department
Attn: Rick Mitchell
45175 W. Ten Mile Road
Novi, MI 48375

Dear Rick Mitchell:

Price on 2011 Vehicle on Macomb County Contract Bid:

2011 Ford Crown Victoria Police Interceptor in Black \$20,842.00 ea

Standard Service Contract: 36,000 miles or 36 months factory Bumper to Bumper Warranty and 60,000miles 60 months Powertrain Warranty . Service to be handled by your local Ford or Jeep Dealer.

Order Cutoff Date: Incoming Stock.

Ford Motor Company or DaimlerChrysler does not guarantee delivery---Ford Motor Company or DaimlerChrysler will make reasonable efforts to schedule orders received prior to fleet order cut-off date.

Payment requirements: All departments to pay on delivery of vehicle. 10-day grace period will be given if previous arrangements have been made. A \$9.50 per day floor plan will be charged if payment is not at the dealership within 10 days of delivery of the vehicle (s).

If you have any questions please call me, 888-92-FLEET (923-5338)

Respectfully Submitted,

William J. Campbell Jr.
Government & Fleet Sales



June 23, 2011

Mr. Eddie Williams
Gorno Ford

CITY COUNCIL

Mayor
David B. Landry

Mayor Pro Tem
Bob Carr

Terry K. Margolis

Andrew Mutch

Dave Staudt

Justin Fighor

Wayne Wrobal

City Manager
Cley J. Pearson

Director of Public Safety
Chief of Police
David E. Molloy

Director of EMS/Fire Operations
Jeffery R. Johnson

Deputy Chief of Police
Thomas C. Lindberg

Assistant Chief of Police
Victor C.M. Lauria

Dear Mr. Williams,

Pursuant to our telephone conversation on June 22, 2011, I have listed our police vehicle specifications. Please provide me a cost per vehicle for five (5) Ford Crown Victoria Police Interceptors based on our specifications.

I realize the Crown Victoria Police Interceptors are being phased out and, we would need to purchase our vehicles from your available stock. With that in mind, please let me know what vehicles you have that most closely match our specifications.

Our current police vehicles were purchased with the following options:

3.27

- Cloth front buckets 40/40 - Cloth rear
- 8-way Power Driver seat w/ limited Power Lumbar Support
- Axle Ratio change to 3.35, provide greater acceleration with vehicle top speed reduction, Limited Slip Axle Incl.
- Molding, Bodyside Front Door Installed
- Power Heated Mirrors
- Deck lid release on Dash and Drive door, ignition powered *Priority*
- Lamps, courtesy, inoperative
- Lamp, Dome/Map Delete - *Included*
- Lock system keyed alike Key code 1284x=432 - *325.00*
- Power door locks, operational by driver & passenger with rear door handles made inoperative *Priority*
- Power windows, driver/passenger operated with rear inop. *Priority*
- Radio Interference suppression - bonding straps *NOT needed*
- Dual Spot lamps
- Tutone paint Black and white Option code 952

Sincerely,

Rick Mitchell
Novi Police Department
248-347-0564 Office
248-347-0526 Fax

*21789.00 **

2 Tom 795.00

325.00

22114.00

Novi Public Safety Administration
45125 W. Ten Mile Road
Novi, Michigan 48376
248.348.7100
248.347.0590 fax

cityofnovi.org