



CITY of NOVI CITY COUNCIL

Agenda Item: 7
September 12, 2011

SUBJECT: Approval to award a vehicle bid to Stanford Brothers, Inc. (dba Varsity Ford), for the purchase of one 2012 Ford F-250 4x4 pickup truck (\$25,744), two 2012 Ford Transit Connect XLT cargo vans (\$40,670), and two 2012 Ford F-350 4x4 SRW pickup trucks (\$54,014), in the amount of \$120,428.

SUBMITTING DEPARTMENT: Department of Public Services - Field Operations Division & Water and Sewer Division

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$120,428 (Field Operations \$54,014; Water and Sewer \$66,414)
AMOUNT BUDGETED	\$174,000
LINE ITEM NUMBER	101-442.20-983.000 (\$90,300 Capital Outlay - Vehicles) 592-000.00-142.000 (\$67,677) Vehicles

BACKGROUND INFORMATION: For FY 2011-2012 the Novi City Council allocated \$174,000 to the Department of Public Services (DPS) for the purchase of six replacement vehicles (three Ford F-250 pick-up trucks, and three Ford F-350 pick-up trucks for the Water and Sewer and Field Operations Divisions, respectively). The purchase of one F-350 truck for the Field Operations Division was deferred until the third quarter.

In lieu of the purchase of three F-250's, the Water and Sewer Division is recommending the procurement of one Ford F-250 and two fuel efficient Transit Connect vans that will be used for light duty work (primarily meter reading and service calls). The new vans are rated for 22 miles per gallon in the City, and 27 miles per gallon during highway use. The addition of these vehicles will allow day to day operations to be performed with reduced operating costs. The two F-350 trucks will be utilized by the Field Operations division to transport heavy field materials. All pickup trucks will be fitted with snow removal equipment to assist with winter operations.

On August 12, 2011, nine bids were received following a public bidding period. Upon a thorough evaluation, the Department determined that Stanford Brothers Inc. (dba Varsity Ford) met all specifications by providing a responsive bid.

Delivery of pickup trucks is scheduled for late November 2011; Transit Connect Vans are anticipated to arrive in late February 2012.

RECOMMENDED ACTION: Approval to award a vehicle bid to Stanford Brothers, Inc. (dba Varsity Ford), for the purchase of one 2012 Ford F-250 4x4 pickup truck (\$25,744), two 2012 Ford Transit Connect XLT cargo vans (\$40,670), and two 2012 Ford F-350 4x4 SRW pickup trucks (\$54,014), in the amount of \$120,428.

	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				



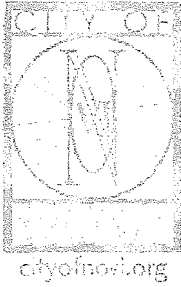
2012 Ford Transit Connect Cargo Van



2012 Ford F-250 / F-350 Regular Cab Truck

CITY OF NOVI
NEW 2011-12 VEHICLES BID TAB
AUGUST 2, 2011

	Varsity Ford	Signature Ford (Bid 1)	Signature Ford (Bid 2)	Fairlane Ford	Jorgenson Ford	Hines Park Ford	Red Holman	Shelton	Gorno Ford
W & S Division									
A. One F250 regular cab,4x4, w/ plow									
Yr, Make, Model	2012 Ford F250	2012 Ford F250	2012 Ford F250	2012 Ford F250 XL	2012 Ford F250	2012 Ford F250	2012 GMC HD2500	2011 GMC Sierra	2012 F250 XL
Unit price	\$ 25,744.00	\$ 26,232.00	\$ 28,464.00	\$ 26,669.25	\$ 26,262.62	\$ 30,367.25	\$ 25,955.00	\$ 33,082.00	\$ 29,537.00
B. Two Ford Transit Connect Van									
Yr, Make, Model	2012 Transit Connect XLT	2012 Ford Transit Connect	2012 Ford Transit Connect	2012 Transit Connect XLT	2012 Transit Connect XLT	2011 Transit Connect			2012 Transit Connect XLT Cargo Van
Unit price	\$ 20,335.00	\$ 20,792.00	\$ 21,021.00	\$ 20,351.70	\$ 20,440.40	\$ 21,479.25	no bid	no bid	bid withdrawn
Field Operations Division									
C. Two F350, regular cab, 4x4, with plow									
Yr, Make, Model	2012 Ford F350	2012 Ford F350	2012 Ford F350	2012 Ford F350 XL	2012 Ford F350	2012 Ford F350	2012 GMC HD3500		2012 F350 XL
Unit price	\$ 27,007.00	\$ 27,261.00	\$ 29,264.00	\$ 28,196.25	\$ 27,346.25	\$ 30,105.25	\$ 27,665.00	no bid	\$ 27,484.00



CITY OF NOVI
BID FORM

NEW 2011, 2012 VEHICLES

We the undersigned as bidder, propose to furnish to the City of Novi, according to the terms, conditions, specifications, and instructions attached hereto:

Prices are to be quoted as Lump Sum (including title, delivery, etc.). The City is Tax Exempt.

WATER & SEWER DIVISION

A. One (1) Ford F250, Regular Cab, 4x4 Pickup, SRW (or equivalent), with plow, RED

Year, Make, Model 2012 FORD F250 4X4

Unit Price \$ 25,744.00 each

Delivery date 10-12 WEEKS

Deviation from specifications: POWER INVERTER ONLY AVAILABLE ON LARIET TRIM - COULD PURCHASE AFTERMARKET BUT WOULD NEED TO KNOW WATTS. NO PRICING INCLUDED IN BID.

Comments: _____

B. Two (2) Ford Transit Connect Cargo Van XLT (or equivalent), RED

Year, Make, Model 2012 FORD TRANSIT CONNECT XLT

Unit Price \$ 20,335.00 each

Delivery date 26-28 WEEKS

Deviation from specifications: NO UPFITTED SWITCHES AVAILABLE POWER INVERTER NOT AVAILABLE - ONLY AVAILABLE AFTERMARKET, WOULD NEED TO KNOW WATTS. NO PRICING IN BID PRICE

Comments: _____

FIELD OPERATIONS DIVISION

C. Two (2) F350 Regular Cab, 4 x 4 Pickup, SRW, (or equivalent), with plow, RED

Year, Make, Model 2012 FORD F350 4X4 SRW

Unit Price \$ 27,007.00 each

Delivery date 10-12 WEEKS

Deviation from specifications: TIRES LT 245/75R17E

Comments: _____

We acknowledge receipt of the following Addenda: _____
(please indicate numbers)

Company (Legal Registration) STANFORD BROS. INC d/ba VARSITY FORD

Address 3480 JACKSON RD. P.O. BOX 2507

City ANN ARBOR State MI Zip 48106-2507

Telephone 734-332-1756 Fax 734-996-5784

Representative's Name (please print) PATRICK P. MAURER

Representative's Title FLEET MGR.

Representative's Signature Patrick Maurer

E-mail patmaurero@varsityford.com

Date 7-29-11



cityofnovi.org

CITY OF NOVI
NEW 2011, 2012 VEHICLES
SPECIFICATIONS

WATER & SEWER DIVISION

Quantity: One (1)
Type of Vehicle: New 2011 or 2012 Ford F250, Regular Cab, 4x4 Pickup, SRW (or equivalent). WITH PLOW
¾ Ton
9900 GVWR minimum
137" wheelbase
8' box

Exterior Color: RED
Interior Color: Gray

Equipment: **Standard Package plus the following:**
✓ 6.2 L V8 Engine (or comparable) with
✓ HD 6-speed automatic transmission
✓ Battery 650 CCA HD/72-amp-hr
✓ Alternator: 155 amp HD
✓ Front Tow Hooks (2)
✓ Spare: Full size with steel wheel
✓ AM/FM Stereo
✓ Power Steering
✓ Power Windows, Power Door Locks
✓ Intermittent Wipers
✓ Air conditioning
✓ 12 Volt Charger (cigarette/cell phone)
✓ 40/20/40 HD Cloth Bench Seat
✓ Vinyl Floor covering
✓ Trailer Tow Package
✓ 2,500 lb trailer hitch receiver
✓ Uplifter switches
✓ Snow Plow Prep Package
110 Volt Power Inverter

*NA - ONLY AVAILABLE ON LARIET TRIM
COULD PURCHASE PLUG-IN INVERTER FROM PARTS
SUPPLY STORE BUT NEED TO KNOW WATTS.
NO PRICE INCLUDED IN BID.*

Additional Equipment: **8 ½ Foot Plow Package Western Pro Plus**
UltraMount attachment system
Handheld Cabcommand control
Poly snow Deflector
1/2" Steel cutting edges
Mounted Curb Guards
Spare Cutting edge and set of shoes



KNAPHEIDE TRUCK EQUIPMENT

1200 South Averill Avenue * FLINT, MI 48503 * 800-589-9100 * FAX 810-238-2444

***** Quality for over 50 years *****

July 26, 2011

FOR:

City of Novi

45175 West Ten Mile Road

Novi, MI 48375-3024

Attention: Chris Quick

Phone: 248-735-5656

Fax: 248-735-5659

PO#:

Salesman: Jim Fountain

Terms: NET 30 DAYS

VIN #:

Truck Year: 2011/12

Make: ?

Model: ¾ ton 4X4 P/U

CA: 56"

Chassis Available:

Delivery Promise: 10-15 Days ARO

FOB: CUSTOMER

QUOTATION

WESTERN 8 1/2' ULTRA-MOUNT PRO PLUS PLOW MODEL IUTPP85.

ULTRA-MOUNT DESIGN: PLOW LIFT FRAME, POWER UNIT, AND LIGHTS

UNCOUPLE FROM TRUCK WHEN BLADE IS REMOVED.

DRIVE-IN HOOK-UP, RECEIVER HORNS AUTOMATICALLY ADJUST FOR

MISALIGNMENT, CONNECTING HOOK PULLS PLOW IN TIGHT.

RECEIVER BRACKETS ARE EASILY REMOVABLE FOR BETTER OFF-SEASON
GROUND CLEARANCE.

PIVOT BAR PERMITS ATTACHING PLOW WHEN ON UNEVEN GROUND, AND
ALLOWS THE PLOW TO HUG UNEVEN GROUND WHEN PLOWING.

CAB COMMAND HAND HELD CONTROL.

FLO-STAT ELECTRIC OVER HYDRAULIC FRONT MOUNT POWER UNIT

7 REINFORCING RIBS AND 4 TRIP SPRINGS, **CURB GUARDS** (installed).

1/2 INCH STEEL CUTTING EDGE.

ROLL ACTION BLADE WITH PRO-GUARD FINISH TO RESIST RUST

LOW PROFILE RECTANGULAR LIGHTS AND BLADE GUIDES

ISOLATION MODULE ELECTRICAL SYSTEM: PLOW LIGHTING AND ELECTRIC

**SYSTEM POWERED DIRECTLY FROM THE BATTERY, PROTECTING THE
VEHICLE'S ELECTRONIC SYSTEM.**

POLY DEFLECTOR

SPARE ½ INCH STEEL CUTTING EDGE

SPARE SET OF SHOES

TWO YEAR PARTS AND LABOR WARRANTY.

PRICE EACH VEHICLE:

\$ 4,398.00 EA.

QUOTED BY: Jim Fountain

Phone: 517-712-4285

Fax: 517-372-8566

Email: jfountain@knapheideflint.com

WATER & SEWER DIVISION

Quantity: Two (2)
Type of Vehicle: New 2011 or 2012 Ford Transit Connect XLT Cargo Van, or equivalent
Exterior Color: RED
Interior Color: Gray

Features: Front Wheel Drive
2.0L DOHC Duratech I-4 engine
4 Speed automatic with overdrive (or comparable)
15.4 gallon Fuel Tank Capacity
Battery 500 CCA HD
Rack-and-pinion steering
Suspension: Independent McPherson-strut with stabilizer bar in front and multi-leaf spring with stabilizer bar in rear
5,005 GVW minimum
1500 pound payload
39 foot turning radius
21 MPG City / 26 MPG Highway (or better)
52 inch rear door height
46.9 inch side door height
7.2 inch ground clearance
Power Steering
Power Windows
Power Door Locks
Intermittent Wipers
AM/FM Stereo
Tilt Wheel
Gauges: Speedometer, tachometer, odometer, trip odometer, voltmeter, fuel level, engine temperature, oil pressure
Air conditioning
12 Volt Power point in front and rear cargo area
Cruise Control
Windows – rear doors & side doors
All weather floor mats
Uplifter switches *NA*
Spare: Full size with steel wheel

Additional Equipment: **If available (please specify on bid form):**
110 Volt Power Inverter *NA ONLY AVAILABLE AFTERMARKET FROM PARTS STORES - NO PRICING INCLUDED IN BID*
Front tow hooks *NA*

FIELD OPERATIONS DIVISION

Number of Vehicles: Two (2)
Type of Vehicle: New 2011 or 2012 Ford F-350 Regular Cab, 4 x 4 Pickup, SRW
(or equivalent), WITH PLOW
One Ton
10,000 lb. GVWR minimum
137" Wheelbase
8' Box

Exterior Color: RED
Interior Color: Gray

Equipment: **Standard Package plus the following:**

- ✓ V8 Engine (minimum 6.2 L)
- ✓ HD 6-speed automatic transmission
- ✓ Alternator: 155 Amp HD
- ✓ Battery: 650 CCA, 72-AH
- ✓ Rear Axle – Electronic Locking 3.73:1
- ✓ Manual Transfer Case w/ manual locking hubs
- ✓ Front stabilizer bar
- ✓ Power Steering
- ✓ Air Conditioning
- ✓ AM/FM Stereo
- ✓ Seats: Front, 40/20/40 HD cloth
- ✓ Power windows, power door locks
- ✓ Roof Clearance Lights
- ✓ Floor covering: black vinyl, full
- ✓ Tires: LT265/70R17 BSW A/T (5) **LT245/75R17E**
- ✓ Wheels: 17" Argent Painted Steel (5)
- ✓ Tow Hooks (2)
- ✓ Windshield Wipers: Interval control
- ✓ Trailer Tow Package—7-wire harness w/relays & 7/4 pin connector
- ✓ Integrated trailer brake controller
- ✓ Trailer Tow Mirrors – Power, heated
- ✓ Upfitter Switches (4)
- ✓ Snow Plow Package
- ✓ 10,000# GVWR Package (68D)

**REQUESTED TIRE
NOT AVAILABLE**

Additional Equipment: **8 ½ Foot Plow Package Western Pro Plus**
UltraMount attachment system
Handheld Cabcommand control
Poly snow Deflector
1/2" Steel cutting edges
Mounted Curb Guards
Spare Cutting edge and set of shoes



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July 26, 2011

FOR:
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45175 West Ten Mile Road
Novi, MI 48375-3024

Attention: Chris Quick Phone: 248-735-5656 Fax: 248-735-5659

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Chassis Available:	Delivery Promise: 10-15 Days ARO	FOB: CUSTOMER	

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**ISOLATION MODULE ELECTRICAL SYSTEM: PLOW LIGHTING AND ELECTRIC
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QUOTED BY: Jim Fountain Phone: 517-712-4285 Fax: 517-372-8566
Email: jfountain@knapheideflint.com