



REPORT to the MAYOR and MEMBERS of the CITY COUNCIL  
From the CITY MANAGER

DATE: October 26, 2021

SUBJECT: Awarding of the Purchase of Four Ford Trucks for the  
Fire and Public Works Departments to Penske Ford

ISSUING DEPARTMENT: Fire/Public Works

SUMMARY:

Issues:

Should the City Council adopt the resolution to award the purchase of four Ford trucks for the Fire and Public Works Departments to Penske Ford?

Recommendations:

That the City Council adopt the resolution to award the purchase of four Ford trucks for the Fire and Public Works Departments to Penske Ford.

Fiscal Impact:

The quoted cost for the purchase of the four trucks is \$141,584.10 and funds are budgeted and available in Equipment Replacement Fund account 1315-6585, projects 22EFI.01-02 and 22EPW.05-06.

City's Strategic Goals:

- A safe community
- Continue to improve high quality municipal services

Climate Action Plan Reduction Strategy:

The recommended action is in alignment with Climate Action Plan Measure T-6 Municipal Fleet Transition.

## BACKGROUND:

The City's fleet includes vehicles in multiple departments with various functions to protect the public's safety and maintain the public infrastructure. The Fire Department currently operates two Ford F-150 command vehicles which are on a 10-year replacement schedule. The cost to maintain these vehicles and their electronics continue to increase and their reliability is being impacted. The Public Works Parks Maintenance Division currently operates two trucks, a Ford F-150 and a Chevrolet Silverado 1500, both of which are over 20 years old. These trucks are also becoming more difficult to maintain as well as inefficient in fuel use.

In 2018, the City adopted the Climate Action Plan (CAP) which includes a greenhouse gas reduction goal of 53% by 2035. The CAP provides a list of measures and actions to explore in order to achieve this goal, including transitioning municipal vehicle fleet from gasoline and diesel-powered vehicles to alternative-fuel or other low-emissions vehicles.

The FY19-22 CAP Implementation Plan Measure T-6, Municipal Fleet, includes exploring opportunities to integrate alternative fuel options and more efficient vehicles, including hybrid, into the City's fleet as older vehicles become eligible for replacement. In 2019, the City's fleet was analyzed as part of technical assistance provided by the San Diego Clean Cities Coalition and is currently in the process of being updated in 2021 to identify opportunities to transition the municipal fleet.

## DISCUSSION:

Electric Vehicles (EV) options for trucks are not currently available. Only Ford has an EV truck planned that could potentially meet our needs for some uses with the F-150 Lightning EV, expected to be available in 2022. Unfortunately, the Lightning is not expected to be a viable option for future Fire command vehicles that may be used for state and federal fire incidents and would be vulnerable to a lack of charging infrastructure during these emergencies. The Lightning will be explored as an option for future Public Works trucks that are primarily used locally, but will require charging infrastructure to be installed at the operations yard. Chevrolet is planning an electric Silverado truck with its first EV model in 2023 and models being available for sale in 2024.

Staff examined current options for the most efficient vehicles for these needs. The F-150 XLT Fire command vehicles would have the 3.5L EcoBoost V6 engine which includes auto start-stop technology. This feature allows the engine to shut off automatically when stopped at a red light and start again when the brake is released.

Ford does offer a full hybrid 3.5L PowerBoost engine for the F-150 crew cab, but the weight of the hybrid system reduces the payload capacity of the truck to where, when fully outfitted with a camper shell, electronics, emergency and safety equipment, and firefighting gear, it can no longer safely operate with a full crew. It is not recommended for these command vehicles.

The F-150 XL regular cab trucks for Public Works come with a standard 3.3L V6 engine with flex-fuel capacity and also include the auto start-stop technology. These trucks do not have the hybrid option, which is only offered for the larger crew cab and not suitable for Public Works needs. A smaller 2.7L V6 EcoBoost engine is available, but the improvement in efficiency is minimal and due to their twin turbos they are more expensive to purchase, maintain and repair. The standard 3.3L V6 engine is uniform with other vehicles in the fleet, reducing the need for additional parts and supplies.

The City received quotes from the two Ford dealerships in San Diego County that engage in government and fleet sales, Penske Ford and Kearny Mesa Ford. The City regularly solicits quotes for vehicles in lieu of conducting a formal bid process that may require purchasing the vehicles from an unfamiliar dealer outside of our region. The quotes were received for:

- Two 2022 Ford F-150 4x4 XLT crew cab trucks with EcoBoost engine including auto start-stop technology for the Fire Department. Penske Ford's quote was the lowest at \$81,924.15 for both.
- Two 2022 Ford F-150 regular cab XL trucks with flex-fuel capacity engines including auto start-stop technology for the Parks Maintenance Division. Penske Ford's quote was the lowest at \$59,659.95 for both.

The City's Purchasing Officer may waive formal competitive bidding if the commodity being purchased is required to match or be compatible with equipment presently on hand, and the purchase is made from the supplier that supplied such other equipment, per La Mesa Municipal Code Section 2.40.070(a)(3). Purchasing Ford vehicles will keep our fleet consistent for both staff and fleet maintenance.

Under these facts, the circumstances are that Penske Ford has previously provided Ford vehicles to the City and can provide the similar vehicles again at a cost that is less than Kearny Mesa Ford; and, as such, staff recommends that it is in the best interests of the City to award the purchase of Ford vehicles to Penske Ford without a formal bidding process.

CONCLUSION:

Staff recommends that the City Council adopt the resolution to award the purchase of four Ford trucks for the Fire and Public Works Departments to Penske Ford.

Reviewed by:



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Greg Humora  
City Manager

Respectfully submitted by:



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Steve Swaney  
Fire Chief



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Leon Firsh  
Director of Public Works/City Engineer



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Scott Munzenmaier  
Purchasing Officer

Attachments:

- A. Resolution
- B. Summary of Vehicle Pricing

RESOLUTION NO. 2021-

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LA MESA  
AWARDING THE PURCHASE OF FOUR FORD TRUCKS FOR THE FIRE AND  
PUBLIC WORKS DEPARTMENTS TO PENSKE FORD

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WHEREAS, the City's fleet includes vehicles in multiple departments with various functions to protect the public's safety and maintain the public infrastructure;

WHEREAS, four vehicles are in current need for replacement due to maintenance and efficiency issues;

WHEREAS, the City received quotes from the two Ford dealerships in the region that sell these vehicles to public agencies and Penske Ford, which has previously provided vehicles to the City, had the lowest cost at \$141,584.10 for all four including taxes and fees; and

WHEREAS, the City's Purchasing Officer may waive competitive bidding if the commodity being purchased is required to match or be compatible with equipment presently on hand, and the purchase is made from the supplier that supplied such other equipment, per La Mesa Municipal Code Section 2.40.070(A)(3).

NOW, THEREFORE, BE IT AND IT IS HEREBY RESOLVED by the City Council of the City of La Mesa, California, that the City Council intends to award the purchase of four Ford trucks for the Fire and Public Works Departments to Penske Ford for a not-to-exceed amount of \$141,584.10.

PASSED AND ADOPTED at a Regular meeting of the City Council of the City of La Mesa, California, held the 26<sup>th</sup> day of October 2021, by the following vote, to wit:

AYES:

NOES:

ABSENT:

CERTIFICATE OF CITY CLERK

I, MEGAN WIEGELMAN, City Clerk of the City of La Mesa, California, do hereby certify the foregoing to be a true and exact copy of Resolution No. 2021-, duly passed and adopted by the City Council of said City on the date and by the vote therein recited.

MEGAN WIEGELMAN, CMC, City Clerk

(SEAL OF CITY)

ATTACHMENT A

TWO 2022 FORD F-150 CREW CAB, 4X4

Quantity: 2	Penske Ford		Kearny Mesa Ford	
	Unit	Total	Unit	Total
Base Price	\$ 37,660.00	\$ 75,320.00	\$ 41,770.00	\$ 83,540.00
Additional Costs	\$ 85.00	\$ 170.00	\$ 280.00	\$ 560.00
Sales Tax	\$ 3,208.33	\$ 6,416.65	\$ 3,574.25	\$ 7,148.50
Fees	\$ 8.75	\$ 17.50	\$ 8.75	\$ 17.50
Paint		\$ -		\$ -
<b>TOTAL</b>	<b>\$ 40,962.08</b>	<b>\$ 81,924.15</b>	<b>\$ 45,633.00</b>	<b>\$ 91,266.00</b>

<b>FINAL AWARD</b>	<b>Penske Ford</b>	<b>\$ 81,924.15</b>
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TWO 2022 FORD F-150 REGULAR CAB, LONG BED 2WD

Quantity: 2	Penske Ford		Kearny Mesa Ford	
	Unit	Total	Unit	Total
Base Price	\$ 27,400.00	\$ 54,800.00	\$ 28,520.00	\$ 57,040.00
Additional Costs	\$ 85.00	\$ 170.00	\$ 280.00	\$ 560.00
Sales Tax	\$ 2,336.23	\$ 4,672.45	\$ 2,448.00	\$ 4,896.00
Fees	\$ 8.75	\$ 17.50	\$ 8.75	\$ 17.50
Paint		\$ -		\$ -
<b>TOTAL</b>	<b>\$ 29,829.98</b>	<b>\$ 59,659.95</b>	<b>\$ 31,256.75</b>	<b>\$ 62,513.50</b>

<b>FINAL AWARD</b>	<b>Penske Ford</b>	<b>\$ 59,659.95</b>
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**CERTIFICATE OF CITY/DIRECTOR OF FINANCE**

Certification of Unappropriated Reserves

I HEREBY CERTIFY that the money required for the appropriation of funds for the purpose as docketed is available in the Treasury, or is anticipated to come into the Treasury, and is otherwise unappropriated.

Amount \$ \_\_\_\_\_ Fund \_\_\_\_\_

Purpose \_\_\_\_\_

\_\_\_\_\_  
Director of Finance  
City of La Mesa


Date \_\_\_\_\_ By \_\_\_\_\_

Unappropriated Reserves Available Balance \$ \_\_\_\_\_

Certification of Unencumbered Balance

I HEREBY CERTIFY that the indebtedness and obligation as docketed can be incurred; that sufficient monies to meet the obligations are actually in the Treasury, or are anticipated to come into the Treasury to the credit of the appropriation from which the same are to be drawn; and that said monies now actually in the treasury, together with the monies anticipated to come into the Treasury, to the credit of said appropriation are otherwise unencumbered.

Amount Not to Exceed \$141,584.10

  
\_\_\_\_\_  
Director of Finance  
City of La Mesa

Date: 10/19/2021 By: Steve Swaney/Leon Firsh

Fund: 1315 Dept./Activity: 6585 \$141,584.10 from account 1315-6585 (amount available \$393,501.61)

Purpose: Awarding of the Purchase of Four Ford Trucks for the Fire and Public Works Departments to Penske Ford.

CERTIFICATE NO. 1766