

**South Portland City Council**  
***Position Paper of the City Manager***

***Subject:***

**ORDER #25-17/18 – Award of Bid #03-18 for the purchase of a one-ton, 4 x 4 truck with plow for the Fire Department. Passage requires majority vote.**

***Position:***

This item is brought forward to award a bid for the purchase of a one-ton, 4x4 truck with plow to be used by the Fire Department. This purchase was included in the FY2018 Capital Improvement Program.

The Fire Department is responsible for initial snow clearing at the five fire stations during and after storms. Public Works and outside contractors do assist with loading and hauling snow, days after the storm, but the stations require constant snow removal to ensure a rapid response. Additionally, these pickups are used to transport items such as fire hose after fires, foam & hazmat trailers to emergencies, and supplies to emergency scenes. They are also used daily to run errands and move staff around as needed. This vehicle will replace a 2003 GMC which was transferred from the Water Resource Department fleet in December of 2010. The Fire Department decommissioned the 2003 GMC last summer as the cost of repairs exceeded its value.

The bid was advertised and mailed to 25 bidders. The city received four bids ranging in price from \$43,129 to \$38,737. The lowest bid was from Central Auto Team, of Raynham, MA for a Dodge Ram. The next lowest bid was Yankee Ford, of South Portland, ME, with a price of \$39,263 for a Ford truck. Although this amount is \$526 higher than the lowest bidder, Chief Wilson would like to award this bid to Yankee Ford because the dealerships able to service the Ram vehicle are located either in Brunswick, Saco, or Westbrook, whereas the Ford dealership is here in town. If you consider staff time to travel back and forth to have work performed on the vehicle, the overall cost may be higher going with the Dodge vs. the Ford. The City's RFP for this purchase (and most purchases) contains language that allows the City to "reject any or all bids should it be deemed in the best interest of the City". Therefore, I believe Council can reject the lowest bidder and accept the second highest bid. In the future, I would like to see language in our RFPs that more clearly alerts potential bidders that one of the criteria that will be considered in addition to price will be other direct and indirect costs, such as staff travel time for service.

Fire Chief Jim Wilson will be at Monday's meeting to answer any questions the City Council may have.

**Requested Action:**

Council passage of ORDER #25-17/18.



City Manager



**FIRE DEPARTMENT**  
*OUR JOB IS OUR LIFE, AND YOURS*

**JAMES P WILSON**  
CHIEF OF DEPARTMENT

TELEPHONE  
(207) 799-3314

E-MAIL  
JWILSON@SOUTHPORTLAND.ORG

To: Scott Morelli

Date: July 26, 2017

Subject: Service Truck Purchase

Scott,

I am requesting to award bid for a new fire department service truck (pickup truck with plow). \$40,000 was approved in the 2018 CIP for this purchase. The city solicited bids for this vehicle and received four (4) bids. The lowest bid was for a Ram unit for Central Auto Team from Raynham, MA with a price of \$38,737.00. The next lowest bid was a Ford unit from Yankee Ford in South Portland, ME with a price of \$39,263.00.

The Fire Department would like to award bid to Yankee Ford, even though it is not the lowest bidder. The primary reason is that there are no Ram dealerships in South Portland, the closest dealerships are: Lee Dodge in Westbrook, Southern Maine Chrysler in Saco, and Bodwell Chrysler in Brunswick. This will make getting warrantee work challenging as staff will have to travel to one these locations in order to get the work completed. With the bid price between bid one and bid two only differing by \$526.00, I feel it is in the best interest for the city to award the bid to the local dealer. Wear and tear, fuel, and staff hours will more than make up the difference over the life of this vehicle. The cities bid language allows this as shown below.

**METHOD OF AWARD:** Award will be made to the lowest responsive and responsible bidder as noted below (EVALUATION CRITERIA). The City of South Portland reserves the right to accept or reject any or all bids should it be deemed in the best interest of the City, waive any minor discrepancies or technicalities and the right to inspect the equipment prior to delivery.

A handwritten signature in cursive script that reads "Jim".

James P. Wilson



CITY OF SOUTH PORTLAND

PATRICIA A. SMITH  
Mayor

SCOTT T. MORELLI  
City Manager

EMILY F. SCULLY  
City Clerk

SALLY J. DAGGETT  
Jensen Baird Gardner & Henry

District One  
CLAUDE V.Z. MORGAN

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District Two  
PATRICIA A. SMITH

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District Three  
EBEN ROSE

\_\_\_\_\_

District Four  
LINDA C. COHEN

\_\_\_\_\_

District Five  
BRAD FOX

\_\_\_\_\_

At Large  
Maxine R. Beecher

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At Large  
SUSAN J. HENDERSON

**IN CITY COUNCIL  
ORDER #25-17/18**

**ORDERED**, that award of Bid #03-18 be and hereby is made to Yankee Ford, of South Portland, ME, in the amount of thirty-nine thousand two hundred and sixty-three dollars (\$39,263) for the purchase of a one-ton 4 x 4 truck with plow for the Fire Department.

\$39,263 shall be charged to FY18 Service Truck with Plow Account #406465-651000-18644.

Fiscal Note: \$39,263

Dated: August 7, 2017