

**REPORT TO THE  
CITY COUNCIL**  
*City of Salinas, California*

DATE: September 13, 2016

FROM: Edmond A. Rodriguez, Fire Chief

BY: Herb Shoemaker, Battalion Chief

SUBJECT: **DIRECT PURCHASE OF TWO (2) VEHICLES FOR FIRE COMMAND STAFF**

**RECOMMENDATION:**

It is recommended that the City Council approve a resolution authorizing the direct purchase of two (2) new Fire Command staff vehicles from MY Chevrolet, Salinas Auto Center in the amount of \$86,677.10 and additional customization by Emergency Vehicle Specialists, Inc. in the amount of \$49,188.52 for a total expenditure of \$135,865.62.

**DISCUSSION:**

The Salinas Fire Department is in need of two (2) new vehicles to be utilized for transportation and command and control of emergency incidents by the command staff. Current vehicles utilized by the command staff have proven to be undependable, experiencing mechanical breakdowns during emergency response.

After evaluation, staff has identified the Chevrolet Tahoe as the appropriate vehicle for the suppression division. This vehicle has shown to meet the needs and requirements of neighboring fire command personnel and will replace existing vehicles that have high mileage and that have required costly repairs.

MY Chevrolet was contacted and asked if they could meet or beat the state contract price for the selected vehicle. They were able to beat the price utilizing competitive pricing. The total cost to purchase the two (2) vehicles is \$86,677.10 and supports the City's local purchasing policy.

The vehicles will require customization: fitting of a cargo insert to include power source and equipment storage, radios, MDT equipment, emergency light package, interior/exterior lighting, etc., allowing the vehicle to function as a command/emergency scene management center. Emergency Vehicle Specialists, Inc. can custom build the cargo insert to SFD specifications for \$24,594.26 per vehicle, \$49,188.52 total. This vendor has outfitted multiple vehicles in Monterey County with equipment similar to what the fire department is looking for. Utilizing this local vendor will minimize out of service time in the event of repair.

City Council has the authority to approve purchases without a formal bid process under Salinas City Code section 12-27.

**ISSUE:**

Shall the City Council approve the direct purchase of two (2) Chevrolet Tahoe vehicles for the Fire Command Staff from MY Chevrolet, Salinas Auto Center, at a cost of \$86,677.10 and authorize the expenditure to Emergency Vehicle Specialists Inc. for equipment in the amount of \$49,188.52 for a grand total of \$135,865.62?

**FISCAL IMPACT:**

Funds for this purchase are available in the approved 2016-2017 Capital Improvement Budget project number 9210.

**TIME CONSIDERATIONS:**

The 2017 vehicle models are currently available. Due to lack of dependability and need for costly repair of the older vehicles utilized daily by the command staff, immediate purchase is recommended.

**ALTERNATIVES/IMPLICATIONS:**

The alternative is to not approve the direct purchase and direct staff to go to competitive bid. This will delay the purchase, put the process into the next model year, which will translate to increased cost of the vehicles and may put the purchase outside of the parameters of the local purchasing policy.

**CITY COUNCIL GOALS:**

The adoption by Council of this purchase agreement supports the following goals:

- Economic Diversity and Prosperity
- Safe, livable community
- Effective sustainable government
- Excellent Infrastructure

**CONCLUSIONS:**

Staff recommends Council approve the direct purchase of two (2) Chevrolet Tahoe vehicles from MY Chevrolet, Salinas Auto Center at a cost of \$86,677.10 and authorize customization at a cost of \$49,188.52 for a total cost of \$135,865.62. Maintaining safe vehicles is vital in delivery of essential services and professionalism. Purchasing locally ensures the city receives the best value and supports our local economy.

Back Up Pages:

Resolution

Quote: MY Chevrolet

Quote: Emergency Vehicle Specialists, Inc.