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DEPARTMENT OF  
FINANCE  
  
PROCUREMENT SERVICES DIVISION

CITY OF SACRAMENTO  
CALIFORNIA

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SACRAMENTO, CA  
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April 16, 1996

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City Council  
Sacramento, California

Honorable Members in Session:

**SUBJECT: REJECT RESPONSES TO BID NO. 1685 FOR POLICE MOTORCYCLES, AUTHORIZE SUSPENSION OF FORMAL COMPETITIVE BIDDING, AND AUTHORIZE THE PURCHASE OF THREE DIFFERENT MODELS OF POLICE MOTORCYCLES FOR TESTING AND EVALUATION PURPOSES, IN A TOTAL AMOUNT NOT TO EXCEED \$119,772.02**

#### STAFF RECOMMENDATION

This report recommends that the City Council reject the responses to Bid No. 1685 for seven new police motorcycles, and adopt the attached Resolution which authorizes the suspension of formal competitive bidding and the purchase of three different models for testing and evaluation purposes. The motorcycles proposed for purchase are as follows:

1. Three (3) Kawasaki motorcycles from Good Times Kawasaki, in a total amount of \$30,382.27
2. Three (3) Harley-Davidson motorcycles from Harley-Davidson of Sacramento, Inc., in a total amount of \$40,390.09
3. Three (3) BMW motorcycles from A&S BMW Motorcycles, in a total amount of \$48,999.66

**CONTACT PERSONS:** Jeffrey Gibson, Lieutenant - Traffic Section, 277-6069  
Robert Summersett, Fleet Management Superintendent, 433-6230

**FOR COUNCIL MEETING OF:** April 16, 1996

#### SUMMARY

Attached is a tabulation of sealed proposals for Bid No. 1685, received by the City Clerk, for furnishing seven new police motorcycles in accordance with the specifications used in the bidding process. Staff recommends that the City Council reject these responses to Bid No. 1685, and authorize the suspension of formal competitive bidding and the purchase of three each of three different brands of motorcycles (9 total)

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for testing and evaluation purposes. These units are to be purchased by the Fleet and Facility Management Division of the Department of Public Works for use by the Police Department.

## **BACKGROUND**

On October 25, 1995, the City Clerk received sealed bids for seven (7) police motorcycles for use by the Police Department. The specifications used in the bidding process were developed by the Fleet and Facility Management Division in conjunction with the Police Department, and included a requirement that the motorcycles be California Highway Patrol (CHP) approved. At the time of the bid opening, only the Kawasaki Model KZ1000P14, as offered by Good Times Kawasaki, fully complied with both the City specifications and the CHP approval requirements, and was the lowest bidder at \$8,599.00 per unit. It was subsequently learned, however, that the California Highway Patrol had recently certified a Harley-Davidson motorcycle, and was in the process of reviewing and revising their specifications for future purchases such that additional brands might be included on their approved list.

Upon reviewing the bids, it became apparent that several new motorcycle designs and innovations have become available that were not known or available when the bid specifications were developed. Some of these changes include ABS brakes, direct-shaft-drives, and smaller, more powerful engines. In light of the new designs and innovations that have become available, along with the fact that the requirements for the City Police Department may differ from those of the California Highway Patrol, it is recommended that motorcycles from each of the three major manufacturers of police motorcycles (Kawasaki, Harley-Davidson and BMW) be purchased in order to facilitate thorough testing and evaluation by the Sacramento Police Department and Fleet and Facility Management Division. Such testing will allow City motorcycle officers to ascertain under actual-use circumstances the most desirable features and performance characteristics, so that an appropriate City police motorcycle specification can be developed.

The purchase of the proposed nine (9) motorcycles will allow for a fair and thorough test, and will also satisfy current needs for replacement motorcycles. Following completion of the testing, it is anticipated that a City police motorcycle specification will be developed which will address the unique requirements of the Sacramento Police Department.

Based on the plan to initiate the testing and evaluation program, each of the vendors who responded to Bid No. 1685 was contacted with a request to supply three motorcycles (instead of seven as called for in the bid) to the City at the prices offered in their bid. The lowest bidder, Good Times Kawasaki, responded that they are no longer able to supply the 1995 model they had offered because the motorcycles reserved for this bid are no longer available. They will, however, supply the 1996 Kawasaki model KZ1000P15, which has identical specifications and performance characteristics to the 1995 model KZ1000P14, at a unit price of \$9,399.00 each, plus tax. The other two bidders (offering Harley-Davidson and BMW motorcycles) have agreed to supply the lesser quantities at the prices offered in their bids. The total cost for the nine motorcycles (three each of the three different brands) will be \$119,772.02.

## **FINANCIAL CONSIDERATIONS**

Sufficient funds are available in the Fleet Management Division FY 95-96 budget for new and replacement equipment and vehicles.

## ENVIRONMENTAL CONSIDERATIONS

Ongoing administrative and maintenance activities, such as purchases of supplies, equipment or materials which are not made for purposes of a public works construction project, do not constitute a "project" and are exempt from the California Environmental Quality Act (CEQA). CEQA Guidelines, Sections 15061(b)(1), 15378(b)(3).

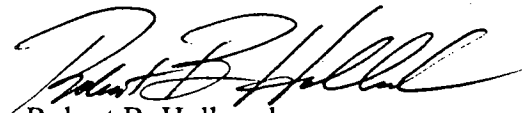
## POLICY CONSIDERATIONS

The recommendations in this report are consistent with the requirements of Sections 57.03.305 and 57.04.401(b)(c) of the Sacramento City Code, which authorize the City Council to reject any and all bids and, upon a two-thirds vote, to suspend formal competitive bidding. The recommendations are also in concert with the Council's direction for City staff to work collaboratively across the organization, and to increase employee involvement in deciding how City services can be delivered most efficiently.

## MBE/WBE EFFORTS

Requests for bid (RFB) were sent to eight vendors, none of which were Minority or Woman-Owned Business Enterprises. After researching the City bid list and all M/WBE directories available to staff, no M/WBE firms could be located which supply this type of vehicle.

Respectfully Submitted,



Robert B. Holbrook  
Procurement Services Manager



Larry Gibbs  
Deputy Chief

RECOMMENDATION APPROVED:



William H. Edgar  
City Manager

2 Attachments

**BID TABULATION SHEET FOR  
BID NO. 1685 - POLICE MOTORCYCLES (SOLO)**

<u>Bidder</u>	<u>Unit Cost</u>	<u>Total Bid Less Sales Tax</u>	<u>M/WBE Preference</u>	<u>Prompt Payment Discount</u>	<u>City Tax Preference</u>	<u>Net Evaluation Total</u>
Good Times Kawasaki	\$ 8,599.00	\$ 60,193.00	None	None	No	\$ 60,193.00
Harley-Davidson of Sacramento, Inc.	\$12,495.00	\$ 87,465.00	None	None	Yes - 1% <874.65>	\$ 86,590.35
A&S BMW Motorcycles	\$15,158.44	\$106,109.08	None	None	No	\$106,109.08

<b>Award of Contracts To:</b>	Good Times Kawasaki 5000 B Madison Avenue Sacramento, CA 95841 \$30,382.27	Harley-Davidson of Sacramento 1000 Arden Way Sacramento, CA 95815 \$40,390.09	A&S BMW Motorcycles 7601 Auburn Blvd. Citrus Heights, CA 95610 \$48,999.66
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**Total Amount of Contracts:** \$119,772.02 (9 motorcycles)

**Using Department:** Fleet and Facility Management  
for the Police Department

**Original Estimated Cost:** \$63,000.00 (7 motorcycles)

Total No. of Bids Solicited	No. of M/WBE Bids Solicited	No. of M/WBE Responses	Award to M/WBE Vendor?
8	None Known	0	No

(4)

# RESOLUTION NO.

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF \_\_\_\_\_

## A RESOLUTION SUSPENDING FORMAL COMPETITIVE BIDDING FOR THE PURCHASE OF POLICE MOTORCYCLES

**BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO THAT:**

1. In the best interest of the City of Sacramento, competitive bidding is hereby suspended for the purchase of nine (9) police motorcycles.
2. The City Manager is hereby authorized to purchase nine (9) police motorcycles as follows:
  - a. Three (3) Kawasaki motorcycles from Good Times Kawasaki, in a total amount of \$30,382.27; and
  - b. Three (3) Harley-Davidson motorcycles from Harley-Davidson of Sacramento, Inc., in a total amount of \$40,390.09; and
  - c. Three (3) BMW motorcycles from A&S BMW Motorcycles, in a total amount of \$48,999.66.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

\_\_\_\_\_  
FOR CITY CLERK USE ONLY

RESOLUTION NO.: \_\_\_\_\_

DATE ADOPTED: \_\_\_\_\_

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