



City Council Staff Report

DATE: November 16, 2016 CONSENT CALENDAR
SUBJECT: PURCHASE AND INSTALLATION OF OUTFITTING EQUIPMENT FOR
11 NEW POLICE PATROL VEHICLES
FROM: David H. Ready, City Manager
BY: Maintenance & Facilities Department

SUMMARY:

This item will authorize sole-source procurement of lights and sirens from Federal Signal to standardize the outfitting of new Police Department patrol vehicles, and authorize the issuance of two Purchase Orders, one in the amount of \$28,147.24 to Federal Signal Corporation for purchase of "outfitting" equipment (lights and sirens), and a second one in the amount of \$147,550.15 to install the "outfitting" equipment consisting of specialized sirens, lights and related equipment on 11 new Police Department patrol vehicles.

RECOMMENDATION:

1. In accordance with Palm Springs Municipal Code Section 7.05.040 "Brand Name Specifications", authorize the City Manager to utilize sole-source bidding with Federal Signal in the acquisition of light bars and sirens for standardization of the outfitting of Police Department vehicles; and
2. Award the outfitting of Police Department vehicles on an as-needed basis at fixed unit prices of \$13,413.65 for Patrol Utility Vehicles; \$7,075.10 for Admin/Undercover Vehicles; \$8,315.08 for Patrol Admin Utility Vehicles; and \$15,236.18 for K-9 Vehicles, with fixed pricing valid through June 30, 2018, with two (2) additional one-year extensions through June 30, 2020, with fixed pricing subject to an annual CPI adjustment; and
3. Authorize a Purchase Order in the amount of \$28,147.24 to Federal Signal Corporation for purchase of outfitting equipment (lights and sirens) for 11 new Police Department Patrol Utility Vehicles; and
4. Authorize a Purchase Order in the amount of \$147,550.15 with West Coast Lights & Sirens, Inc., for outfitting of 11 new Police Department Patrol Utility Vehicles at a fixed price of \$13,413.65 each; and

5. Authorize the City Manager to execute all necessary documents.

BACKGROUND:

On April 6, 2016, the City Council approved the purchase of 11 new Police Department patrol vehicles. These vehicles have been ordered by the City and are being manufactured for delivery later this year. Separately, the City is required to purchase and install (or "outfit") patrol vehicles with lights and sirens, as this equipment is specialized and custom to the particular public safety agency and not provided by the dealer.

In an effort to maintain a standard look for the Police Department's patrol vehicles, the City has previously identified and purchased certain types of lights and sirens manufactured and sold by Federal Signal Corporation. As there are many different types of lights and sirens equipment available, staff recommends that the outfitting of new patrol vehicles continue to use the type of equipment offered by Federal Signal Corporation, such that all patrol vehicles maintain a standardized look.

Palm Springs Municipal Code Section 7.05.040 "Brand Name Specifications", provides for exceptions to the City's standard purchasing regulations, and for cases where the City has determined that standardization of equipment to a single brand or trade name is required, the City Council can authorize sole-source purchasing. Specifically, Section 7.05.040 states:

7.05.040 Brand name specifications.

(1) Use.

Since use of a brand name specification is restrictive of product competition, it may be used only when the director of procurement and contracting makes a written determination that only the identified brand name item or items will satisfy the city's needs, and where for function and efficiency the product is designated to match others in use on a project either completed or in the course of completion, or where the product is applied in a unique or novel way where only one brand name is known, provided that any such determination shall be based on the requirements of California-Public Contract Code Section 3400 and the exceptions set forth therein.

(2) Competition.

The director of procurement and contracting shall seek to identify sources from which the designated brand name item or items can be obtained and shall solicit such sources to achieve whatever degree of price competition is practicable. If only one source can supply the requirement, the procurement shall be made under Section 7.03.070 (Sole source procurement).

(3) Standardization.

Where the director of procurement and contracting has determined that it is required by the health, safety or welfare of the people or employees of the city or that significant costs savings can be demonstrated, standardization of supplies, materials, equipment or construction components is permitted and the specification may limit the purchase to a single brand or trade name. Among the factors that may be considered in determining to standardize on a single brand or trade name are that:

- (a) Repair and maintenance costs would be minimized;*
- (b) User personnel training would be facilitated thereby;*
- (c) Supplies or spare parts would be minimized;*
- (d) Modifications to existing equipment would not be necessary;*
- (e) Training of repair and maintenance personnel would be minimized;*
- (f) Matching existing supplies, materials, or equipment is required for proper operation of a function or program.*

Therefore, staff recommends that the City Council authorize the City Manager to purchase via sole-source methods the outfitting equipment for Police Department patrol vehicles from Federal Signal Corporation. Staff has requested and received a formal quote from Federal Signal Corporation in the amount of \$28,147.24, to acquire lights and sirens for outfitting of 11 new patrol vehicles.

The Procurement and Contracting Division coordinated with the Fleet Maintenance Division and Police Department to develop the specifications to conduct a formal Invitation for Bid (identified as "IFB 17-03") to solicit bids for the physical outfitting and installation of specialized equipment, lights, and sirens on new Police Department vehicles. IFB 17-03 was publicly advertised, posted to the City's website, and notices mailed to eleven vendors. Three vendors attended the non-mandatory pre-bid conference, and two bids were received by the November 2, 2016, bid deadline. The results of the two bids received are tabulated below:

VENDOR	PATROL UTILITY	UNDERCOVER UTILITY	K-9 UTILITY	ADMIN UTILITY	TOTAL
West Coast Lights & Sirens	\$13,413.65	\$7,075.10	\$15,236.18	\$8,315.08	\$44,040.01
Airwave Communications	\$15,715.58	\$8,071.57	\$17,120.59	\$9,498.09	\$50,405.83

West Coast Lights & Siren Inc., located in Riverside, California, was the lowest, responsive and responsible bidder; this firm is also the City's last vendor having installed the outfitting on the City's last fleet of new Police Department vehicles. The firm has successfully performed Police vehicle outfitting for several other cities in Southern California, including Rialto, Anaheim, and Fontana Police departments, and the San Bernardino Sherriff's department.

Staff is recommending that the City Council award the bid for outfitting of the police vehicles to West Coast Lights & Sirens at the fixed unit prices as shown above. In accordance with the terms and conditions of IFB 17-03, the firm is required to hold their fixed pricing through June 30, 2018, for installation of outfitting and specialized equipment for new Police Department vehicles that the City might purchase during that time. Further, IFB 17-03 provided for two optional annual extensions to the fixed pricing through June 30, 2020, subject to an annual CPI increase, upon mutual consent of the parties.

Staff recommends the City Council authorize issuance of a Purchase Order in the amount of \$147,550.15 at the fixed pricing identified in the low bid, for the outfitting and installation of specialized equipment for 11 new Police Department patrol vehicles that have already been purchased by prior action of the City Council.

ENVIRONMENTAL IMPACT:

Section 15061 (b)(3) of the California Environmental Quality Act ("CEQA") Guidelines exempts activities that are covered under the general rule that CEQA applies only to projects that have the potential to cause significant effects on the environment. Where it can be seen with certainty that there is no possibility the activity in question may have a significant effect upon the environment, the activity is not subject to CEQA. The requested action will allow installation of specialized equipment on existing vehicles, which itself will not result in any new direct physical impacts to the environment. Therefore, the requested action is considered exempt from CEQA.

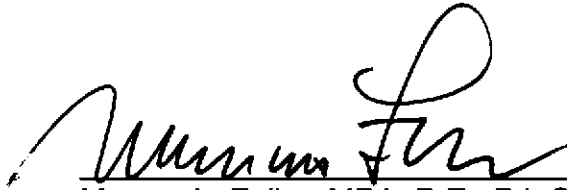
FISCAL IMPACT:

An amount of \$500,000 has been budgeted and appropriated as part of the 2016/2017 Fiscal Year Motor Vehicle Fund (Fund 510) for purchase of new vehicles. By prior action, the City Council authorized the purchase of 11 new Police Department patrol vehicles, which require specialized outfitting with lights, sirens and associated equipment which do not come from the dealer, but by third party. The costs to purchase the lights and sirens, and to install the equipment (or "outfit") the new Police Department patrol vehicles is an expense of the Motor Vehicle Fund; sufficient funds are budgeted and available in Account No. 510-5475-50020.

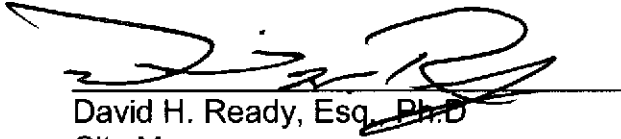
SUBMITTED



Staci A. Schafer
Director of Maintenance & Facilities



Marcus L. Fuller, MPA, P.E., P.L.S.
Assistant City Manager/City Engineer



David H. Ready, Esq., Ph.D.
City Manager

Attachment:

1. Federal Signal Corporation quote
2. West Coast Lights & Sirens Bid

Attachment 1



Ray Dudgeon
 Sales Manager - Federal Signal Corporation
 Cell Phone (909) 536-4635
rdudgeon@federalsignal.com

Quotation

Cherry Young
 Customer Service
 (800)264-3578 Ext 4872

DATE **November 9, 2016**

Customer ID	
Quotation #	
PO#	

Quote To: **Quote For:**
 Marcus Fuller
 425 N. Civic Center Dr.
 Palm Springs, CA. 92262
 (760) 323-8168

Quotation valid until: December 31, 2016
 Prepared by: Ray Dudgeon

ORDER#

Fax

Comments or special instructions:

Ford utility patrol vehicle

Qty	PART NUMBER	Description	AMOUNT	EXT
11	VALR44S-CAL2	Valor 44" all color red hotfoot, blue hotfoot	\$ 1,600.00	\$ 17,600.00
11	SSP3000B	Smart Siren, Platinum 3000	\$ 747.56	\$ 8,223.16
		Free shipping		\$ -
		Sub Total		\$ 25,823.16
		Sales Tax (9.0%)		\$ 2,324.08
		TOTAL		\$ 28,147.24

If you have any questions concerning this quotation, contact Ray Dudgeon (909) 536-4635

 CUSTOMER SIGNATURE

 SALES MANAGER SIGNATURE

Attachment 2

III. BID COST PROPOSAL: IFB 17-03 –Due: WEDNESDAY, NOVEMBER 2, 2016 at 3:00 p.m. LOCAL TIME

Bidder's signed proposal, and written acceptance by the City via a Purchase Order, shall constitute an agreement and Bidder has hereby agreed to all the terms and conditions set forth in all of the sheets which make up this invitation for bids. The successful bidder shall comply with the City's Insurance Requirements as set forth in **Exhibit C** attached.

In compliance with the specifications in this Invitation for Bids, the undersigned hereby proposes to furnish all necessary tools and equipment, materials, service, labor, insurance and supervision to complete the outfitting and /or changeover of Police Vehicles as herein described.

22. Vehicle Quantities and length of term: Initially the City will have 15 vehicles (11 Utility Patrol and 4 Utility Admin vehicles) that will need to be outfitted. The City may acquire additional vehicles to be outfitted with the same specifications throughout the current fiscal year 16-17 and next fiscal year 17-18, and as such, the successful bidder shall be required to hold their unit bid pricing for the term of the agreement until June 30, 2018 (thru end of City's Fiscal Year 17-18) to accommodate any additional vehicles, if/when acquired. The City may opt to extend this agreement for two (2) additional Fiscal Years (FY 18-19 and FY 19-20) through June 30, 2020 with a CPI price adjustment for each optional fiscal year at the mutual consent of the parties.

All prices shall be F.O.B. Fleet Operations, Palm Springs, California. Sales tax shall be shown as a separate line item at the rate of 9.0%.

COST PER VEHICLE

BASE UNIT BID PRICE PER VEHICLE TYPE:

For all labor, materials & equipment to provide a turnkey, ready for service **Patrol Utility Vehicle:**

Total Labor per vehicle:	\$ 2590.00
Materials & equipment:	\$ 9759.86
Applicable Tax (9.0% for Palm Springs):	\$ 878.39
Cost for car carrier transportation/pickup delivery to and from the City of Palm Springs Fleet Operations Yard:	\$ 185.40
TOTAL PER PATROL UTILITY VEHICLE:	\$ 13,413.65

For all labor, materials & equipment to provide a turnkey, ready for service **Utility K-9 Vehicle:**

Total Labor per vehicle:	\$ 2800.00
Materials & equipment:	\$ 11,239.25
Applicable Tax (9.0% for Palm Springs):	\$ 1,011.53
Cost for car carrier transportation/pickup delivery to and from the City of Palm Springs Fleet Operations Yard :	\$ 185.40
TOTAL PER UTILITY K-9 VEHICLE:	\$ 15,236.18

For all labor, materials & equipment to provide a turnkey, ready for service **Undercover Utility Vehicle:**

Total Labor per vehicle:	\$ 2030.00
Materials & equipment:	\$ 4458.44
Applicable Tax (9.0% for Palm Springs):	\$ 401.26
Cost for car carrier transportation/pickup delivery to and from the City of Palm Springs Fleet Operations Yard	\$ 185.40
TOTAL PER UNDERCOVER UTILITY VEHICLE:	\$ 7,075.10

For all labor, materials & equipment to provide a turnkey, ready for service **Admin Utility Vehicle:**

Total Labor per vehicle:	\$ 2030.00
Materials & equipment:	\$ 5596.04
Applicable Tax (9.0% for Palm Springs):	\$ 503.64
Cost for car carrier transportation/pickup delivery to and from the City of Palm Springs Fleet Operations Yard	\$ 185.40
TOTAL PER PATROL ADMIN UTILITY VEHICLE:	\$ 8315.08

GRAND TOTAL ALL (4) VEHICLE TYPES

\$ 44,040.01

ADDITIONAL WORK:


In the event that additional work is identified, provide unit price for the following:

Hourly Labor: \$ 70⁰⁰

IT IS HEREBY STIPULATED THAT ALL VEHICLES REFERENCED ABOVE, OR ADDED IN THE FUTURE UNDER THE TERMS OF THE BID, WILL BE TRANSPORTED/DELIVERED VIA A CAR CARRIER AND WILL NOT BE DRIVEN TO OR FROM PALM SPRINGS.

Company Name West Coast Lights + Sirens, Inc.
Contact Name Patricia Reeves
Title Treasurer
Address 601 Columbia Ave., B
City/State/Zip Riverside, CA 92507
Telephone No. 951-779-9257 FAX 951-779-9256
Email Address TRISH@WCLS.US
Contractor's/Business License # Riverside #0130505

By signing this Bid you certify and agree to all of the terms and conditions contained herein, including the City of Palm Springs Non-Discrimination and Equal Benefits Ordinance 1896 requirements as provided herein and also available on the City's website at www.palmspringsca.gov


AUTHORIZED Signature  Date 11-01-16

CHECK IF THE FOLLOWING STATEMENT APPLIES:

My firm/company is a Local Business (Licensed within the jurisdiction of the Coachella Valley). **Copy of current business license from a jurisdiction within the Coachella Valley is required to be attached to this document in order to request the Local Preference.**

ADDENDA ACKNOWLEDGMENT:

Acknowledgment of Receipt of any Addenda issued by the City for this IFB is required by including the acknowledgment with your bid. Failure to acknowledge the Addenda issued may result in your bid being deemed non-responsive.

In the space provided below, please acknowledge receipt of each Addendum:
Addendum(s) # 1  is/are hereby acknowledged

DELIVERY OF BID TO:
City of Palm Springs
Procurement & Contracting Department
3200 E. Tahquitz Canyon Way
Palm Springs, CA 92262

LATE BIDS WILL NOT BE ACCEPTED – NO EXCEPTIONS!

Exhibit A

NON-COLLUSION AFFIDAVIT TO BE EXECUTED BY BIDDER AND SUBMITTED WITH BID

State of California)
County of Riverside) ss.

I, Patricia Reeves, being first duly sworn, deposes and says that he or she is Treasurer of West Coast Lights + Signs, Inc, the party making the foregoing bid that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

OFFEROR West Coast Lights + Signs, Inc
BY Patricia Reeves
TITLE Treasurer
ORGANIZATION _____
ADDRESS 601 Columbia Ave., B
Riverside, CA 92507

SUBSCRIBED AND SWORN TO BEFORE ME THIS 2 DAY OF November, 2016.

Krista Chawry - See Notary attached
NOTARY PUBLIC IN AND FOR SAID
COUNTY AND STATE

MY COMMISSION EXPIRES: 8-15-16

**Exhibit B
CITY OF PALM SPRINGS, CALIFORNIA
INVITATION FOR BIDS NO. 17-03**

BIDDER'S REFERENCE LIST

List at least five (5) references for which you have provided public safety vehicle outfitting within the last three years with requirements similar to the scope of work outlined in these documents.

- 1)
NAME OF BUSINESS/AGENCY : Rialto Police Department
ADDRESS : 150 S. Palm Ave., Rialto, CA 92376
CONTACT PERSON : Christine Castantino
TELEPHONE # : 909-820-2539

- 2)
NAME OF BUSINESS/AGENCY : Anaheim Police Department
ADDRESS : 955 S. Melrose, Anaheim, CA 92805
CONTACT PERSON : Ruben Perez
TELEPHONE # : 714-412-8957

- 3)
NAME OF BUSINESS/AGENCY : Fontana Police Department
ADDRESS : 16489 Orangeway, Fontana, CA 92335
CONTACT PERSON : Ken Coney
TELEPHONE # : 909-350-6707

- 4)
NAME OF BUSINESS/AGENCY : City of Redlands Fleet
ADDRESS : P.O. Box 3005, Redlands, CA 92373
CONTACT PERSON : Aaron Jenkins
TELEPHONE # : 909-798-7523

- 5)
NAME OF BUSINESS/AGENCY : San Bernardino Sheriff's Dept.
ADDRESS : 655 E. Third St., San Bernardino, CA 92415
CONTACT PERSON : Art Fontes
TELEPHONE # : 909-214-3054