



# REPORT TO COUNCIL

## City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
[www.CityofSacramento.org](http://www.CityofSacramento.org)

CONSENT  
July 15, 2008

Honorable Mayor and  
Members of the City Council

**Title: Contract: Purchase of Utility and Flat Bed Truck Bodies**

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution:** 1) awarding Diamond Truck Body Manufacturing, Inc., the lowest responsive and responsible bidder, a one-year contract with two one-year renewal options for the purchase and installation of utility and flat bed truck bodies with accessories in an amount not to exceed \$675,460 for the three year period; and 2) authorizing the City Manager or the City Manager's designee to execute the contract and renewals specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

**Contacts:** Keith Leech, Fleet Manager, 808-5869

**Presenters:** Not applicable

**Department:** General Services

**Division:** Fleet Management

**Organization No:** 3259

### **Description/Analysis**

**Issue:** The Department of General Services, Fleet Management Division, has a customer requirement to purchase replacement utility and flat bed truck bodies with accessories for various City departments. These truck bodies will be installed on new chassis that are to be purchased via previously approved contracts for light and medium duty trucks. The completed trucks will be used for maintenance of the City's infrastructure and will replace older units that have reached the end of their useful lives.

**Policy Considerations:** The recommendations in this report are in accordance with the provisions of City Code Section 3.56 and the Fleet Sustainability Policy

adopted by City Council on October 23, 2007.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** The current proposal involves the purchasing of City vehicles. The proposal is not a 'project' in accordance with Section 15378 (b) (2) of the CEQA Guidelines. The proposal involves a continuing administrative activity. Therefore, as determined by the City's Environmental Services Planning Manager, no environmental review is necessary.

**Sustainability Considerations:** Fleet Management is committed to providing its customers with alternatives to traditionally fueled vehicles whenever practical. The purchase and installation of utility and flat beds does not preclude the use of alternative fuels or alternative power systems. The practical use of vehicles utilizing alternative fuels/power systems is dependant on the vocation, chassis, and body design of a particular vehicle.

These bodies will be mounted on 2008 model year or newer diesel, gasoline or alternative fuel powered truck chassis. All chassis are California Air Resources Board and United States Environmental Protection Agency certified.

**Committee/Commission Action:** Not applicable

**Rationale for Recommendation:** The Department of General Services, Fleet Management Division, has a customer requirement to purchase utility and flat bed truck bodies with accessories for various City departments. These truck bodies will be installed on new chassis that are to be purchased via previously approved contracts for light and medium duty trucks. They will be used to replace older units that have or will have exceeded their useful lives.

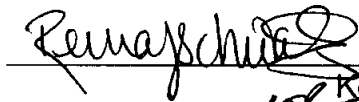
On May 7, 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181058 for the purchase and installation of utility and flat bed truck bodies and accessories. The bid contained separate sections for the two body types as well as the additional labor required. Four bids were received. The bids offered by Scelzi Enterprises, Inc., Stiles Truck Body and Equipment and Western Truck Fabrication did not meet the technical requirements nor were they the lowest bid. The lowest responsive and responsible bidder for the entire bid was determined to be Diamond Truck Body Manufacturing, Inc. A summary of the bid results is provided in Attachment 1.


**Financial Considerations:** This report recommends awarding and executing a one-year contract with two one-year renewal options with Diamond Truck Body Manufacturing, Inc., for the purchase of utility and flat bed truck bodies with accessories. The estimated annual amounts are as follows:

Vendor	Year 1 Estimate	Year 2 Estimate	Year 3 Estimate	Total Contract Amount
Diamond Truck Body Manufacturing, Inc.	\$177,100	\$120,500	\$377,860	\$675,460

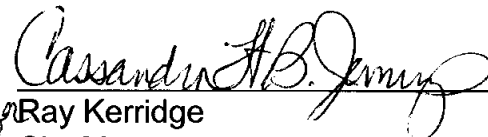
The potential three year term of this contract will begin in FY2008/09 and conclude in FY2010/11. Pricing for years 2 – 3 will be at the original bid price plus a potential annual price increase not to exceed 5%. Sufficient funds are available in the Department of General Services, Fleet Management, FY2008/09 operating budget to purchase the required parts and repair services through June 30, 2009. Purchases after June 30, 2009 are subject to funding availability in the adopted budget of the applicable fiscal year.

**Emerging Small Business Development (ESBD):** Diamond Truck Body Manufacturing, Inc. is certified as an emerging or small business enterprise. As of May 31, 2008, the Department of General Services has achieved an ESBD percentage of 36.84% for FY2007/08.

Respectfully submitted by:   
 Keith Leech  
 Fleet Manager

Approved by:   
 Reina J. Schwartz  
 Director, Department of General Services

Recommendation Approved:

  
 Ray Kerridge  
 City Manager

**Table of Contents:**

Report	Pg 1
<b>Attachments</b>	
1 Bid Results	Pg 4
2 Resolution	Pg 5

**Attachment 1**

**BID RESULTS - BID NO. B081181058**

<b>Bidders:</b>	<b>Diamond Truck Body Mfg. Inc.</b>	<b>Scelzi Enterprises, Inc.</b>	<b>Stiles Truck Body &amp; Equip.</b>	<b>Western Truck Fabrication</b>
Category One: Utility beds, installation, accessories.	\$364,818.94	\$414,873.32	\$392,370.00	\$367,194.00
Category Two: Flat beds, installation, accessories.	\$169,738.68	\$164,523.98	\$157,530.00	\$141,722.00
Category Three: Labor, additional, 100 hrs.	\$10,000.00	\$9,000.00	\$7,500.00	\$10,000.00
<b>Sub Total</b>	<b>\$544,557.62</b>	<b>\$588,397.30</b>	<b>\$557,400.00</b>	<b>\$518,916.00</b>
5% E/SBE Preference*	<\$27,227.88>	NA	NA	NA
1% City Limit Preference*	NA	NA	NA	NA
Early Payment Discount	5% - 21 days <\$27,227.89>	10% - 20 days <\$58,839.73>	2% - 20 days <\$11,148.00>	NA
<b>Total Bid Evaluation</b>	<b>\$490,101.86</b>	<b>\$529,558.57</b>	<b>\$546,252.00</b>	<b>\$518,916.00</b>
<b>Award Total</b>	<b>\$544,557.62</b>	<b>\$588,397.30</b>	<b>\$557,400.00</b>	<b>\$518,916.00</b>

\* For bid evaluation purposes only, not a payment discount.

Note: The only responsive bidder is Diamond Truck Body Manufacturing, Inc. Others took exceptions and/or are located outside the 50-mile radius specified in the bid.

**Award of Contract To:**

**Diamond Truck Body Manufacturing, Inc.**  
1908 E. Fremont St.  
Stockton, CA 95205

**Using Department:** Various

**Total Contract Amount: \$675,460.00**

No. of E/SBE Bids Solicited  
0

No. of E/SBE Responses  
1

Award to E/SBE Vendor?  
Yes

**RESOLUTION NO. 2008-XXXX**

Adopted by the Sacramento City Council

**July 15, 2008**

**AWARD CONTRACT FOR THE PURCHASE AND INSTALLATION OF UTILITY AND  
FLAT BED TRUCK BODIES**

**BACKGROUND**

- A. The Department of General Services, Fleet Management Division, has a customer requirement for the purchase and installation of utility and flat bed truck bodies for various City departments. These bodies will be installed on new chassis and used to replace older units that have reached the end of their useful lives.
  
- B. On May 7, 2008, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181058 for the purchase and installation of utility and flat bed truck bodies. Diamond Truck Body Manufacturing, Inc. was determined to be the lowest responsive and responsible bidder for all three bid sections.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL  
RESOLVES AS FOLLOWS:**

- Section 1. Diamond Truck Body Manufacturing, Inc. is awarded a one-year contract with two one-year extensions for the purchase and installation of utility and flat bed truck bodies in an amount not to exceed \$675,460 for the three year period.
  
- Section 2. The City Manager or the City Manager's designee is authorized to execute the contract and renewals specified above.