



CITY of NOVI CITY COUNCIL

Agenda Item 2
July 11, 2016

SUBJECT: Approval to purchase new vehicles as follows: three (3) 2017 Ford F-350 pickup trucks with plows from Gorno Ford, the low bidder, in the amount of \$103,545; three (3) 2017 Ford Escapes from Jorgensen Ford, the low bidder, in the amount of \$66,666; and one (1) 2017 Chevrolet Equinox from Berger Chevrolet in the amount of \$21,420 using the Oakland County cooperative purchasing contract.

SUBMITTING DEPARTMENT: Finance *[Signature]*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$ 191,631
AMOUNT BUDGETED	101-209.00-983.000 \$ 25,000 101-265.10-983.000 \$ 100,000 101-371.00-983.000 \$ 50,000 101-442.30-983.000 \$ 85,000 592-592.00-983.000 \$ 34,600
APPROPRIATION REQUIRED	\$0
LINE ITEM NUMBER	101-209.00-983.000 \$ 22,222 101-265.10-983.000 \$ 69,030 101-371.00-983.000 \$ 21,420 101-442.30-983.000 \$ 44,444 592-592.00-983.000 \$ 34,515

BACKGROUND INFORMATION:

All vehicles are budgeted in Fiscal Year 16/17 and will replace existing fleet vehicles.

Parks Maintenance will receive two (2) F-350 pickup trucks with plows and the Water & Sewer department will receive one (1) F-350 pickup truck with plow for departmental operations including daily transportation, hauling equipment and material, and snow maintenance operations. The Assessing department will receive one (1) Ford Escape to be used in daily operations. Two (2) of the Ford Escapes will be designated as pool vehicles which will be used by City staff, as needed, to travel between City facilities, for daily activities, and to attend meetings and conferences. Community Development will receive one (1) Chevrolet Equinox to be used by the Building Inspector for daily activities.

RECOMMENDED ACTION: Approval to purchase new vehicles as follows: three (3) 2017 Ford F-350 pickup trucks with plows from Gorno Ford, the low bidder, in the amount of \$103,545; three (3) 2017 Ford Escapes from Jorgensen Ford, the low bidder, in the amount of \$66,666; and one (1) 2017 Chevrolet Equinox from Berger Chevrolet in the amount of \$21,420 using the Oakland County cooperative purchasing contract.

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Burke				
Council Member Casey				

	1	2	Y	N
Council Member Markham				
Council Member Mutch				
Council Member Wrobel				

	Qty	Varsity Ford	Gorno Ford	Jefferson Chevrolet	Jorgensen Ford	Brighton Ford
A. Ford F-350, 1 ton, 4x4, Reg Cab w/plow (or equiv)	3					
Unit Price	ea	\$ 34,886.60	\$ 34,515.00	\$ 39,161.00	\$ 35,500.00	\$ 40,210.70
Yr, Make, Model		2017 Ford F350 4x4 Reg Cab	2017 Ford F350 XL, Reg Cab, 4x4	2017 Chevrolet Silverado 3500HD 4x4 Reg cab	2017 Ford F350	2017 Ford F350
Plow Make, Model		Western 8-1/2' Pro Plus	Western 8'6" ProPlus Ultramount	Wester 8-1/2 Pro-plus	Western Pro Plus	Western 8.5 ProPlus
Delivery		12-15 Weeks (late Oct to mid Nov)	ETA-late Oct	TBD	90 days ARO	See comment
Exceptions		Tire Size is LT245. LT265 only available in OWL	None		Wheelbase is 142"	None
Comments		Unable to locate 2016 model to fit specs				Production date late July-early August. Delivery 8-12 weeks after that.
B. Ford F-150, 4x4, Super Cab, 8' box (or equiv)	1					
Unit Price	ea	No Bid	\$ 28,380.00	\$ 35,069.00	\$ 28,000.00	\$ 32,392.15
Yr, Make, Model			2016 Ford F150 XL, Super cab, 4x4	2017 Chevrolet 2500HD 4x4, crew cab	2016 Ford F150	2016 Ford F150
Delivery			10-12 weeks	TBD	75 days ARO	8-10 weeks after order
Exceptions			Factory roof clearance lights & upfitter switches not available	2500 HD crew for box - 1500 N/A with long box	No roof clearance lights, no upfitter switches	Upfitter switches not available. Mudflaps & roof clearance lights added as accessories.
Comments		No 2016 to match specs. Build out of 2016 model year is 7/1/16.	for 2016 model, must order by 7/1/16.		Must be ordered by 6/30/16	
C. GMC Terrain, AWD (or equiv)	1					
Unit Price	ea	No Bid	No Bid	\$ 23,514.00	No Bid	No Bid
Yr, Make, Model				2017 Chevrolet Equinox AWD LS		
Delivery				TBD		
Exceptions						
Comments						
D. Chevrolet Colorado, 4x4, Extended cab, long box	1					
Unit price	ea	No Bid	No Bid	\$ 28,652.00	No Bid	No Bid
Yr, Make, Model				2017 Chevrolet Colorado		
Delivery				TBD		
Exceptions						
Comments						

E. Ford Escape SE, 4WD	3					
Unit price	ea	\$ 22,608.10	\$ 22,602.00	\$ 23,514.00	\$ 22,222.00	\$ 24,227.00
Yr, Make, Model		2017 Ford Escape SE 4WD	2017 Ford Escape SE 4WD	2017 Chevrolet Equinox AWD LS	2017 Ford Escape	2017 Ford Escape SE
Delivery		12-14 weeks	10-12 weeks	TBD	100 days ARO	6-8 weeks ARO
Exceptions Comments		1.5L Ecoboost Engine, Standard	1.5L Ecoboost is standard. 2.5L 4 Cyl is not avaiable on 2017. 2.0L Ecoboost is option +\$1,295 increase		Engine is 1.5L Ecoboost w/Start stop techonology	
F. Chevrolet Cruze	2					
Unit price	ea	No Bid	No Bid	\$ 19,010.00	No Bid	No Bid
Yr, Make, Model				2017 Chevrolet Cruze		
Delivery				TBD		
Exceptions						
Comments						
Accept credit card payment?		N/A	No	No	Yes	Yes
Include Spec sheets?		No	No	No	MC 1.2%	None

Oakland County contract

2017

MODEL: 2016 CHEVROLET EQUINOX LS		DEALER INFORMATION	
Body Style: 1LF26 FWD		Name: Berger Chevrolet Inc.	
NOTE: Model Should include STANDARD PACKAGING, unless otherwise indicated below.		Address 1: 2525 28th SE	
		Address 2: Grand Rapids, MI 49512	
		Contact: Bob Evans	
		Telephone: 616-949-5200	
Standard Package		MINUS	COST
B58 Carpet Floor Mats			std
<i>PLUS TITLE FEE</i>			
<i>MINUS TOTAL</i>		\$ -	
STANDARD COST SUBTOTAL			\$ 19,078.00 *
POSSIBLE OPTIONS:			
AK0 Deep Tinted Glass			\$ 272.50
SDD Trailer Package			\$ 322.00
All Wheel Drive			\$ 2,042.00 *
LT Package upgrade			\$ 1,645.00
VMD Cargo cover			\$ 175.00
VQG Protection Pkg-all weather mats & guards			\$ 300.00 *
B34 Floor Mats			\$ 60.00
<i>MINUS TOTAL</i>		\$ -	
TOTAL OPTIONS			\$ 4,816.50
		TOTAL COST	\$ 23,894.50
AUTHORIZED NAME: (Print)			
AUTHORIZED SIGNATURE:			DATE:

#21,420

Gorno Ford
22025 Allen Road
Woodhaven, MI 48183
Jim Agney

JIM AGENCY
jim@gormoford.com
(Direct) 734-671-4033
(Fax) 734-676-7647



CITY OF NOVI
BID FORM

ORIGINAL

NEW 2016, 2017 VEHICLES

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the terms, conditions, specifications, and instructions attached hereto:

Prices must be quoted as Lump Sum (including title, delivery, etc.).
The City is Tax Exempt.

Please include a sheet for each type of vehicle showing breakdown of pricing & cost of options included. You must indicate any deviations from specifications on these sheets.

A. Three (3) F-350 Pickup (or equivalent), 4 x 4 Regular Cab, SRW, WITH PLOW, per specifications

\$ 34,515.00 each (Delivered)

Year, Make, Model 2017 MY, FORD F-350 XL - REG. CAB (4x4)

Plow - Make/Model WESTERN 8'6" PRO PLUS ULTRA MOUNT

Delivery date ETA - LATE OCT. - PRODUCTION 2017 MY 15 AUG.

Deviation from specifications: NONE

Comments: NONE

B. One (1) Ford F-150 Pickup (or equivalent), 4 x 4 Super Cab, per specifications

\$ 28,380.00 each (Delivered)

Year, Make, Model 2016 MY, FORD F-150 XL - SUPER CAB (4x4)

Delivery date 2016 MY = 10-12 WKS FROM P.O. / 2017 MY ETA = DEC.

Deviation from specifications:

~~FACTORY ROOF CLEARANCE LIGHTS NOT AVAILABLE~~

~~FACTORY UPFITTER SWITCHES NOT AVAILABLE~~

Comments: 2016 MY ^{ORDER} CUT-OFF IS JULY 1, 2016!

Gorno Ford
22025 Allen Road
Woodhaven, MI 48183
Jim Agney

JIM AGNEY
jagney@gnoford.com
(Direct) 734-671-4033
(Fax) 734-676-7647

ORIGINAL

C. **One (1) GMC Terrain (or equivalent), AWD, per specifications**

\$ _____ each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

D. **One (1) Chevrolet Colorado Pickup (or equivalent) 4 x 4 Extended Cab, per specifications**

\$ _____ each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

E. **Three (3) Escape SE (or equivalent), 4x4, per specifications**

\$ 22,602.00 each (Delivered)

Year, Make, Model JIMMY FORD ESCAPE SE (4WD)

Delivery date 10-12 WKS FROM RECEIPT OF P.O.

Gomo Ford
22025 Allen Road
Woodhaven, MI 48183
Jim Agney

JIM AGNEY
jagney@gomoford.com
(Direct) 734-671-4033
(Fax) 734-676-7647

ORIGINAL

X

Deviation from specifications: ~~XXXXXXXXXX~~
2.5L 4 cyl. NOT AVAILABLE ON 2017 MY SE 4WD
1.5L ECO BOOST IS STD. ENGINE
2.0L ECO BOOST OPTION @ \$1,295.00 INCREASE

Comments: _____

F. Two (2) Chevrolet Cruze (or equivalent), per specifications

\$ _____ each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

We acknowledge receipt of the following Addenda: _____
(please indicate numbers)

Do you accept payment via Purchasing Card (credit card)? NO

Please indicate service charges to use Purchasing card, if any: N/A

NON-IRAN LINKED BUSINESS

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

ORIGINAL

Company (Legal Registration) GORNO BROTHERS (AKA GORNO FORD)

Address 22025 ALLEN ROAD

City WOODHAVEN State MI Zip 48183

Telephone 734-671-4033 Fax 734-676-7647

Representative's Name (please print) JIM AGNEY

Representative's Title GOVT. SALES AGENT

Representative's Signature 

E-mail jagney@gornoford.com

Date 6/9/16

JIM AGNEY
jagney@gornoford.com
(Direct) 734-671-4033
(Fax) 734-676-7647

Gorno Ford
22025 Allen Road
Woodhaven, MI 48183
Jim Agney

ORIGINAL



CITY OF NOVI
BID FORM

NEW 2016, 2017 VEHICLES

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Prices must be quoted as Lump Sum (including title, delivery, etc.).
The City Is Tax Exempt.

Please include a sheet for each type of vehicle showing breakdown of pricing & cost of options included. You must indicate any deviations from specifications on these sheets.

- A. Three (3) F-350 Pickup (or equivalent), 4 x 4 Regular Cab, SRW, WITH PLOW, per specifications

\$ 35500.00 each (Delivered)

Year, Make, Model 2017 FORD F350

Plow - Make/Model WESTERN PRO PLUS

Delivery date 90 DAYS ARO

Deviation from specifications: WHEELBASE IS 142"

Comments: _____

- B. One (1) Ford F-150 Pickup (or equivalent), 4 x 4 Super Cab, per specifications

\$ 28000.00 each (Delivered)

Year, Make, Model 2016 FORD F-150

Delivery date 75 DAYS ARO

Deviation from specifications: NO ROOF CLEARANCE LIGHTS,
NO UPFITTED SWITCHES

Comments: MUST BE ORDERED BY 6-30-16

C. One (1) GMC Terrain (or equivalent), AWD, per specifications

\$ No Bid each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

D. One (1) Chevrolet Colorado Pickup (or equivalent) 4 x 4 Extended Cab, per specifications

\$ No Bid each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

E. Three (3) Escape SE (or equivalent), 4x4, per specifications

\$ 22,222.00 each (Delivered)

Year, Make, Model 2017 FORD ESCAPE

Delivery date 100 DAYS ARO

Deviation from specifications: ENGINE IS 1.5L ECOBOOST
WITH START-STOP TECHNOLOGY

Comments: _____

F. Two (2) Chevrolet Cruze (or equivalent), per specifications

\$ No BID each (Delivered)

Year, Make, Model _____

Delivery date _____

Deviation from specifications: _____

Comments: _____

We acknowledge receipt of the following Addenda: _____
(please indicate numbers)

Do you accept payment via Purchasing Card (credit card)? YES

Please indicate service charges to use Purchasing card, if any: AMEX 2.7% - VISA mc Discover 1.2%

NON-IRAN LINKED BUSINESS

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

Company (Legal Registration) JORGENSEN FORD

Address 8333 MICHIGAN AVENUE

City DETROIT State MI Zip 48210

Telephone 313 584 8733 Fax 313 584 0477

Representative's Name (please print) BILL MCCARTHY

Representative's Title FLEET MANAGER

Representative's Signature W.S. McCarthy

E-mail bill_mccarthy@hotmail.com

Date 6-6-16



CITY OF NOVI
NEW 2016, 2017 VEHICLES
SPECIFICATIONS

A. 2016 or 2017 Ford F-350 Pickup (or equivalent), 4 X4, Regular Cab, 8' box SRW,

Quantity: Three (3)

- One ton
- 137" Wheelbase
- Exterior color: Race Red
- Interior color: Steel (gray)

Equipment: Standard Package:

- 6.2 L Gas V8 Engine
- HD 6-speed automatic transmission
- Alternator: 157 Amp HD
- Battery: 650 CCA, 72-AH
- Front stabilizer bar
- Power Steering
- Air Conditioning
- AM/FM Stereo
- Floor covering: black vinyl, full
- Tilt steering wheel
- Wheels: 17" Argent Painted Steel (5)
- Tires: LT265/70R17 BSW A/T (5)
- Tow Hooks (2)
- Windshield Wipers: Interval control
- Air Bags –driver & passenger, front & side,
- Manual Transfer Case w/ manual locking hubs
- Trailer Tow Package–7-wire harness w/relays & 7/4 pin connector

Required Options:

- Cruise Control
- Power windows, power door locks
- Seats: Front, 40/20/40 HD cloth
- Roof Clearance Lights
- Integrated trailer brake controller
- Trailer Tow Mirrors – Power, heated
- Upfitter Switches (4)
- Cab Steps – 6" angular black molded
- Splash guards/mud flaps, front & rear
- ToughBed Spray-in bedliner (including tailgate guard and black bed bolts)

- Rear Axle – Electronic -locking differential
- Snow Plow Prep Package
- 10,000# GVWR Package

Additional Equipment:

- **8 ½ Foot Plow Package Western Pro Plus**
 - UltraMount attachment system
 - Handheld Cabcommand control
 - Poly snow Deflector
 - 1/2" Steel cutting edges
 - Mounted Curb Guards
 - Spare Cutting edge and set of shoes

B. New 2016-2017 Ford F-150 (or equivalent), 4 x 4, Super Cab, 8' box

Quantity: One (1)

- Color: Race Red
- Interior: Gray or Black

Equipment: Standard Package, plus the following:

- V8 Engine (minimum 5.0 L), Gas
- Electronic 6-speed SelectShift Transmission with Tow/Haul Mode
- Power Steering
- Cruise control
- Power windows
- Power door locks
- Remote Keyless Entry
- Four-wheel anti-lock brakes
- Air Conditioning
- AM/FM Stereo
- Seats: Front, 40/20/40 HD cloth
- Intermittent windshield wipers
- Tilt Steering
- Floor covering: black vinyl, full
- Roof Clearance Lights
- Front Tow Hooks (2)
- Trailer Sway Control
- Wheels: 17" silver steel (5)
- Tires: 265/70R17 OWL All Terrain (5)

Required Options:

- Rear Axle – Electronic Locking
- Trailer Tow Package–7-wire harness w/relays & 7/4 pin connector
- Integrated trailer brake controller

- Trailer Tow Mirrors – Power adjust, heated
- Upfitter Switches (4)
- Cab Steps – black step bars
- Splash guards/mud flaps, front & rear
- Spray-in bedliner (including tailgate guard and black bed bolts)

C. New 2016-2017 GMC Terrain (or equivalent), AWD

Quantity: One (1)

- Exterior color: Summit White
- Interior color: Black or Gray

Equipment: Standard Package including the following:

- 2.4L DOHL 4 cylinder engine
- 6 speed automatic transmission
- 4 wheel ABS brakes
- Power steering
- Cruise control
- Tilt Steering
- Air bags
- Am/FM stereo
- 6 speaker audio system
- Power windows
- Power door locks
- Air conditioning – manual control
- Front bucket seats
- 60/40 split rear seat
- Standard Cloth seats
- Power adjustable outside mirrors
- Intermittent wipers
- Rear wiper
- Daytime running lights
- Remote keyless entry
- 17" Aluminum wheels
- Tire pressure monitoring system
- Spare Tire
- Floor Mats

D. New 2016-2017 Chevrolet Colorado 4x4 (or equivalent), extended cab, long box

Quantity: One (1)

- Exterior color: Red Hot
- Interior color: Jet Black

Standard equipment (WT model) including the following:

- 2.5L I4 DI DOHC VVT engine
- 4 wheel antilock brakes

- 6-speed automatic transmission
- 4 wheel drive
- GVWR 5000 lbs
- Rear axle, 4.10 ratio
- Stability control system
- Traction Control
- Standard wheels
- Full size spare tire
- AM/FM stereo
- Air bags
- Power door locks
- Power driver seat
- Tilt wheel
- Power windows
- Air conditioning

Required options:

- Automatic locking rear differential
- Bed liner
- Speed Control
- Cloth seats
- Vinyl flooring
- EZ lift tailgate
- Assist steps, black

E. New 2016-2017 Escape SE (or equivalent), 4WD

Quantity: Three (3)

- Exterior Color: Oxford White
- Interior Color: Black

Equipment: Standard Package including the following:

- 2.5L Duratec 4 cylinder engine
- 6 speed automatic transmission
- 4 wheel ABS brakes
- Power steering
- Cruise control
- Tilt Steering
- Air bags
- AM/FM stereo
- 6 speaker audio system
- Power windows
- Power door locks
- Air conditioning – manual control
- Front bucket seats
- 60/40 split rear seat
- Standard Cloth seats

- Power adjustable outside mirrors
- Intermittent wipers
- Rear wiper
- Daytime running lights
- Remote keyless entry
- Tire pressure monitoring system
- Spare Tire
- Keys w/integrated key fob(2)
- 17" Alloy Sparkle Silver Painted
- All Weather Floor Mats

F. New 2016-2017 Chevrolet Cruze (or equivalent)

Quantity: Two (2)

- Exterior Color: Summit White
- Interior Color: Jet Black

Equipment: Standard Package including the following:

- Alternator, 130 amps
- Brakes, 4 wheel disc, 4 wheel antilock
- 1.4L DOHC turbocharged 4-cylinder engine
- 6 speed automatic transmission
- Front wheel drive
- Stability control system
- Glass, solar absorbing,
- Windshield, solar absorbing
- Mirrors, outside power adjustable, manual-folding
- 15" steel wheels with bolt-on covers
- 195/65R15 all-season, blackwall tires
- AM/FM stereo
- Audio system, 4 speaker system
- Air conditioning
- Cloth seats
- Front bucket seats
- Seat adjuster (Driver), 6 way manual
- Seat adjuster (Passenger), 2 way manual
- Cruise control
- Rear Park Assist
- Remote vehicle starter system
- Power windows
- Power door locks
- Air bags
- Daytime Running Lamps
- Rear vision camera
- Tire sealant & inflator kit
- Floor mats