

2021 FLEET VEHICLES

Public Service Department



Quote Summary

SPECIFICATION #5				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$7,000.00)	\$32,199.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$35,755.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$8,750.00)	\$31,346.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$33,508.20
Larkin Greenwood Ford	\$39,295.00	(\$8,500.00)	\$30,795.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$33,154.00
Montrose Ford	\$39,411.36	(\$5,000.00)	\$34,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$36,911.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #10				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE N/A	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	N/A	\$39,199.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$42,755.00
Cooper Ford	\$39,717.00	N/A	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	N/A	\$40,096.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$42,258.20
Larkin Greenwood Ford	Late Submission (1)			Late Submission (1)				
Montrose Ford	\$39,411.36	N/A	\$39,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$41,911.36
Watsonville Fleet Group	\$40,077.60	N/A	\$40,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$43,069.60

SPECIFICATION #11				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$5,700.00)	\$33,499.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$37,055.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$6,850.00)	\$33,246.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$35,408.20
Larkin Greenwood Ford	\$39,295.00	(\$7,000.00)	\$32,295.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$34,654.00
Montrose Ford	\$39,411.36	(\$4,500.00)	\$34,911.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$37,411.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #14				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$5,500.00)	\$33,699.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$37,255.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$6,850.00)	\$33,246.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$35,408.20
Larkin Greenwood Ford	\$39,295.00	(\$6,800.00)	\$32,495.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$34,854.00
Montrose Ford	\$39,411.36	(\$3,000.00)	\$36,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$38,911.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #17				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$6,900.00)	\$32,299.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$35,855.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$7,850.00)	\$32,246.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$34,408.20
Larkin Greenwood Ford	\$39,295.00	(\$7,500.00)	\$31,795.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$34,154.00
Montrose Ford	\$39,411.36	(\$5,500.00)	\$33,911.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$36,411.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #20				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$7,900.00)	\$31,299.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$34,855.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$9,250.00)	\$30,846.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$33,008.20
Larkin Greenwood Ford	\$39,295.00	(\$9,000.00)	\$30,295.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$32,654.00
Montrose Ford	\$39,411.36	(\$5,800.00)	\$33,611.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$36,111.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #22				ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	Total with Alts 1-3
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	
Advantage Ford	\$39,199.00	(\$7,700.00)	\$31,499.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$35,055.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$10,500.00)	\$29,596.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$31,758.20
Larkin Greenwood Ford	\$39,295.00	(\$8,800.00)	\$30,495.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$32,854.00
Montrose Ford	\$39,411.36	(\$5,700.00)	\$33,711.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$36,211.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60

SPECIFICATION #280	UNIT PRICE	TRADE-IN PRICE 2012 Ford F550	PRICE w/TRADE-IN	ALTERNATE Storage Compartments	ALTERNATE Halogen Spot Light	ALTERNATE Traffic Cone Holder	ALTERNATE Pair of Wheel Chock Holders	ALTERNATE Fire Extinguisher and First Aid Medical Kit	ALTERNATE 3500W Power Inverter	ALTERNATE Change from Regular Cab to Extended Cab	ALTERNATE Minimum 300 HP+ Diesel Engine	Total with All Alts.
4 X 2 Truck Chassis with Regular Cab & Forestry Body												
Montrose Ford	\$85,151.60	(\$17,000.00)	\$68,151.60	Included	\$1,050.00	Included	Included	Included	\$5,100.00	\$2,136.00	Included	\$76,437.60
Valley Ford - Option 1 (2)	\$90,972.00	(\$13,000.00)	\$77,972.00	Included	\$450.00	Included	Included	Included	\$3,975.00	\$3,200.00	\$17,752.00	\$103,349.00
Valley Ford - Option 2 (3)	\$73,477.00	(\$13,000.00)	\$60,477.00	N/A	\$450.00	\$138.00	\$465.00	\$145.00	\$3,975.00	\$3,200.00	\$17,752.00	\$86,602.00
Yark Chevrolet	\$94,494.00	(\$21,500.00)	\$72,994.00	Included	N/A	Included	Included	Included	N/A	N/A	Included	\$72,994.00 (4)
SPECIFICATION #281	UNIT PRICE	TRADE-IN PRICE 2011 Ford 150	PRICE w/TRADE-IN									
Full Size 1/2 Ton Pickup Truck 4X2 with Regular Cab												
Cooper Ford	\$30,993.00	No Trade Offer	\$30,993.00									
Krieger Ford	\$32,348.00	(\$9,000.00)	\$23,348.00									
Larkin Greenwood Ford	\$32,400.00	(\$8,500.00)	\$23,900.00									
Montrose Ford	\$33,073.55	(\$4,000.00)	\$29,073.55									
Walt Sweeney Ford	Trade Only	(\$7,000.00)	Trade Only									
Yark Chevrolet	\$31,408.00	(\$5,200.00)	\$26,208.00									
SPECIFICATION #416	UNIT PRICE	TRADE-IN PRICE N/A	PRICE w/TRADE-IN	ALTERNATE Full Body and Chassis Rust Proofing	ALTERNATE Ladder Rack	ALTERNATE Class III Receiver Hitch						Total with All Alts.
Cargo Van												
Advantage Ford	\$31,924.00	N/A	\$31,924.00	\$500.00	\$1,875.00	Included						\$34,299.00
Krieger Ford	\$33,450.00	N/A	\$33,450.00	\$485.00	\$1,085.00	Included						\$35,020.00
Larkin Greenwood Ford	\$31,259.00	N/A	\$31,259.00	\$695.00	\$1,099.00	\$499.00						\$33,552.00
Montrose Ford	\$32,238.25	N/A	\$32,238.25	\$430.00	\$2,750.00	Included						\$35,418.25
Walt Sweeney Ford	\$35,475.00	N/A	\$35,475.00	\$299.00	No Bid	N/A						\$35,774.00
Watsonville Fleet Group	\$35,522.46	N/A	\$35,522.46	No Bid	No Bid	No Bid						\$35,522.46
Yark Chevrolet (5)	\$26,693.00	N/A	\$26,693.00	\$275.00	\$834.00	\$595.00						\$28,397.00
SPECIFICATION #705	UNIT PRICE	TRADE-IN PRICE 2012 Ford F250	PRICE w/TRADE-IN	ALTERNATE Sign Post Driver	ALTERNATE Sign Post Puller	ALTERNATE Hydraulic Saw	ALTERNATE Install City- furnished AVL Equipment					Total with Alt. 4
4x4 Pickup with Regular Cab and Utility Body												
Montrose Ford	\$56,937.92	(\$6,500.00)	\$50,437.92	No Bid	No Bid	No Bid	No Bid					\$50,437.92
Walt Sweeney Ford	Trade Only	(\$11,500.00)	Trade Only	No Bid	No Bid	No Bid	No Bid					Trade Only
Yark Chevrolet	\$51,645.00	(\$15,000.00)	\$36,645.00	No Bid	No Bid	No Bid	\$200.00					\$36,845.00
SPECIFICATION #717	UNIT PRICE	TRADE-IN PRICE 2009 Ford Ranger	PRICE w/TRADE-IN	ALTERNATE Bed Liner	ALTERNATE 3500W Power Inverter	ALTERNATE Tommy Gate	ALTERNATE Install City- furnished AVL Equipment					Total with Alts. 1, 2 and 4
4X4 Pickup with Regular Cab and Utility Body												
Larkin Greenwood Ford	\$40,099.00	(\$3,500.00)	\$36,599.00	\$595.00	\$4,895.00	\$3,695.00	\$200.00					\$42,289.00
Montrose Ford	\$44,743.53	(\$4,000.00)	\$40,743.53	\$595.00	\$5,100.00	\$4,000.00	No Bid					\$46,438.53
Walt Sweeney Ford	Trade Only	(\$5,500.00)	Trade Only	No Bid	No Bid	No Bid	No Bid					Trade Only
Yark Chevrolet	\$43,371.00	(\$3,000.00)	\$40,371.00	\$495.00	\$1,183.00 (6)	\$3,410.00	\$200.00					\$42,090.75
SPECIFICATION #791	UNIT PRICE	TRADE-IN PRICE 2011 Ford F250	PRICE w/TRADE-IN	ALTERNATE Snow Plow Prep Package	ALTERNATE Snow Plow	ALTERNATE Install City- furnished AVL Equipment						Total with Alts. 1 and 3
4x4 Pickup with Regular Cab and Utility Body												
Larkin Greenwood Ford	\$49,534.00	(\$12,600.00)	\$36,934.00	\$275.00	\$6,995.00	\$200.00						\$37,409.00
Montrose Ford	\$49,771.64	(\$6,500.00)	\$43,271.64	\$250.00	\$7,500.00	No Bid						\$43,521.64
Yark Chevrolet	\$48,627.00	(\$15,000.00)	\$33,627.00	\$275.00	\$4,895.00 (6)	\$200.00						\$34,102.00
SPECIFICATION #797	UNIT PRICE	TRADE-IN PRICE 2008 Ford Ranger	PRICE w/TRADE-IN	ALTERNATE Bed Liner	ALTERNATE Install City- furnished AVL Equipment							Total with Alt. 1
Full Size Pickup - 3/4tn - 2wd - SRW - Regular Cab												
Cooper Ford	Withdrawal of Quote (7)			Withdrawal of Quote (7)								
Larkin Greenwood Ford	\$32,524.00	(\$3,500.00)	\$29,024.00	\$595.00	\$200.00							\$29,819.00
Montrose Ford	\$30,236.92	(\$3,500.00)	\$26,736.92	\$595.00	No Bid							\$27,331.92
Walt Sweeney Ford	Trade Only	(\$4,400.00)	Trade Only	No Bid	No Bid							Trade Only
Yark Chevrolet	\$34,102.00	(\$3,700.00)	\$30,402.00	\$525.00	\$200.00							\$31,127.00

Notes

- (1) Larkin Greenwood Ford submitted a late response for Cruiser #10, in the amount of \$41,654 for the vehicle with accepted alternates. As accepting a late response could be interpreted as offering a competitive advantage and undermining the public procurement values of impartiality/integrity and trust, staff recommends the Cruiser #10 quote from Larkin Greenwood Ford be treated as non-responsive to the requirements of the City's Fleet RFQ.
- (2) Reflects Valley Ford's pricing for furnishing a vehicle meeting the specifications detailed in the City's Fleet RFQ.
- (3) Reflects alternative pricing volunteered by Valley Ford for a truck with forestry body that differs from the specifications detailed in the City's Fleet RFQ.
- (4) Yark Chevrolet did not provide pricing for the spotlight, power inverter and extended cab alternates; such items are not reflected in the total figure.
- (5) The cargo van quoted by Yark Chevrolet does not meet the requirements specified in the City's Fleet RFQ.
- (6) The identified alternate equipment does not meet the requirements specified in the City's Fleet RFQ.
- (7) Cooper Ford submitted a quote for Truck #797 then subsequently asked to withdraw the quote as they learned from the manufacturer that they were no longer able to place an order for the quoted vehicle.