

## **ORDINANCE NO. 07-18 AC CMS**

**AN ORDINANCE AUTHORIZING THE CITY MANAGER TO ENTER INTO A CONTRACT WITH HARRISON FORD, INC., OF WELLINGTON, OHIO, FOR THE PURCHASE OF ONE FIRE VEHICLE FOR THE OBERLIN FIRE DEPARTMENT AND DECLARING AN EMERGENCY**

**BE IT ORDAINED** by the Council of the City of Oberlin, County of Lorain, State of Ohio, five-sevenths (5/7ths) of all members elected thereto concurring:

**SECTION 1.** That pursuant to Ohio Revised Code Section 125.04 (c) and City of Oberlin Resolution No. R88-7, the City Manager is hereby authorized and directed to enter into a contract with Harrison Ford, Inc., of Wellington, Ohio, for the purchase of one 2008 Ford F550 cab/chassis vehicle for the Oberlin Fire Department for a purchase price of \$38,143.00 including additional non-contract options of \$2,450.00, less any applicable manufacturer's rebates.

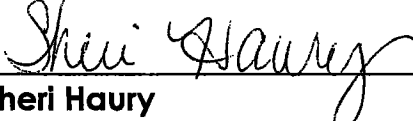
**SECTION 2.** It is hereby found and determined that all formal actions of this Council concerning or relating to the adoption of this ordinance were adopted in an open meeting of this Council, and that all deliberations of this Council and of any of its committees that resulted in such formal action, were in meetings open to the public in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

**SECTION 3.** That this Ordinance is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, health and safety of the citizens of the City of Oberlin, Ohio, or to provide for the usual daily operation of a municipal department, to wit:

**"to authorize the purchase of one fire vehicle as soon as possible to ensure the efficient operation of the City of Oberlin Fire Department," and shall take effect immediately upon passage.**

**PASSED :** 1<sup>st</sup> Reading – January 16, 2007  
2<sup>nd</sup> Reading – February 5, 2007 (Amended) (E)  
3<sup>rd</sup> Reading –

**ATTEST:**

  
\_\_\_\_\_  
**Sheri Haury**  
**INTERIM CLERK OF COUNCIL**

  
\_\_\_\_\_  
**Daniel Gardner**  
**PRESIDENT OF COUNCIL**

**POSTED: February 6, 2007**

**EFFECTIVE DATE: February 6, 2007**

a:/ORD07-18.HarisonFordFireDept.doc

## MEMORANDUM

**To:** Robert DiSpirito, City Manager  
**From:** Dennis Kirin, Fire Chief  
**Subject:** Emergency Vehicle Replacement  
**Date:** January 11, 2007

The Fire Department has received cost quotations for the purchase of a 2008 Ford F550 cab/chassis which is the first component in the replacement for brush/response truck #48. The new unit will consist of the Ford F550 chassis, a custom utility box body configuration, and a fire pump skid system. It will replace a 1997 Ford F250 truck.

An original cost quotation was received from 32 Ford-Mercury of Batavia, OH, who is the successful bidder under the state procurement program for this vehicle. However, in accordance with Ohio procurement regulations, and consistent with the City's desire to 'buy local', we also requested and received an alternative bid from Harrison Ford of Wellington.

The total price for this cab/chassis from Harrison Ford is \$38,143. Pursuant to ORC section 125.04, since this cost is less than the available state bid price, we may proceed with a purchase from the local dealer without further bidding process.

Note that the bid price contains four non-contract options required for proper/safe operation of the final assembled vehicle in the amount of \$2,450:

- Ambulance prep package
- Power equipment package
- Cab steps
- TowCommand package

Due to the extensive order/delivery time for a medium commercial vehicle (19-27 weeks), and the necessity to coordinate the body and pump component orders, I would request Council's consideration for emergency adoption of this ordinance.

I will be present at the Council meeting on January 16 to answer any questions.





820 North Main Street  
Wellington, Ohio 44090



Mercury

Phone: (440) 647-3614  
(800) 686-3614

WELLINGTON

Large Enough To Serve, Small Enough To Care!

January 9, 2007

Oberlin Fire Dept  
430 S. Main Street  
Oberlin, Ohio 44074

Attn: Chief Kinn

**HARRISON FORD MERCURY BID**

- UNIT 1 2008 Ford F550 DRW S/C Chassis Cab
- 640A XL Package
- 99R 6.4 L/ 350hp Diesel Engine
- 44B Automatic transmisson
- X57 SuperCab 17950# GVWR
- 47A Ambulance Prep Package
- 572 Air Conditioning
- 90L Power Equipt Group
- 18B Cab Steps
- 91T Power Command
- 213 Shift on Fly 4X4
- TOW Class IV hitch
- F1 Exterior~ Red Paint
- VS Interior~ Gray Vinyl

TOTAL MANUFACTURES SUGGESTED LIST PRICE \$ 46,255

**TOTAL PRICE \$ 46,255**

THIS BID IS FOR ONE (1) UNIT  
BASED ON FLEET IDENTIFICATION NUMBER  
THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS

Sincerely,  
  
Todd Pickens  
Sales Manager



610 W. Main Street Batavia, Ohio 45103 (513) 732-2866 FAX (513) 732-2868  
 www.32fordmercury.com • e-mail: trucks.32ford@fuse.net

Ohio State Contract No. RS904407, Index No. GDC093E, Item No 26  
 Contractor's ID # 31-1285506  
 2008 Ford F350 Super Cab, DRW, 4x4 Chassis  
 Base Price \$21,634.00  
 Delivery \$.40 per mile (minimum delivery charge \$60.00)

**QUOTATION** VB 1/4/06 Email Address: dkirin@cityofoberlin.com

Agency Name: Oberlin Fire Department Cooperative Membership # \_\_\_\_\_  
 Address: 430 S. Main Street Purchase Order# \_\_\_\_\_  
 City: Oberlin County: \_\_\_\_\_ State: OH Zip: 44074  
 Contact Name: Dennis Kirin Phone# 440-774-3211  
 Fax #: 440-774-7809 Check Box for Yes:  Trade Request ?  Financing ?

**State Contract Options**

FIN Code:

| Qty | Code | Description                                | Price              | Extended Price |
|-----|------|--|--------------------|----------------|
| 1   | BASE | Item#33, F350 4x4 DRW SuperCab Chassis     | \$21,634.00        | \$             |
|     | 99R  | 6.4 L Diesel Engine                        | 6,510.00           |                |
|     | X57  | F550, 17950# GVWR                          | 7,579.00           |                |
|     | DEL  | Delivery to Oberlin                        | 208.00             |                |
|     |      | <b>STATE CONTRACT PURCHASE ORDER TOTAL</b> | <b>\$35,931.00</b> |                |

**Additional Options**

\* Denotes (std spec last year / now optional)

| Qty | Code | Description                             | Price              | Extended Price |
|-----|------|---|--------------------|----------------|
|     | THB  | Ambulance Prep Package                  | \$1,290.00         |                |
|     | 90L  | Power Equipment Group                   | 560.00             |                |
|     | 18B  | Cab Steps                               | 370.00             |                |
|     | 91T  | TowCommand w/ electric brake controller | 230.00             |                |
|     |      | RED Clearcoat                           |                    |                |
|     |      | <b>SECONDARY PURCHASE ORDER TOTAL</b>   | <b>\$2,450.00</b>  |                |
|     |      | <b>GRAND TOTAL</b>                      | <b>\$38,381.00</b> |                |

Complete, Print, Fax w/ Purchase Order & Titling Instructions to: 513-732-2868

Note: Snow Plow Prep Pkg is not available with the Ambulance Prep Package.

**Ask About 32 Public Safety Products**



## MEMORANDUM

**To:** Gary Boyle, Interim City Manager  
**From:** Dennis Kirin, Fire Chief  
**Subject:** Emergency Vehicle Replacement  
**Date:** January 18, 2007

Pursuant to the Council inquiries at the January 17 meeting, I have obtained the requested information and two additional local bid prices.

1. Rebates/discounts. Per the truck dealers, Ford corporate has a policy to address fleet truck purchases and retail rebates. This question is answered on Ford's frequently-asked-questions website as follows:

*"Can I, as a fleet customer, take advantage of fleet incentives along with retail rebates? No, as a fleet customer you can choose either fleet incentives or retail rebates, but cannot combine the two." (see: [www.fleet.ford.com/contacts/faq.asp](http://www.fleet.ford.com/contacts/faq.asp))*

Further, while retrieving additional truck bids, it was evident from the Bass Truck bid document that this vehicle was referenced to as a "2008 Fleet/Non-retail Ford Super Duty F-550..." which we believe further defines Ford's policy of fleet versus retail sales. Under the selected options listing on their bid document, the dealer also notes a deduction for "fleet and government price concession". This should address the question of whether we are entitled to an additional rebate on this vehicle - no, the manufacturer's policy is government price concession or retail rebate; but not both. A final point - this is not the ordinary pickup truck vehicle that sits on dealer's lots everywhere with rebate numbers on the window - this is a special order heavy-duty cab/chassis (i.e., no rear body). The manufacturer usually does not produce this type of vehicle in an quantity without an order.

2. Local Bid List. In accordance with Council's wishes, bid quotation were solicited from two more local Ford fleet truck dealers for the purchase of a 2008 Ford F550 cab/chassis with identical components - Bass Ford in Sheffield and Mullinax Ford in Amherst. These dealers are well known by their large fleet inventories and sales. In fact, Bass Ford was a successful bidder seven of the 34 categories of the Ohio DAS procurement contract for truck vehicles.

Bid documents were received from both vendors. The compilation of bids, compared to the previous Harrison Ford and state contract price, still indicates that Harrison Ford is the lower bid at \$38,143. (See attached)

Pursuant to ORC section 125.04(c), since the local bid price is less than the available state bid price, I am requesting approval for a purchase from the local dealer. Due to the extensive order/delivery time for a medium-size commercial vehicle (19-27 weeks), and the necessity to coordinate the utility body and fire pump component orders, I would again request Council's consideration for emergency adoption of this ordinance on second reading.

I will be present at the Council meeting on February 5 to answer any additional questions.



RECEIVED

JAN 24 2007

**Fire Department Vehicle  
Bid Tabulation**

| <b>Company</b>   | <b>Base Model</b> | <b>Options</b> | <b>Delivery</b> | <b>Fleet<br/>Concession</b> | <b>Total Bid Cost</b> |
|--|-------------------|----------------|-----------------|-----------------------------|-----------------------|
| 32 Ford-Mercury<br>610 W Main St<br>Batavia OH 45103<br><br>(state contract)   | \$35,723          | \$2,450        | \$208           | none                        | \$38,730              |
| Harrison Ford Inc<br>620 N Main St<br>Wellington OH 44090  | \$38,143          | \$0            | \$0             | none                        | \$38,143              |
| Bass Truck Center<br>1-90 at Detroit Ave<br>Avon Lake OH   | \$36,180          | \$10,265       | \$925           | (\$7,830)                   | \$39,540              |
| Mullinax Ford<br>8000 Leavitt Rd<br>Amherst OH 44001<br><br>(bid indicates MSRP<br>\$46,070 less \$3570<br>discount) | \$33,422          | \$8,188        | \$925           | \$0                         | \$42,535              |



610 W. Main Street Batavia, Ohio 45103 (513) 732-2866 FAX (513) 732-2868  
 www.32fordmercury.com • e-mail: trucks.32ford@fuse.net

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|     |      | RED Clearcoat                           |             |                |
|     |      | SECONDARY PURCHASE ORDER TOTAL          | \$2,450.00  |                |
|     |      | GRAND TOTAL                             | \$38,381.00 |                |

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Ask About 32 Public Safety Products







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Wellington, Ohio 44090



WELLINGTON

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Phone: (440) 647-3614  
(800) 686-3614

January 9, 2007

Oberlin Fire Dept  
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- F1 Interior~ Red Paint
- VS Interior~ Gray Vinyl

TOTAL MANUFACTURES SUGGESTED LIST PRICE \$ 46,255

|       |       |           |
|-------|-------|-----------|
| TOTAL | PRICE | \$ 46,255 |
|-------|-------|-----------|

THIS BID IS FOR ONE (1) UNIT  
BASED ON FLEET IDENTIFICATION NUMBER  
THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS

Sincerely,  
*Todd Pickens*  
Todd Pickens  
Sales Manager

Prepared For:  
OBERLIN FIRE DEPARTMENT

Prepared By:  
administrator  
TOM JAMES BASS TRUCK CENTE  
I-90 AT DETROIT AVE.  
AVON LAKE, OH  
Phone: (440) 934-4000  
Fax: (440) 934-9110  
Email: tjames@mikebassford.com

2008 Fleet/Non-Retail Ford Super Duty F-550 DRW 4WD SuperCab 162" W

**PRICING SUMMARY**

PRICING SUMMARY - 2008 Fleet/Non-Retail X57 4WD SuperCab 162" WB 60" CA XL

|                    | <u>MSRP</u>        |
|--------------------|--------------------|
| Base Price         | \$36,180.00        |
| Total Options:     | \$2,435.00         |
| Vehicle Subtotal.  | \$38,615.00        |
| Advert/Adjustments | \$0.00             |
| Destination Charge | \$925.00           |
| <b>GRAND TOTAL</b> | <b>\$39,540.00</b> |

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

AutoBook, Data Version: 121.1, Data updated 1/9/2007 10:04:00 AM  
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Customer File:

# Mullinax Ford

Mullinax Ford  
8000 Leavitt Road  
Amherst OH 44001  
440-984-2431  
800-438-3673  
www.mullinaxdirect.com

**Prepared for:** Chief Dennis Kirin  
Oberlin Fire Dept.  
430 South Main St, Orberlin, OH 44074  
**Manager:** Jeff Wells  
**Salesperson:** Jeff Wells

**Date:** Wednesday, January 17, 2007

**Time:** 1:37 PM

**Id:** 26579157-423247146

| VEHICLE INFORMATION  | TRADE-IN INFORMATION |
|--|----------------------|
| Vehicle: <b>2008 FORD F-550 XL</b><br>Miles: N/A<br>Stock No.: ORDER<br>Vin: CAB/CHASSIS<br><br>MSRP \$46,070.00<br>Discount (\$3,570.00)<br>Selling Price: <b>\$42,500.00</b><br><br>Difference: <b>\$42,500.00</b><br><br>Sales Tax (estimate): \$0.00<br>Title & Temp Tag \$35.50<br>Balance Due (estimate): <b>\$42,535.50</b> | <b>No Trade In</b>   |
| <b>NOTE</b>  |                      |
| We will include the class IV hitch at no additional charge to be installed after truck is delivered.   |                      |

X \_\_\_\_\_  
Buyer

X \_\_\_\_\_  
Sales Manager

