



CITY OF WASHINGTON, ILLINOIS

City Council Agenda Communication

Meeting Date: October 21, 2019

Prepared By: Chief Michael D. McCoy and Deputy Chief Jeff Stevens

Agenda Item: Scheduled Vehicle Replacement – Purchase Ratification

Explanation: The Department uses Ford police-package Explorers for patrol use for their utility, value, and local availability with a government price program. Last year, Ford cut off ordering for the police Explorer earlier than normal, leading to pent-up demand. We anticipated long build times and a potential shortage of 2020 vehicles that could affect our replacement schedule. After obtaining guidance from the Public Safety Committee, in March, 2018, the Department sought to place orders for 2020 Explorers before the start of the fiscal year, knowing delivery would occur during the current fiscal year.

We sought bids from three dealers, Uftring Ford, Mangold, and Finish Line. A condition of bidding was agreement that an order would be placed for up to 3 cars but that the purchase was not guaranteed because no annual budget was approved at the time of the order. The result is that the “winning” dealership would order the vehicles with no down payment and the potential that the “buyer” would refuse the order, leaving the dealer with custom-ordered stock and a limited potential customer base (because the vehicle must be purchased by an approved government entity).

Since we could not know the delivery date, but anticipated it would be more than 6 months from order, we did not ask dealers to provide trade in values for the replaced cars. It was not reasonable to expect a dealer to provide a purchase price for a used vehicle when the transfer would take place after months of additional use.

Uftring delivered a bid (\$40,875 each) for a Ford Police package Explorer that met our specifications.

Finish Line at the time could not yet bid the police package, but submitted a bid for a retail package Explorer. The XLT package Explorer bid was \$38,666 each. The vehicle quote, due to police package versus retail package differences, omitted several required features, but was evaluated for comparison so that the City can obtain the best value.

Attempting to recreate the police features in the XLT would be more expensive than ordering from Ford. Even using the Uftring bid as a price guide for re-

creation of those features, the retail package would have resulted in a higher cost (\$41,301 each).

In March, Uftring placed the order for 3 vehicles. Ford scheduled the 3 cars for production in mid-October which is consistent with our concerns about a long lead time. Once built and further modified at the factory, the cars will be scheduled for shipment. Shipment time can vary considerably.

Fiscal Impact: The purchase price of \$40,875 each (\$122,625) was planned and budgeted. Funds for planned vehicle replacement are accumulated in the City's Motor Equipment Replacement Fund over the expected life of the vehicle.

Recommendation/

Committee Discussion Summary: Committee discussion will take place on October 21, 2019, so a synopsis is not available for advance distribution.

Action Requested: Subject to the recommendation of the Public Safety Committee, consideration of the proposed purchase of three squad cars from Uftring at a cost not to exceed \$122,625 and approval of that purchase by the full City Council.