



Staff Report

TO: Honorable Mayor and Members of the Farmersville City Council

FROM: Dale Wyckoff, Director of Public Works

THROUGH: John Jansons, City Manager

DATE: September 12, 2016

RE: Purchase Two (2) Ford F-150 Vehicles.

RECOMMENDED ACTION:

It is respectfully recommended that the Farmersville City Council authorize the purchase two (2) Ford F150 pick-up trucks at a price of \$23,932.49 each.

BACKGROUND:

The City Council previously allocated \$50,000.00 in the 2015/2016 budget to purchase and replace two (2) aging Public Works vehicles. While seeking proposals for the replacement vehicles, we became aware of a program sponsored by the San Joaquin Valley Air Pollution Control District (SJVAPCD) that would provide up to \$20,000.00 in funding (per vehicle) for the purchase of an approved alternative fueled vehicle or compressed natural gas (CNG).

On January 28, 2016 we applied for grant funding and on July 28, 2016 we received funding from (SJVAPCD). However, we immediately encountered issues with locating CNG vehicles. In short, there are no factory built CNG vehicles. It was discovered that standard fossil fuel vehicle engines must be equipped by the vehicle manufacturer with CNG components to allow CNG conversion. After purchase, the vehicle must be delivered to an authorized facility to be "converted" to CNG. The issues we encountered were:

1. SJVAPCD must certify and approve that years vehicle model for CNG conversion prior to program funding;
2. Certification takes approximately eleven (11) months (i.e. November);
3. Vehicle manufacturers cease construction of the current model year in July;
4. SJVAPCD does not allow vehicle purchase in advance.

In short, it was impossible to locate an approved vehicle after certification that is equipped with CNG components that will comply with SJVAPCD requirements.

DISCUSSION:

In August 2016 we commenced to seek proposals from three (3) vehicle manufacturers for two replacement vehicles. The approved 2015/2016 budget allocated \$50,000.00 to purchase two replacement vehicles. That funding has been carried over to the 2016/2017 budget.

Proposals were obtained from the following three (3) vehicle manufacturers:

1. Ford	F150	\$23,932.49
2. Chevrolet	Silverado 1500	\$25,300.25
3. Dodge	Ram 1500	\$27,893.13

Copies of the proposals are included to this report as Attachment 1.

ALTERNATIVE(s):

1. The City Council may choose to reject the proposal to purchase two fossil fueled vehicles and continue with the CNG program with funding from SJVAPCD and availability of vehicles uncertain. This alternative is not recommended.

COORDINATION AND REVIEW:

The recommended action was coordinated and reviewed with the Finance Department, Office of the City Manager and with the San Joaquin Valley Air Pollution Control District

FISCAL IMPACT:

Since the purchase of two standard vehicle is possible with allocated funds, no further fiscal impact is expected from this recommendation.

CONCLUSION:

The Department of Public Works respectfully requests the City Council approve the purchase of two Ford F150 vehicles at \$23,932.49 each.

Respectfully submitted,

Approved by:

Fiscal Review:

 Dale Wyckoff
 Director of Public Works



 John Jansons
 City Manager

 Steven Huntley
 Director of Finance

Window Sticker - 2016 F-150

[Print window sticker](#)



Disclaimer: This window sticker is only representative of the information contained on an actual window sticker, and may or may not match the actual window sticker on the vehicle itself. Please see your retailer for further information.

Vehicle Description ✓ ✓ ✓
F-150 2016 F150 4X2 R/C
 3.5L V6 TIVCT FFV ENGINE
 ELEC 6-SPEED AUTO W/TOW MODE
 122" W.B.

VIN 1FTMF1C86GK E86335

Exterior
 OXFORD WHITE
Interior
 MEDIUM EARTH GRAY INTERIOR/VINYL
 40/20/40 FRONT SEAT

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

- EASY FUEL CAPLESS FILLER
- HALOGEN HEADLAMPS
- PICKUP BOX TIE DOWN HOOKS
- SPARE TIRE & WHEEL LOCK

INTERIOR

- CONTROL, SINGLE ZONE
- DAY/NIGHT REARVIEW MIRROR

FUNCTIONAL

- 12V AUXILIARY POWER POINT
- FAIL-SAFE COOLING SYSTEM
- INTERMITTENT SPEED WIPERS
- OUTBOARD MNTD REAR SHOCKS
- TRAILER SWAY CONTROL

SAFETY/SECURITY

- AIRBAGS - FRONT SEAT
- AIRBAGS - SAFETY CANOPY
- CTR HIGH MOUNT STOP LAMP
- TIRE PRESSURE MONITOR SYS

WARRANTY

- 5YR/60,000 POWERTRAIN

- DAYTIME RUNNING LIGHTS
- FULLY BOXED STEEL FRAME
- LOCKING REMOVABLE TAILGATE
- REAR SOLAR TINTED GLASS
- A/C W/MANUAL CLIMATE
- BLACK VINYL FLOOR COVERING
- TILT/TELESCOPE STR COLUMN
- 4-WHEEL DISC BRAKES W/ABS
- FADE-TO-OFF INTERIOR LIGHT
- HILL START ASSIST
- MANUAL FOLD MIRRORS
- PWR RACK AND PINION STEER
- ADVANCETRAC WITH RSC
- MOUNTED SIDE IMPACT SIDE CURTAIN
- SOS POST CRASH ALERT SYS
- 3YR/36,000 BUMPER / BUMPER
- 5YR/60,000 ROADSIDE ASSIST

Price Information
STANDARD VEHICLE PRICE MSRP
 \$26,540

Included on this Vehicle
 EQUIPMENT GROUP 101A 2,055
 XL SERIES
 ✓ XL POWER EQUIPMENT GROUP
 ✓ SYNC
 ✓ CRUISE CONTROL
 ✓ BOXLINK

Optional Equipment

2016 MODEL YEAR
 OXFORD WHITE
 MEDIUM GRAY VINYL 40/20/40
 .17" SILVER STEEL WHEELS
 3.5L V6 TIVCT FFV ENGINE
 ELEC 6-SPEED AUTO W/TOW
 MODE
 .245/70R 17 BSW ALL-SEASON
 3.55 RATIO REGULAR AXLE
 6010# GVWR PACKAGE
 FRONT LICENSE PLATE BRACKET
 CALIFORNIA EMISSIONS SYSTEM
 ✓ CLASS IV TRAILER HITCH 95
 AM/FM SINGLE CD
 23 GALLON FUEL TANK
 VINYL 40/20/40 FRONT SEAT
 FLEX FUEL VEHICLE

TOTAL VEHICLE & OPTIONS 28,690
 DESTINATION & DELIVERY 1,195
 TOTAL BEFORE DISCOUNTS 29,885
 XL MID DISCOUNT -750
TOTAL SAVINGS -750
TOTAL MSRP \$29,135

Disclaimer: Option pricing will be blank for any item that is priced as 0 or "No Charge".

21,942.80 - Price
 80.00 - Doc Fee
 1,871.94 - 8.5% SALES TAX
 29.00 - Filing Fee
 8.75 - Tire Fee
 \$ 23,932.49 - TOTAL



CITY MPG
18
HIGHWAY
MPG
25

Vehicle Engine Information

Actual mileage will vary with options, driving conditions, driving habits and vehicle's condition. Results reported to EPA indicate that the majority of vehicles with these estimates will achieve between _ and _ mpg in the city and between _ and _ mpg on the highway. For Comparison Shopping all vehicles classified as have been issued mileage ratings from _ to _ mpg city and _ to _ mpg highway.

02017REG

THREE-WAY CHEVROLET CO.
4501 WIBLE RD

BAKERSFIELD CA 93313
(661) 847-6570
SALESPERSON: ARTHUR R MONTSINGER

08/31/16

EQUIPPED AS FOLLOWS:

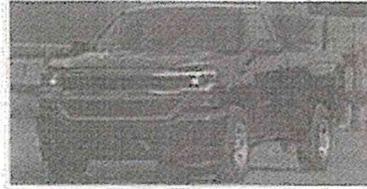
*** DEALER INSTALLED ***
SPRAY LINER

SELLING PRICE	23,125.00
DEALER ADDS	295.00
OPTIONS	
DOC FEE	80.00
SMOG FEE	
CALIF. TIRE FEE*	8.75
DMV FEE	29.00
COUNTY FEE	
EXTENDED WARRANTY	
TOTAL TAX	1,762.50
TOTAL PRICE	25,300.25
CASH DOWN	
TOTAL DEFERRED	
TRADE IN	
PAYOFF	
REBATE	
NET AMOUNT DUE	25,300.25

Mike, still waiting on 2017-PRICE
this should be good.

Call if you have any questions
Arthur

Prepared By:
AMontsinger



2017 Fleet/Non-Retail Chevrolet Silverado 1500 2WD Reg Cab 119.0" Work

WINDOW STICKER

2017 Chevrolet Silverado 1500 2WD Reg Cab 119.0" Work Truck		Interior: - No color has been selected.
* 5.3L/325 CID * Gas V8		Exterior 1: - No color has been selected.
* 6-Speed Automatic		Exterior 2: - No color has been selected.
CODE	MODEL	MSRP
CC15703	2017 Chevrolet Silverado 1500 2WD Reg Cab 119.0" Work Truck	W/A
OPTIONS		
YF5	EMISSIONS, CALIFORNIA STATE REQUIREMENTS	W/A
LB3	ENGINE, 5.3L ECOTEC3 V8 WITH ACTIVE FUEL MANAGEMENT, DIRECT INJE	W/A
MYC	TRANSMISSION, 6-SPEED AUTOMATIC, ELECTRONICALLY CONTROLLED	W/A
C5S	GVWR, 6600 LBS. (2994 KG)	W/A
GU4	REAR AXLE, 3.08 RATIO	W/A
1WT	WORK TRUCK PREFERRED EQUIPMENT GROUP	W/A
RD6	WHEELS, 17" X 8" (43.2 CM X 20.3 CM) PAINTED STEEL	W/A
RBZ	TIRES, P255/70R17 ALL-SEASON, BLACKWALL	W/A
ZY1	PAINT, SOLID	W/A
GAZ	SUMMIT WHITE	W/A
AZ3	SEATS, FRONT 40/20/40 SPLIT-BENCH, 3-PASSENGER, AVAILABLE IN CLOTH	W/A
H2R	DARK ASH WITH JET BLACK INTERIOR ACCENTS, CLOTH SEAT TRIM	W/A
IOB	AUDIO SYSTEM, CHEVROLET MYLINK RADIO WITH 7" DIAGONAL COLOR TO	W/A
Z82	TRAILERING PACKAGE	W/A
G80	DIFFERENTIAL, HEAVY-DUTY LOCKING REAR	W/A
KNP	COOLING, AUXILIARY EXTERNAL TRANSMISSION OIL COOLER	W/A
---	BATTERY, HEAVY-DUTY 720 COLD-CRANKING AMPS/80 AMP-HR, MAINTENA	W/A
RUF	WHEEL, FULL-SIZE SPARE, 17" (43.2 CM) STEEL	W/A
DF2	MIRRORS, OUTSIDE HIGH-VISIBILITY VERTICAL TRAILERING, BLACK	W/A
UQ3	6-SPEAKER AUDIO SYSTEM	W/A

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.

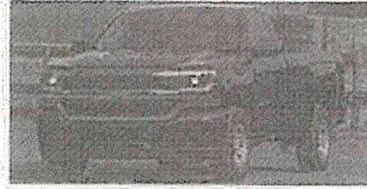
GM AutoBook, Data Version: 453.0, Data updated 8/23/2016
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Customer File:

August 31, 2016 10:32:47 AM

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Prepared By:
AMontsinger



2017 Fleet/Non-Retail Chevrolet Silverado 1500 2WD Reg Cab 119.0" Work

WINDOW STICKER

AG1	BLUETOOTH FOR PHONE, PERSONAL CELL PHONE CONNECTIVITY TO VEHI	W/A
	SEAT ADJUSTER, DRIVER 10-WAY POWER	W/A
	SUBTOTAL	W/A
	Advert/Adjustments	W/A
	Destination Charge	W/A
	TOTAL PRICE	W/A
	Est City: * 16.00 mpg	
	Est Highway: * 23.00 mpg	
	Est Highway Cruising Range: * 598.00 mi	

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.

GM AutoBook, Data Version: 453.0, Data updated 8/23/2016
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Prepared By:
AMontsinger



2017 Fleet/Non-Retail Chevrolet Silverado 1500 2WD Reg Cab 119.0" Work

PRICING SUMMARY

PRICING SUMMARY - 2017 Fleet/Non-Retail CC15703 2WD Reg Cab 119.0" Work Truck

	<u>Invoice</u>	<u>VQ2</u>
Base Price	W/A	W/A
Total Options:	W/A	W/A
Vehicle Subtotal	W/A	W/A
Advert/Adjustments	W/A	W/A
Destination Charge	W/A	W/A
GRAND TOTAL	W/A	W/A

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.

GM AutoBook, Data Version: 453.0, Data updated 8/23/2016
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Page 1



2016 MODEL YEAR
RAM 1500
TRADESMAN REG
CAB 4X2

RAM

PRICE INFORMATION

MANUFACTURER'S SUGGESTED RETAIL PRICE OF THIS MODEL INCLUDING DEALER PREPARATION

Base Price: \$ 26,145

RAM 1500 ST REG CAB 4X2

Exterior Color: Bright White Clear Coat Exterior Paint
 Interior Color: Black / Diesel Gray Interior Colors
 Interior: Cloth 40 / 20 / 40 Bench Seat
 Engine: 3.6-Liter V6 24-Valve VVT Engine
 Transmission: 8-Speed Automatic 845RE Transmission

STANDARD EQUIPMENT (UNLESS REPLACED BY

OPTIONAL EQUIPMENT)

FUNCTIONAL/SAFETY FEATURES

3.21 Rear Axle Ratio
 Class IV Receiver Hitch
 Trailer Tow with 4-Pin Connector Wiring
 7 Pin Wiring Harness
 26-Gallon Fuel Tank
 Spray-In Bedliner
 Locking Tailgate
 Advanced Multistage Front Airbags
 Supplemental Side-Curtain Front Airbags
 Anti-Lock 4-Wheel Disc Brakes
 Electronic Stability Control
 Speed Control
 Sentry Key® Theft Deterrent System
 Variable Intermittent Windshield Wipers

INTERIOR FEATURES

Air Conditioning
 Radio 3.0
 6 Speakers
 Media Hub (USB, Aux)
 Tilt Steering Column
 Rotary Shifter
 Instrument Cluster with Display Screen
 Electronic Vehicle Information Center
 Front Armrest with Three Cup Holders
 Manual Door Locks
 Manual Windows
 Rear Fixed Window
 Behind the Seat Storage / Bin
 Black Vinyl Floor Covering

EXTERIOR FEATURES

17-Inch x 7.0-Inch Steel Wheels
 P265/70R17 BSW All Season Tires
 Halogen Quad Headlamps
 Automatic Headlamps
 Manual 6-Inch x 9-Inch Black Mirrors
 Black Front Bumper
 Black Rear Bumper
 Black Grille

Assembly Point/Port of Entry: SALTILLO, MEXICO

VIN:3C6JR6AG9G270544

L4-VON:7614

PRICE INFORMATION (contd.)

OPTIONAL EQUIPMENT

Tradesman Package 22B \$ 735
 Power and Remote Entry Group
 Remote Keyless Entry with All-Secure
 Power Windows with Front One-Touch-Down Feature
 Power Door Locks
 Power Heated Mirrors with Manual Fold-Away
 Premium Door Trim with Map Pocket
 Popular Equipment Group \$ 550
 Carpet Floor Covering
 Cloth 40 / 20 / 40 Bench Seat
 SiriusXM® Sat Radio w/ 1-Yr Radio Subscription
 For More Information, Call 800-643-2112
 Front Floor Mats
 Flex Fuel Vehicle

DESTINATION CHARGE \$ 1,195

TOTAL PRICE: * \$ 28,625

\$ 24,995.00 FLEET AFTER INCENTIVE!
 \$ 2,386.38 TAX @ 8.50%
 \$ 394.00 DMV
 \$ 80.00 DOC
 \$ 29.00 EFF
 \$ 87.00 (A TIRE TAX)
 \$ 27,893.13



City Council

Staff Report

TO: Honorable Mayor and City Council

FROM: Dale Wyckoff, Director of Public Works

THROUGH: John Jansons, City Manager *JJ*

DATE: December 14, 2015

RE: Application Requesting Funding to Purchase Three (3) 2016 Ford F-250 CNG Alternative Fuel Vehicles.

RECOMMENDED ACTION:

It is respectfully requested that the City Council authorize staff to submit an application to the San Joaquin Valley Air Pollution Control District (SJVAPCD) seeking majority funding to purchase three (3) alternative fueled vehicles.

BACKGROUND:

The City Council previously allocated \$50,000.00 in the 2015/2016 budget to purchase and replace two (2) aging Public Works vehicles. While seeking proposals for the replacement vehicles, we became aware of a program sponsored by the San Joaquin Valley Air Pollution Control District (SJVAPCD) that will provide up to \$20,000.00 in funding (per vehicle) for the purchase of an approved alternative fueled vehicle. The approved vehicle is the 2016 Ford F-250.

Proposals for three (3) Ford F-250 CNG pickup trucks were obtained from the following vendors:

1.	Groppetti Ford	Visalia	\$34,197.35
2.	Will Tiesiera Ford	Tulare	\$34,273.05
3.	Galpin Ford	Los Angeles	\$37,031.00

The proposals are include with this report as **Attachment 1**.

DISCUSSION:

The approved 2015/2016 budget has allocated \$50,000.00 to purchase two replacement vehicles. The lowest cost proposal obtained by Public Works was for a Dodge Ram at \$22,300.00 per vehicle or \$44,600.00 for two vehicles.

SJVAPCD program will fund up to \$20,000.00 per Ford F-250 (approved) alternative fuel vehicle, which could allow us to purchase three (3) vehicles at \$34,197.35 per vehicle, for a total cost to the City of \$42,592.05.

Three (3) alternative fuel vehicles could be purchased, in lieu of two (2) strictly gasoline / diesel fuel vehicles. The alternative fuel vehicles are "Bi-Fuel", meaning they can operate on unleaded fuel or Compressed Natural Gas (CNG).

There are five CNG refueling stations in the Tulare County area which will allow reasonable refueling availability.

1. Two in the City of Visalia
2. Two in the City of Tulare
3. One in the City of Exeter

ALTERNATIVES:

1. The City Council may choose to reject the request for application submittal and instruct staff to purchase the two (2) fossil fueled vehicles as originally requested.
2. Participate in program seeking two (2) alternative fueled vehicles for a total cost to the City of \$28,394.70.

FISCAL IMPACT:

The purchase of the alternative fueled vehicles could have a cost savings to the City as the price for CNG fuel is currently less than that of gasoline or diesel fuel.

Conversely, there is a likelihood of higher insurance premiums because of the 1) increased value of the CNG vehicles and 2) the increased amount of vehicles. These increased costs would be paid over the entire life of the vehicles which could total several thousand dollars. Purchasing the regular fuel vehicles would not require the City to insure the assets (because grant funds would not be used, and therefore the requirement would not exist). However, if the City purchases regular fuel vehicles and also chose to insure them in a similar manner to the grant requirement, it would still have an overall slightly lower cost to the City.

The difference (higher or lower) in costs for repairs, and routine maintenance for a CNG vehicle versus a regular fuel vehicle is not known at this time.

CONCLUSION:

The Department of Public Works It is respectfully requests that the City Council authorize staff to submit an application to the San Joaquin Valley Air Pollution Control District (SJVAPCD) seeking majority funding to purchase three (3) alternative fueled vehicles.

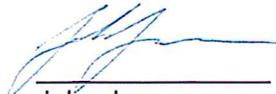
Attachment(s): 1. Cost Proposals

Respectfully submitted,



Dale Wyckoff
Director of Public Works

Approved by:



John Jansons
City Manager

Fiscal Review:



Steven Huntley
Director of Finance

Attachment 1

Subject: Fwd: RFQ
From: Mike Gordon (mecbeanie@sbcglobal.net)
To: Farmersvillepw@sbcglobal.net;
Date: Thursday, October 15, 2015 10:34 AM

Sent from my iPhone

Begin forwarded message:

From: Mike Mora <mikem@groppettiauto.com>
Date: October 14, 2015 at 11:20:11 AM PDT
To: "mecbeanie@sbcglobal.net" <mecbeanie@sbcglobal.net>
Subject: FW: RFQ

Mike,

I have attached an equipment list for the Ford F-250 CNG.

Price	\$31,503.00
Tax	2,605.60
DOC Fee	80.00
CA Tire Fee	<u>8.75</u>
Total	\$34,197.35

I apologize for the delay in getting this to you, the pricing for the CNG Conversion was just made available.

Thank you again for the opportunity to earn your business.

Michael Mora

559-737-6025

559-734-3333 EXT 2216

Williessiera

CNGP530

VEHICLE ORDER CONFIRMATION

10/02/15 13:40:27

==>

Dealer: F72437

2016 F-SERIES SD

Page: 1 of 1

Order No: 1658 Priority: L3 Ord FIN: QS124 Order Type: 5B Price Level: 620

Ord PEP: 600A Cust/Flt Name: FARMERSVILLE PO Number:

	RETAIL		RETAIL
F2A	F250 4X2 SD R/C \$32385	10000#	GVWR PKG
	137" WHEELBASE	425	50 STATE EMISS NC
Z1	OXFORD WHITE	512	SPARE TIRE/WHL2 NC
A	VNYL 40/20/40		JACK
S	STEEL	98F	GASEOUS BI-FUEL 315
600A	PREF EQUIP PKG		SP DLR ACCT ADJ
	.XL TRIM		SP FLT ACCT CR
	.TRAILER TOW PKG		FUEL CHARGE
572	.AIR CONDITIONER NC	B4A	NET INV FLT OPT NC
	.AM/FM STER/CLK		PRICED DORA NC
996	.6.2L EFI V8 ENG NC		DEST AND DELIV 1195
44P	6-SPD AUTOMATIC NC	TOTAL	BASE AND OPTIONS 33895
TBK	.LT245 BSW AS 17	TOTAL	33895
X37	3.73 REG AXLE NC		*THIS IS NOT AN INVOICE*
	JOB #1 BUILD		

F1=Help

F2=Return to Order

F3/F12=Veh Ord Menu

F4=Submit

F5=Add to Library

S099 - PRESS F4 TO SUBMIT

QC07947

Ford F-250
C.N.G.

\$ 34,273.⁰⁵

From: "John Martinez" <jmartinez@galpin.com>
Date: December 4, 2015 at 10:03:55 AM PST
To: <mecbeanie@sbcglobal.net>
Subject: Galpin F250 CNG conversion

Sending 2 quotes, one with all fees and one without, let me know what your status is as far as the tax and fees. If you get an OK I will send to Ford and get an ETA

Sincerely,

John Martinez
 Commercial/Fleet Sales
 Galpin Motors
 Office: 818-778-2186
 Mobile-Text: 818-621-8128

It's my goal to provide you with "Exceptional Service"

WITHOUT TAX AND FEES

2016 FORD F250	
Finance Deal	
Vehicle Price	33,895.00
Rebate Savings	-10,544.00
Veh. Price (Net after Rebate)	23,351.00
Accessories	13,600.00
Document Prep Fee	80.00
Total	37,031.00
Cash Down	0.00
License / Title	403.00
Tire/Battery/VTR Fee	8.75
Other Fee	29.00
Sales Tax	4,191.75
Due On Delivery	4,632.50
1 Month Payment	37,031.00
APR (45 days to 1st pymt)	0.00 %
Amount Financed	37,031.00
Tax: 9.00% TAX	9.00 %
Taxes And Fees	4,712.50
Finance Payments include: DELIVERY \$1000, CNG TANK AND CONVERSATION \$12600	

* This presentation is designed to provide an example of various finance options that may be available. Incentive programs, Rebates, Rates, Terms and Payments are estimates, subject to change and are impacted by individual credit history and are subject to credit approval and program verification. In some cases Leases may require a Security Deposit which is not included in the above numbers.