CITY COUNCIL AGENDA REPORT

MEETING DATE: JUNE 18, 2013 **ITEM NUMBER:** **CC-14**

SUBJECT: APPROVE THE PURCHASE AGREEMENT WITH HI STANDARD AUTOMOTIVE, LLC TO PROVIDE EMERGENCY EQUIPMENT OUTFITTING OF TEN REPLACEMENT 2013 FORD INTERCEPTOR SEDAN AND UTILITY POLICE VEHICLES

DATE: JUNE 5, 2013

FROM: POLICE DEPARTMENT – FIELD OPERATIONS DIVISION

PRESENTATION BY: MARK M. MANLEY, LIEUTENANT – FIELD OPERATIONS DIVISION

FOR FURTHER INFORMATION CONTACT: MARK M. MANLEY (714) 754-5043

RECOMMENDATION:

1. Approve and authorized the CEO to sign the purchase agreement in the amount of $110,200.70 for outfitting ten new Ford Interceptor police vehicles from Hi Standard Automotive, LLC, 1110 West Barkley Avenue, Orange, CA, 92868.

2. Approve Budget Adjustment (BA #13-030) to appropriate undesignated fund balance in the Narcotics Asset Forfeiture Fund in the amount of $110,200.70 for the purchase of the required emergency equipment.

BACKGROUND:

On March 5, 2013, City Council approved the purchase of five Ford Police Interceptor sedans and five Interceptor model utility vehicles as part of the routine vehicle replacement program. In late 2011, Ford Motor Company discontinued production of the Crown Victoria model police vehicle. As a result, the Ford Police Interceptor was chosen as the new police patrol vehicle for the Costa Mesa Police Department. The ten replacement Police Interceptors were purchased and ordered with an estimated delivery date in July 2013.

ANALYSIS:

With the previous generation Crown Victoria patrol vehicles, outfitted emergency equipment such as prisoner cages, prisoner retention seating, center console units, trunk electronics tray, weapon retention systems, push bumpers, and lighting equipment, etc., were transferred from the outgoing vehicle to the incoming replacement. However, the new Police Interceptor sedans and utility vehicles have entirely different specifications which make transferring emergency equipment largely infeasible. Additionally, much of the emergency equipment currently utilized in the Crown Victoria fleet is aging and has spanned several generations of police vehicles.

Three local vendors were considered for the outfitting of the new model Police Interceptors. A Request for Quotation (RFQ) was issued and quotations were received. Hi Standard Automotive, LLC was overwhelmingly the preferred sole source vendor based on competitive pricing, efficient serviceability of new fleet vehicles, and the only vendor in

Southern California authorized as a *Code 3, Inc.* "Master Installer" authorized warranty repair station for *Code 3, Inc.* OEM emergency equipment.
Additionally, Hi Standard Automotive, LLC is a Ford Motor Company drop-ship location to receive vehicle deliveries directly from the manufacturer. This convenience expedites equipment installation and turnaround delivery of these vehicles to the City of Costa Mesa.

ALTERNATIVES CONSIDERED:

Ford Motor Company offers a number of emergency equipment items available for installation on the Police Interceptor models directly from the manufacturer. However, Ford Motor Company only offers limited manufacturer options upon vehicle order, and those equipment options are often bundled in packages that are not desirable for the needs of the Costa Mesa Police Department, nor as competitively priced in certain cases. Additionally, warranty service on emergency equipment installed at the Ford factory may not always be available through a local dealership, and at times, defective parts may require extended shipping and replacement time.

FISCAL REVIEW:

Since the purchase of this asset was not originally budgeted, the attached Budget Adjustment #13-030 in the amount of $110,200.70 is recommended to appropriate Narcotic Asset Forfeiture Fund undesignated fund balance to outfit the new police vehicles.

The Narcotic Asset Forfeiture Fund has sufficient fund balance available for allowable purchases such as emergency equipment to outfit the new vehicles.

LEGAL REVIEW:

There is no legal review required for this item.

CONCLUSION:

Staff recommends the City Council authorize the CEO to sign the purchase agreement and approve the budget adjustment for the emergency equipment to outfit the new police vehicles.

MARK M. MANLEY
Lieutenant, Field Operations Division

TOM GAZSI
Chief of Police

BOBBY YOUNG
Finance & I.T. Director

BRUCE HARTLEY
Maintenance Services Manager

DISTRIBUTION: Chief of Police
City Clerk

ATTACHMENTS:

1. Hi Standard Automotive, LLC quotation
2. Hi Standard Automotive, LLC statement of *Code 3, Inc.* OEM equipment Master Installer status
3. Budget Adjustment Authorization 13-030

HI STANDARD AUTOMOTIVE, LLC

EMERGENCY VEHICLE SPECIALISTS
SERVING LAW ENFORCEMENT SINCE 1977

1110 W. BARKLEY AVENUE – ORANGE, CA. 92868 – 714-532-1171 / FAX 714-532-1164

April 22, 2013

Lt. Mark Manley
Costa Mesa Police Department
99 Fair Drive
Costa Mesa, Ca 92628

Dear Lt. Manley:

Attached please find our Quotations concerning the out-fitting of your upcoming vehicle replacement project. I appreciate your giving us the opportunity to submit these quotations on this project.

Should you have any questions or concerns relating to these quotations, please feel free to contact me at anytime for clarification.

My only request of you is that once you receive quotations from the other Vendors you've solicited quotations from that we be allowed to receive a re-cap of all received quotations once you have chosen the bid that is in the best interest of the City. Ours is a competitive industry, and to stay competitive on public bids such as this, we like to know how we stack up against our competition.

Again, thank you for the opportunity of quoting you on this project.

Sincerely,

Mark Vasilj
Owner, Hi Standard

HI STANDARD AUTOMOTIVE, LLC

EMERGENCY VEHICLE SPECIALISTS
SERVING LAW ENFORCEMENT SINCE 1977

1110 W. BARKLEY AVENUE – ORANGE, CA. 92868 – 714-532-1171 / FAX 714-532-1164

ATTACHMENT – City of Costa Mesa Quotations Number 17226 & 17227

LIMITED WARRANTY POLICY

Completed Fully Up-fitted Vehicles are warranted for a period of 36 months from date of completion, to be free of defects in materials and workmanship. We will at our sole discretion, repair or replace any product or component supplied by us within this period, including cost of labor to replace or repair. Date of completion is the date of invoice for each completed vehicle. Failure or destruction of the product from abuse or unusual use and/or accident is not covered by this warranty. Sealed product that shows evidence of broken or tampered seals will cause this warranty to be void. Unauthorized repairs or modification by persons other than Hi Standard Automotive,LLC will cause this warranty to be void.

Products provided by us and are warranted by the manufacturer for a period exceeding 36 months, and are found to be defective will be replaced by us under the terms of the manufacturers published warranty, less the cost of labor charges and return freight charges which will be billed directly to the Customer. Out of warranty repairs or replacement will be billed at the prevailing shop labor rate in effect at the time such repairs/replacement are requested by the Customer.

Hi Standard Automotive,LLC assumes no responsibility or liability for expenses incurred for the failure of any product other than it's own manufacture, and shall not be liable for any special, indirect, incidental or consequential damages arising out of the failure of any product not directly manufactured by Hi Standard Automotive,LLC.

Except as set forth in this limited warranty, Hi Standard Automotive,LLC makes no other express or implied warranties whatsoever, including, without limitation, warranties of fitness for a particular purpose or merchantability, with respect to the product.

WARRANTY PROCEDURE

a) Issues arising on vehicles under warranty will be handled in an expeditious manner.

b) Upon notice of an issue with a completed vehicle, the vehicle is to be returned to our facility by the Customer for immediate correction of the noted defect, and returned to the Customer in a fully operational condition. Customer is responsible for the transport of the vehicle to and from our facility. Should an issue of component failure be the cause, and the component is not available for immediate installation, we will make every effort to secure from the manufacturer a replacement component within 48 hours.

c) If on-site warranty repairs are requested by the Customer, and such repairs can be reasonably performed at the Customers location, we will respond within 24 hours of notification by the Customer.

d) If on-site service is requested, the Customer must waive any Insurance/Co-Insurance requirements by Hi Standard Automotive, LLC, and Customer will assume all liability for use of it's premise's as a condition of our performing a service at their designated site and will indemnify Hi Standard Automotive, LLC against any loss, damages, or injuries as a condition of requesting on-site service.

OUT OF WARRANY SERVICE PROCEDURE

Once a vehicle has exceeded it's 36 month warranty, or Customer requests changes or modification outside the scope of the original Build Request, Customer agrees to pay the prevailing Labor and Product/Component cost for such repairs, changes or modifications.

Non-warranty service will be performed at the Customers request at the rates shown herein:

LABOR – Shop Labor Rate currently at $85.00 per hour. Minimum one half hour charged per any one operation. This would be for work performed at our facility.

ON-SITE LABOR – A Trip Charge of $40.00 is incurred to come to the Customers location to perform repairs. This is in addition to the $85.00 per hour Labor Charge. A minimum of 1 hour will be charged per trip to customers location. Conditions of performing On-Site repairs are subject to para. d) of the Warranty Procedures described above relating to liability, insurance, and endemnifacation against loss.

COMPONENT/PARTS – Replacement parts will be charged to the customer at a minimum of 30% below MSRP, with a maximum or 40% below MSRP depending upon product and manufacturer.

HI STANDARD AUTOMOTIVE, LLC
Emergency Vehicle Specialists Since 1977
1110 W. Barkley Avenue
Orange, Ca 92868-1213
714-532-1171 / FIN: 26-4024929

QUOTATION

Number: **17227**

Date: **April 22, 2013**

Bill To:

CITY OF COSTA MESA (PD)
ACCOUNTS PAYABLE
PO BOX 1200
COSTA MESA, CA 92628-1200

Ship To:

COSTA MESA POLICE DEPT.
ATTN: LT. MARK MANLEY
99 FAIR DRIVE
COSTA MESA, CA 92628

PO Number	Terms	Date Shipped	Ship Via	Reference
	Net 30			

Description	Qty	Price Ea.	Tax	Amount
SETINA PB400-VS ALUMINUM PUSH BUMPER	1.00	269.45	✔	269.45
CODE-3 HB6PAK-C LED, HIDE-A-BLAST, WHITE	2.00	115.70	✔	231.40
CODE-3 HB6PAK-R LED, HIDE-A-BLAST, RED	2.00	88.00	✔	176.00
CODE-3 HB6PAK-A LED, HIDE-A-BLAST, AMBER	2.00	88.00	✔	176.00
CODE-3 TRSRVMEX1 OSRV MIRROR MOUNT KIT	1.00	39.15	✔	39.15
CODE-3 TRX6R TORUS 6-UP LED, RED W/BLACK BEZEL	1.00	70.20	✔	70.20
CODE-3 TRX6B TORUS 6-UP LED, BLUE W/BLACK BEZEL	1.00	70.20	✔	70.20
CODE-3 2747MC/C25599 LED LIGHT BAR W/OPTIONS & SOLAR PANEL INSTALLED	1.00	2,420.00	✔	2,420.00
CODE-3 CITEX1-RB CITADEL REAR LIGHT SYSTEM, RED/BLUE	1.00	751.60	✔	751.60
CODE-3 Z-3 SIREN/LIGHT CONTROL SYSTEM	1.00	646.22	✔	646.22
CODE-3 C3100FX2 SIREN GRILLE SPEAKER, 100W	1.00	169.00	✔	169.00
TROY CC-FDUV-18 COMMAND CONSOLE W/FACEPLATES	1.00	345.00	✔	345.00
TROY AC-INTBHG DUAL INTERNAL BEVERAGE HOLDER	1.00	40.10	✔	40.10
TROY AC-ARMMNT-58-NS ADJUSTABLE ARMREST, REVERSABLE	1.00	102.00	✔	102.00

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QUOTATION

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Date: **April 22, 2013**

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99 FAIR DRIVE
COSTA MESA, CA 92628

PO Number	Terms	Date Shipped	Ship Via	Reference
	Net 30			

Description	Qty	Price Ea.	Tax	Amount
TROY TP-SB1US-SS STASH-N-STOW SAFETY PARTITION W/EXP. METAL SLIDING WINDOW, BIG-BOY MOUNT KIT	1.00	520.00	✔	520.00
TROY 2-KP-FDUV-SS 3 PIECE LOWER EXTENSION PANEL KIT	1.00	88.00	✔	88.00
TROY TP-FDUV-R REAR SAFETY PARTITION W/SQUARE GRID PATTERN & MOUNT KIT	1.00	351.00	✔	351.00
SETINA DUAL WEAPON MOUNT SYSTEM, T-RAIL W/DUAL UNIVERSAL KEY/ELECT. LOCKS, HANDCUFF KEY KEY LOCK	1.00	334.97	✔	334.97
HSA-HORIZSG-M40 OVERHEAD WEAPON MOUNT W/KEY/ELECT. LOCK RELEASE	1.00	245.00	✔	245.00
SETINA REAR WINDOW BARRIER, METAL BAR TYPE	1.00	172.00	✔	172.00
AEDEC SUVIC1311 / F1U1001 PRISONER TRANSPORT SEAT	1.00	690.00	✔	690.00
TROY AC-UV-CARGO-MNT HINGED MOUNT PLATFORM	1.00	263.00	✔	263.00
TROY AC-UV-TRAY-H ELECTRONICS TRAY	1.00	175.50	✔	175.50
CODE-3 TRX6A LED, TORUS 6-UP LED, AMBER	1.00	70.20	✔	70.20
CODE-3 TRX6B LED, TORUS 6-UP LED, BLUE	1.00	70.20	✔	70.20
CODE-3 TLB-PI INTERIOR TRUNK MOUNT, PAIR	1.00	25.50	✔	25.50
HSA-EGMATRIX ENDGATE SWITCH MATRIX KIT	1.00	15.00	✔	15.00

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99 FAIR DRIVE
COSTA MESA, CA 92628

PO Number	Terms	Date Shipped	Ship Via	Reference
	Net 30			

Description	Qty	Price Ea.	Tax	Amount
HSA-FDUV-PDS200 200 AMP POWER DISTRIBUTION SYSTEM W/COPELAND TOP-HAT TIMER & 200A RELAY CONTROL	1.00	425.00	✔	425.00
MISC. INSTALLATION MATERIAL REQUIRED - FULL BUILD	1.00	90.00	✔	90.00
LABOR - INSTALL EMERGENCY EQUIPMENT SPECIFIED, INSTALL CUSTOMER SUPPLIED MOBILE RADIO SYSTEM & MDC SYSTEM	1.00	1,870.00		1,870.00
LABOR - REMOVE MOBILE RADIO SYSTEM & MDC SYSTEM FROM EXISTING UNITS REMOVED FROM SERVICE	1.00	340.00		340.00
-				
SINGLE UNIT QUOTED - SPECIFICATIONS PROVIDED BY CITY DO NOT INCLUDE VEHICLE QUANTITIES				
2013/14 FORD POLICE INTERCEPTOR UTILITY				
-				
THIS QUOTATION TO REMAIN IN EFFECT TO 7/22/13				

Sub-Total	**$11,451.69**
State Tax 8.00% on 9,241.69	739.34
Total	**$12,191.03**

HI STANDARD AUTOMOTIVE, LLC

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CODE-3 HB6PAK-C LED HIDE-A-BLAST, WHITE	2.00	115.70	✔	231.40
CODE-3 HB6PAK-R LED HIDE-A-BLAST, RED	2.00	88.00	✔	176.00
CODE-3 HB6PAK-A LED HIDE-A-BLAST, AMBER	2.00	88.00	✔	176.00
CODE-3 TRX0MMNT OSRV MOUNT KIT	1.00	52.44	✔	52.44
CODE-3 TRX6R TORUS 6-UP LED, RED W/BLACK BEZEL	1.00	70.20	✔	70.20
CODE-3 TRX6B TORUS 6-UP LED, BLUE W/BLACK BEZEL	1.00	70.20	✔	70.20
CODE-3 2747MC/C25599 LED LIGHT BAR W/OPTIONS & SOLAR PANEL INSTALLED	1.00	2,420.00	✔	2,420.00
CODE-3 Z-3 SIREN/LIGHT CONTROL SYSTEM	1.00	656.22	✔	656.22
CODE-3 C3100PI SIREN GRILLE SPEAKER, 100W	1.00	169.00	✔	169.00
TROY CC-FDPI-18 COMMAND CONSOLE W/FACEPLATES	1.00	333.45	✔	333.45
TROY AC-INTBHG DUAL INTERNAL BEVERAGE HOLDER	1.00	40.10	✔	40.10
TROY AC-ARMMNT58-NS ADJUSTABLE ARMREST, REVERSABLE	1.00	102.00	✔	102.00
TROY TP-SB1US-SS STASH-N-STOW PARTITION, EXP. METAL SLIDING WINDOW, BIG-BOY KIT MOUNT	1.00	520.00	✔	520.00

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	Net 30			

Description	Qty	Price Ea.	Tax	Amount
TROY 2-KP-FDPI-SS 3 PIECE LOWER EXTENSION PANEL KIT	1.00	88.00	✔	88.00
SETINA DUAL WEAPON MOUNT SYSTEM, T-RAIL, W/DUAL UNIVERSAL KEY/ELECT. LOCK, HANDCUFF KEY KEY LOCK	1.00	334.87	✔	334.87
SETINA REAR WINDOW BARRIER, METAL BAR TYPE	1.00	172.00	✔	172.00
AEDEC CARF121020 / CS2601 PRISONER TRANSPORT SEAT	1.00	429.00	✔	429.00
HAVIS C-TFD-INSE-1 FOLD-DOWN TRUNK TRAY	1.00	429.90	✔	429.90
PRO-GARD TRUNK ORGANIZER (NO SPECIFIC TRUNK ORGANIZER CURRENTLY AVAILABLE FOR PI SEDANS AT THIS TIME - NO BID THIS ITEM)	1.00	0.00		0.00
HSA-FDPI-PDS200 200 AMP POWER DISTRIBUTION SYSTEM W/ COPELAND TOP-HAT TIMER & 200A RELAY CONTROL	1.00	425.00	✔	425.00
MISC. INSTALLATION MATERIAL REQUIRED - FULL BUILD	1.00	90.00	✔	90.00
LABOR - INSTALL EMERGENCY EQUIPMENT SPECIFIED, INSTALL CUSTOMER SUPPLIED MOBILE RADIO SYSTEM & MDC SYSTEM	1.00	1,700.00		1,700.00
LABOR - REMOVE MOBILE RADIO SYSTEM & MDC SYSTEM FROM EXISTING UNITS REMOVED FROM SERVICE	1.00	340.00		340.00

HI STANDARD AUTOMOTIVE, LLC
Emergency Vehicle Specialists Since 1977
1110 W. Barkley Avenue
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714-532-1171 / FIN: 26-4024929

QUOTATION

Number: **17226**

Date: **April 22, 2013**

Bill To:

CITY OF COSTA MESA (PD)
ACCOUNTS PAYABLE
PO BOX 1200
COSTA MESA, CA 92628-1200

Ship To:

COSTA MESA POLICE DEPT.
ATTN: LT. MARK MANLEY
99 FAIR DRIVE
COSTA MESA, CA 92628

PO Number	Terms	Date Shipped	Ship Via	Reference
	Net 30			

Description	Qty	Price Ea.	Tax	Amount
SINGLE UNIT QUOTED - SPECIFICATIONS PROVIDED BY CITY DO NOT INCLUDE VEHICLE QUANTITIES				
2013/14 FORD PURSUIT INTERCEPTOR SEDAN				
-				
THIS QUOTATION TO REMAIN IN EFFECT TO 7/22/13				

Sub-Total	**$9,270.66**
State Tax 8.00% on 7,230.66	578.45
Total	**$9,849.11**

HI STANDARD AUTOMOTIVE, LLC

EMERGENCY VEHICLE SPECIALISTS
SERVING LAW ENFORCEMENT SINCE 1977

1110 W. BARKLEY AVENUE – ORANGE, CA. 92868 – 714-532-1171 / FAX 714-532-1164

April 30, 2013

Lt. Mark Manley
Costa Mesa Police Department
99 Fair Drive
Costa Mesa, CA 92628

Dear Lt. Manley:

Regarding our Quotation(s) submitted to you on April 22, 2013 and your request as to our status with Code-3, Inc. we offer the following:

We are classified by Code-3 as a Master Distributor for the State of California sales area.
We are further classified as a Police Master Installer for the southern California area.
In addition we are classified as an Authorized Warranty Repair Station for our area.
All of the above may be verified by contacting the Western States Manufacturer Representitive for Code-3, Mr. Rick Crossman @ 714-256-4143.

Also we are an Authorized Ford Motor Company Drop Ship Point (Code 88WQ48), as well as Chrysler Group, LLC Drop Ship Point (Code -T9136).

We have served the Public Safety Sector since 1977, over 35 years, in the construction, modification and maintenance of Emergency Response Vehicles. Longer than any other entity in the southern California area. We hope to be of service to your department, either now or in the future.

Sincerely yours,

Mark Vasilj
Owner

BUDGET ADJUSTMENT AUTHORIZATION

Unit	Department	Division	Serial Number
CITY	Police Department	Field Operations	13-030

Type of Transaction

- ☐ Revenue Estimate
  - ☐ Estimate Increase
  - ☐ Estimate Decrease
- ☒ Source
  - ☐ From Existing Budget Appropriations
  - ☒ From Donations, Fees, or Grants
  - ☒ From Unappropriated Fund Balance

- ☒ Expenditure Appropriation
  - ☐ Intra-Departmental Transfer
  - ☐ Inter-Departmental Transfer
  - ☐ Project-To-Project Transfer
  - ☒ Appropriation Increase
  - ☐ Appropriation Decrease

Reason for Request:

To increase appropriations for the Narcotics Forfeiture Fund to enter into a purchase agreement with Hi Standard Automotive, LLC for emergency equipment installation, as recommended to City Council on June 18, 2013.

Unit	Account	Name	Fund	Organization	Program	Project/Grant	Increase	Decrease
CITY	590800	Other Equipment	217	15400	10127	-	$110,201	-
CITY	340295	Unreserved undesignated fund balance	217	90000	50420	-	-	110,201
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-

Department Authorization:

Department Director — Date: 6/7/13

Budget Verification:

The above information has been reviewed, is complete and accurate, and the appropriations and/or unappropriated funds are sufficient to support the request.

☒ Yes ☐ No

Budget and Research Officer — Date: 6/11/13

Recommendation: ☒ Approval ☐ Disapproval

Reasons For Disapproval:

Director of Finance — Date: 6/11/13

City Manager Action:

☐ Approved ☐ Disapproved ☒ Not Required

City Manager — Date

City Council Action:

☒ Approved ☐ Disapproved ☐ Not Required

Date