

1 **BILL NO. S-12-11-29**

2 **SPECIAL ORDINANCE NO. S-_____**

3 **AN ORDINANCE** approving the awarding of
4 **EXTENSION OF ITB #3365, ITB #3366, ITB**
5 **#3368 AND ITB #3369** by the City of Fort Wayne,
6 **Indiana, by and through its Department of**
7 **Purchasing and SELKING INTERNATIONAL for**
8 **the STREET DEPARTMENT AND WATER**
9 **POLLUTION CONTROL MAINTENANCE**
10 **DEPARTMENT.**

11 **NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL**
12 **OF THE CITY OF FORT WAYNE, INDIANA;**

13 **SECTION 1.** That **EXTENSION OF ITB #3365, ITB #3366, ITB #3368**
14 **AND ITB #3369** between the City of Fort Wayne, by and through its
15 **Department of Purchasing and SELKING INTERNATIONAL for the STREET**
16 **DEPARTMENT AND WATER POLLUTION CONTROL MAINTENANCE**
17 **DEPARTMENT, respectfully for:**

18 ITB #3365 - Two (2) tandem cab/truck chassis \$114,206/ea – total = \$228,520.00

19 For the Street Department;

20 ITB #3366 – Two (2) tandem cab/truck chassis \$115,638/ea – total = \$231,276.00

21 For the Water Pollution Control Maintenance Department;

22 ITB #3368 – Five (5) single axel cab/truck chassis \$97,135.55/ea – total = \$485,677.75

23 Four (4) for the Street Department and one (1) for the Water Pollution Control
24 Maintenance Department;

25 ITB #3369 – Five (5) crew cab/truck chassis \$77,760/ea – total = \$388,800.00

26 Four (4) for the Street Department and one (1) for the Water Pollution Control
27 Maintenance Department.

28 involving a total cost of ONE MILLION, THREE HUNDRED FORTY-FOUR
29 THOUSAND, EIGHT HUNDRED SEVENTY-SIX AND 00/100 DOLLARS -
30 (\$1,344,876.70) all as more particularly set forth in said EXTENSION OF ITB
#3365, ITB #3366, ITB #3368 AND ITB #3369 which is on file in the Office of
the Department of Purchasing, and is by reference incorporated herein, made

a part hereof, and is hereby in all things ratified, confirmed and approved.

SECTION 2. That this Ordinance shall be in full force and effect from and after its passage and any and all necessary approval by the Mayor.

Council Member

APPROVED AS TO FORM AND LEGALITY

Carol Helton, City Attorney



A NAVISTAR COMPANY

Selking International & Idealease

South Bend Elkhart Ft. Wayne Decatur Muncie Richmond

2807 Goshen Rd.

Fort Wayne, IN 46808

T 260-482-3000 F 260-484-4034 C 260-223-2796

November 16, 2012

Larry Campbell
Fleet Manager
City of Fort Wayne
1705 S. Lafayette St.
Fort Wayne, IN 46802

In regards to the current chassis's under consideration by the City of Fort Wayne, Navistar International Corporation has agreed to extend the pricing given on ITB numbers 3365, 3366, 3368, and 3369, bid in the 1st quarter of calendar year 2011. This price guarantee is valid for purchases made by the City of Fort Wayne through January of 2013.

For reference, your 2011 purchases were based on 4th quarter 2010 price pages; this price guarantee eliminates 3 years worth of model year increases (totaling a 9% - 12% savings, depending on the model) that under normal circumstances would apply. However, due to rising fuel and raw material prices there is a 1.25% fuel/raw material surcharge per unit that applies.

Thank you for the orders in 2012, we look forward to the opportunities in 2013.

Jordan A. Selking

Jordan Selking

Selking International
2807 Goshen Rd.
Fort Wayne, IN 46808

RFQ #3365			
TANDEM AXLE			
OPENED 4/14/11			
VENDOR	Selking Int'l	Ft Wayne Truck Ctr	Ft Wayne Truck Ctr
MAKE	International	Kenworth	Kenworth
MODEL	Workstar	T470	T800
YEAR	2012	2012	2012
UNIT PRICE	\$ 114,260.00	\$ 117,103.00	\$ 120,975.00
OPTIONS			
MANUFACTURER	Navistar	Kenworth	
DELIVERY	60-90 days	120-150 days aro	30-120 days

ITB #3366				
3 TANDEM AXLES				
OPENED 4/21/11				
VENDOR	VOMAC	SELKING INT'L	FW TRUCK CTR	FW TRUCK CTR
MAKE	VOLVO	INTERNATIONAL	KENWORTH	KENWORTH
MODEL	VHD64B200	WORKSTAR6X4	T470	T800
YEAR	2012	2012	2012	2012
UNIT PRICE	\$ 119,000.00	\$ 113,963.00	\$ 104,712.00	\$ 120,975.00
TOTAL	\$ 357,000.00	\$ 341,214.00	\$ 314,136.00	\$ 362,925.00
MANUFACTURER	VOLVO NA	NAVISTAR	KENWORTH	KENWORTH
DELIVERY	19 WEEKS ARO	60-90 DAYS	120-150 DAYS	30-120 DAYS

ITB #3368			
4 SINGLE AXLES			
OPENED 4/21/11			
VENDOR	FW TRUCK CTR	FW TRUCK CTR	SELKING INT'L
MAKE	KENWORTH	KENWORTH	INTERNATIONAL
MODEL	T800	T470	WORKSTAR4X2
YEAR	2012	2012	2012
UNIT PRICE	\$ 107,310.00	\$ 88,750.00	\$ 97,320.55
TOTAL	\$ 429,240.00	\$ 355,000.00	\$ 389,282.20
MANUFACTURER	KENWORTH	KENWORTH	NAVISTAR
DELIVERY	8/10/2011	9/1/2011	60-90 DAYS

RFQ# 3369		
Crew Cab WMS		
4/14/2011		
VENDOR	Selking Intl.	Ft. Wayne Truck
MAKE	International	Kenworth
MODEL	DuraStar LP	T270
YEAR	2012	2012
UNIT COST	\$ 77,760.00	\$ 84,401.00
CHASSIS MANUFACT		
TOTAL FOR ONE	\$ 77,760.00	\$ 84,401.00
DELIVERY	60-90 days	8/15/2011 or before
quote sent to Stoops Freightliner, VoMac & Wabash Ford also		

COUNCIL DIGEST SHEET

Enclosed with this introduction form is a tab sheet and related material from the vendor(s) who submitted bid(s). Purchasing Department is providing this information to Council as an overview of this award.

RFPs & BIDS

Bid/RFP #	ITB# 3365, ITB 3366, ITB 3368, ITB 3369
Awarded To	Selking International
Amount	\$1,344,876.70
Conflict of interest on file?	X ☐ Yes ☐ No
Number of Registrants	Sent to 5 through the state 4 local
Number of Bidders	three
Required Attachments	RFPs – attach Award Matrix; Bids – attach Tab Sheet

EXTENSIONS

Date Last Bid Out	April 2011
# Extensions Granted To Date	Second time

SPECIAL PROCUREMENT

Contract #/ID (State, Federal, Piggyback--Authority)	
Sole Source/ Compatibility Justification	

BID CRITERIA (Take Buy Indiana requirements into consideration.)

Most Responsible, Responsive Lowest	X Yes ☐ No If no, explain below
If not lowest, explain	

COUNCIL DIGEST SHEET

COST COMPARISON

<i>Increase/decrease amount from prior years For annual purchase (if available).</i>	Same as year 2011 International has had three price increases since the bids were opened a 9% savings units will be 2013 models
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DESCRIPTION OF PROJECT / NEED

<i>Identify need for project & describe project; attach supporting documents as necessary.</i>	Replacement older trucks over life cycle major repair cost. Older units will go to auction when new units are put into service.

REQUEST FOR PRIOR APPROVAL

<i>Provide justification if prior approval is being requested.</i>	NA

FUNDING SOURCE

<i>Account Information.</i>	Departments 2013 CIP

Memo

To: Council/Purchasing
From: Larry Campbell, Fleet Manager/Director
Date: November 15, 2012
Re: 2013 Chassis for WPCP, STD, WMS. ITB #s 3365, 3366, 3368, 3369,

Selking International and the International Corporation have agreed to roll over ITB #s 3365, 3366, 3368, and 3369 staying at the same price as 2010 year adding a delivery charge due to fuel price increases. The truck chassis pricing is from 2010 and International has had four price increases giving the city a 10.5% savings per truck chassis. All units will be 2013 or newer models.

In regards to the purchase of two tandem chassis for the Street Department; ITB #3365 - cab/truck chassis' at a cost of \$114,260 each. Replacement total is \$228,520.

In regards to the purchase of two tandem chassis for Water Pollution Control Maintenance ITB #3366 - cab/truck chassis' at a cost of \$115,638 each. Replacement total is \$231,276

In regards to the purchase of five single axel chassis for the Street Department (4) and Water Pollution Control Maintenance (1); ITB #3368 - cab/truck chassis' at a cost of \$97,135.55 each. Replacement total is \$485,677.75.

In regards to the purchase of five crew cab chassis for the Street Department (4) and Water Pollution Control Maintenance(1); ITB #3369 -cab/truck chassis' at a cost of \$77,760 each. Replacement total is \$388,800.

Due to rising fuel and raw material prices there is a 1.25% fuel/raw material surcharge per unit that applies. A cost of \$16,603. For surcharge by International rolling over the pricing form 2011 City saves \$136,500.00

The purchases were proposed and approved in the Departments 2013 CIP budgets. All the units are up for replacement as they are out of life cycle resulting in high maintenance cost. Replacement units will be sold at auction after new units are put into operation. Selking International was the lowest and most responsive bidder.

The bid was sent to five different vendors throughout Indiana four different local vendors. Four bids were received.

The delivery time is 90 days. Your consideration and approval for these purchase requests are greatly appreciated. All bidders were registered as a buy Indiana and a local company in Indiana. International Navistar is manufactured in USA.

Please award to Selking International for a total cost \$1,344,876.70 for all listed ITB numbers.

Thank you Larry Campbell

G/ drive shared award letters 2013 dump chassis.