



## Board Report

File #: 2020-0115, File Type: Contract

Agenda Number: 18.

---

### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE MARCH 19, 2020

**SUBJECT: PURCHASE OF THIRTY 1-TON UTILITY TRUCKS**

**ACTION: APPROVE CONTRACT**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to award a firm fixed price contract under IFB OP67225 to Theodore Robins Ford the lowest responsive and responsible bidder for thirty (30) 1-ton utility trucks for a firm fixed price of \$1,417,782.25 inclusive of sales tax, subject to the resolution of any submitted protest(s).

#### **ISSUE**

This procurement is for the replacement of 20 Metro owned and operated one-ton utility trucks currently operating in support of Bus and Rail Operations that have exceeded the Metro vehicle replacement policy of 12 years and/or 150,000 miles. Included in this procurement are an additional ten 10 one-ton utility trucks that will support maintenance activities on the Crenshaw light rail line extension including track, traction power and signals maintenance; station custodial services; and Crenshaw Rail Facility (Division 16) facilities maintenance.

#### **BACKGROUND**

Metro currently operates a utility truck fleet of over 240 vehicles. This fleet is used to support maintenance activities of various Metro departments throughout the County including bus and rail operating divisions/facilities, custodial services, rail maintenance of way, environmental services, rail fleet services and bus stops and zones.

#### **DISCUSSION**

The 20 new utility trucks will replace trucks that have been in operation since 2000. In the last few years, these trucks have experienced reduced reliability and have now surpassed their useful life and require replacement. Ten of these utility trucks will be used for Division 16 - Crenshaw. The utility trucks are needed to support the Crenshaw light rail line operating between the Green Line at Aviation/Century and Expo Line at Exposition/Crenshaw, a distance of 8.5 miles of tandem track. The specific use of these trucks will be for track inspection, signal inspection, traction power, rail fleet

---

services, and rail facilities maintenance. The purchase of these (30) 1-ton utility trucks will provide Metro the necessary equipment for consistent, timely and effective support of Metro bus and rail infrastructure for the next 12-15 years.

In addition, Metro is implementing a Non-Revenue Fleet Electric Utility Truck Pilot Project consisting of the purchase, deployment and field testing of 6 electric utility trucks. Three of the six electric utility trucks will be deployed to Metro's Maintenance of Way (Location 64) where EV chargers are currently installed and ready for use. The remaining three electric utility trucks will be deployed to Division 15's Facility Maintenance Department. The purchase and deployment of these trucks will aid in further reducing Metro's carbon footprint and advance Metro's use EV's at Rail and Bus Operating Divisions. The introduction of 6 electric utility trucks into the Non-Revenue fleet demonstrates Metro's commitment to reducing Greenhouse Gas (GHG) emissions and advancement of a comprehensive clean fuels program. Upon successful completion of the EV pilot program, Metro will accelerate the use of electric trucks in other bus and rail support locations.

### **DETERMINATION OF SAFETY IMPACT**

The purchase of new utility trucks will provide Metro with current state-of-the-art utility trucks that maximize operator safety and due to newer and more stringent emission standards, will reduce LA Metro's carbon footprint throughout Los Angeles County.

### **FINANCIAL IMPACT**

Funding of \$1,417,782.25 for 30 utility trucks is included in the Life of Project (LOP) budget of Project 208604, FY20 Non-Revenue Vehicles, and Project 860512, Crenshaw Pre-Revenue Service. The delivery of the vehicles are scheduled up to 12 months after the date of award.

#### **Impact to Budget**

The current source of funds for this action are Transportation Development Act Article 4 and Measure R bus and rail operating funds. Using these funding sources maximizes the project funding allocations allowed by approved provisions and guidelines.

### **IMPLEMENTATION OF STRATEGIC PLAN GOALS**

The recommendation supports Metro Strategic Plan Goal 5) Provide responsive, accountable, and trustworthy governance within the Metro organization. New utility trucks will minimize vehicle maintenance needs, improve safety, and reduce Metro's carbon footprint.

### **ALTERNATIVES CONSIDERED**

Staff does not recommend leasing utility truck equipment as this is not feasible for the duty cycle the utility trucks endure. The alternative of retaining the existing utility trucks is also not recommended. Diminished reliability, high maintenance costs and frequent repairs over the past several years has rendered the use of these existing utility trucks a poor alternative for continued operation. Not purchasing the recommended utility trucks will significantly reduce Metro's ability to effectively

provide world-class transportation for all.

**NEXT STEPS**

Upon Board approval, the vendor will begin the manufacturing process and provide Metro with a production schedule to identify milestones consistent with the scheduled delivery of the equipment up to 12 months after the award of the contract.

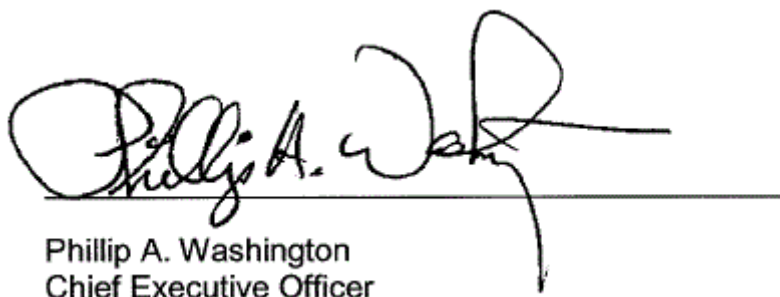
**ATTACHMENTS**

Attachment A - Procurement Summary

Attachment B - DEOD Summary

Prepared by: Adam Robertson, Senior Director Non-Revenue Fleet Maintenance, (562) 658-0231

Reviewed by: James T. Gallagher, Chief Operations Officer, (213) 418-3108  
Debra Avila, Chief Vendor Contract Management Officer, (213) 418-3051



Phillip A. Washington  
Chief Executive Officer

## PROCUREMENT SUMMARY

## ONE TON UTILITY TRUCKS / CONTRACT NO. OP67225000

1.	<b>Contract Number: OP67225000</b>	
2.	<b>Recommended Vendor:</b> Theodore Robins Ford	
3.	<b>Type of Procurement (check one):</b> <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order RFIQ	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> 12/13/19	
	<b>B. Advertised/Publicized:</b> 12/13/19	
	<b>C. Pre-Proposal Conference:</b> 12/19/19	
	<b>D. Bids Due:</b> 1/16/2020	
	<b>E. Pre-Qualification Completed:</b> 2/19/20	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> 2/5/2020	
	<b>G. Protest Period End Date:</b> 4/16/2020	
5.	<b>Solicitations Picked up/Downloaded:</b> 15	<b>Bids/Proposals Received:</b> 4
6.	<b>Contract Administrator:</b> Aryani L. Guzman	<b>Telephone Number:</b> 213-922-1387
7.	<b>Project Manager:</b> Adam Robertson	<b>Telephone Number:</b> 562-658-0231

**A. Procurement Background**

This Board Action is to approve Contract No. OP67225000 issued to procure thirty (30) One Ton Utility Trucks to support Metro's Bus and Rail Operations. Board approval of contract award is subject to resolution of any properly submitted protest.

An Invitation for Bid (IFB) No. OP67225 was issued in accordance with Metro's Acquisition Policy and the contract type is a Firm Fixed Price.

A total of four (4) Bids were received on January 16, 2020.

## **B. Evaluation of Bids**

This procurement was conducted in accordance and complies with LACMTA's Acquisition Policy for a competitive sealed bid. The four bids received are listed below in alphabetical order:

1. Elite Auto Network
2. Fritts Ford
3. Penske Chevrolet
4. Theodore Robins Ford

All bidders were determined to be fully responsive and responsible to the bid requirements.

The firm recommended for award, Theodore Robins Ford, the lowest responsive and responsible bidder was found to meet all technical requirements and is in full compliance with the IFB's requirements.

## **C. Price Analysis**

The recommended bid price from Theodore Robins Ford has been determined to be fair and reasonable based adequate price competition and comparison to Metro's Independent Cost Estimate (ICE).

<b>Bidder Name</b>	<b>Bid Amount</b>	<b>Metro ICE</b>
Theodore Robins Ford	\$1,417,782.25	<b>\$1,505,000.00</b>
Fritts Ford	\$1,475,719.52	
Penske Chevrolet	\$1,786,148.91	
Elite Auto Network	\$2,076,522.27	

## **D. Background on Recommended Contractor**

Theodore Robins Ford has over 60 years of experience in providing Medium to heavy-duty trucks. Theodore Robins Ford has its operating and headquarters facility in Orange County in the city of Costa Mesa, California. Theodore Robins Ford has been operating since 1923. Metro has previously awarded contracts to Theodore Robins Ford and their performance has been satisfactory.

DEOD SUMMARY

ONE TON UTILITY TRUCKS / CONTRACT NO. OP67225000

**A. Small Business Participation**

The Diversity and Economic Opportunity Department (DEOD) did not recommend a Small/Disabled Veteran Business Enterprise (SBE/DVBE) participation goal for this procurement. A search of the Small/Disabled Veteran Business Enterprise (SBE/DVBE) directories revealed there are no certified SBE/DVBE firms that supply these vehicles.

**B. Living Wage / Service Contract Worker Retention Policy Applicability**

The Living Wage / Service Contract Worker Retention Policy (LW/SCWRP) is not applicable to this contract.

**C. Prevailing Wage Applicability**

Prevailing wage is not applicable to this contract.

**D. Project Labor Agreement/Construction Careers Policy**

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. Project Labor Agreement/Construction Careers Policy is applicable only to construction contracts that have a construction contract value in excess of \$2.5 million.