



## Board Report

File #: 2024-0957, File Type: Contract

Agenda Number: 22.

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### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE NOVEMBER 21, 2024

**SUBJECT: PICKUP TRUCKS WITH LADDER RACKS AND LIFTGATES**

**ACTION: APPROVE CONTRACT AWARD**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to award a firm fixed price Contract No. DR123696000 for 15 pickup trucks with ladder racks and liftgates to Tom's Truck Center North County, LLC, the lowest responsive and responsible bidder, for a total contract amount of \$1,038,311.32, inclusive of sales tax, subject to the resolution of any properly submitted protest(s), if any.

#### **ISSUE**

This procurement is for the expansion of Metro-owned and operated pickup trucks with ladder racks and liftgates to support various Maintenance of Way (MOW) departments. The vehicles are needed to ensure that employees who maintain the growing Metro railway network have reliable equipment to perform daily maintenance and can respond to emergencies throughout Los Angeles County. With the increase of personnel to support rail expansion, vehicles need to be available to meet system integration milestones and timelines and support future maintenance needs. The pickup trucks will also be used to provide maintenance on Metro's rail tracks, which ensures that Metro meets all California Public Utility Commissions rules and regulations for track maintenance. The pickup trucks with ladder racks and liftgates are specialty vehicles that are not available utilizing the California State Contract procurement.

#### **BACKGROUND**

MOW requires 15 Pickup Trucks with ladder racks and liftgates to support rail maintenance, transportation, communication, and construction programs as rail services have expanded throughout Los Angeles County and continue to grow. The opening of the K-Line in 2022 is one of the latest examples of Metro's continued growth and interconnectivity between existing rail lines to accommodate rail line integration.. The MOW departments utilizing the trucks include Traction Power, Tracks, Signals, and Rail Communications. These departments will play a vital role in maintaining this new system and ensuring it remains in a state of good repair.

#### **DISCUSSION**

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The award of this firm fixed price contract with Tom's Truck Center will allow the purchase of fifteen pickup trucks with ladder racks and liftgates for expansion. MOW relies on these pickup trucks to support rail maintenance and construction project management. These trucks will transport MOW staff, equipment, tools, and parts required to support the maintenance of rail tracks on the Metro Rail Lines and Stations. The work the MOW staff perform includes preventive maintenance and unscheduled repair of the tracks. These trucks will be used on all three shifts daily.

### *Environmental Impact*

Metro is committed to promoting and using low-emission vehicles across the system, including in our non-revenue fleet. The new pickup trucks have efficient emissions systems that exceed the performance of prior-year models. Also, the new pickup trucks have newer, cleaner engines that do not exhibit the emissions of older engines due to normal wear and tear. The pickup trucks with ladder racks and liftgates are specialty vehicles that are not available with alternative powertrain options, such as CNG, hybrid or electric drive powertrains. Staff consulted dealerships to determine the availability of alternative fuels for these specialty vehicles and were informed that Ford may offer an alternative fuel option beginning in 2026 or after. No alternative fuel vehicle of this type is currently available. Metro is in the process of procuring 147 zero emission electric drive passenger vehicles through another procurement, since these vehicles are more readily available with zero emission powertrains.

### *Cost of Ownership*

Due to lower maintenance costs, the pickup trucks will be cheaper to operate and maintain than others in our fleet. Metro will see a reduction in repair costs in the first 3 - 5 years of ownership since the vehicle procurement will include a bumper-to-bumper warranty for three years and up to five years for powertrain components.

## **DETERMINATION OF SAFETY IMPACT**

Safe operation of the non-revenue vehicle fleet is paramount to the safety of the Metro employees that operate them. Excessive age and mileage of non-revenue vehicles will result in excessive wear of the vehicle's major systems, such as drive train, steering, suspension, and engine. The new pickup trucks are equipped with numerous technologically advanced safety features, including dynamic braking, emergency airbags, and antilock braking, making them safer to operate than older vehicles.

## **FINANCIAL IMPACT**

The recommended award is \$1,038,311.32. This budget is contained within the Life of Project of Capital Project 205668 - MOW Non-Revenue Vehicles and Equipment. The budget for this procurement is in Cost Center 3790, Maintenance Administration, Account 53106, Acquisition of Service Vehicles.

### Impact to Budget

The current source of funds for this action is the Transportation Development Act. This fund is eligible for use on capital and operating projects. The use of this fund maximizes the intended project

allocation given approved provisions and guidelines.

### **EQUITY PLATFORM**

This action will provide support equipment (pickup trucks) to ensure that the system remains in a state of good repair. Through increased maintenance and service reliability, MOW departments can continue to provide efficient and timely rail service as the system expands. These vehicles will be deployed throughout the rail service area, which will have a positive effect through increased maintenance and service reliability. Ensuring a state of good repair is crucial to system reliability and safety, directly impacting riders, particularly those from Equity Focus Communities, who primarily rely on transit to meet their daily needs.

The Diversity and Economic Opportunity Department (DEOD) did not establish a Small Business Enterprise (SBE) / Disabled Veteran Business Enterprise (DVBE) goal for this solicitation based on the lack of subcontracting opportunities.

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

The recommendation supports Strategic Goal 1: Provide high-quality mobility options that enable people to spend less time traveling. The pickup trucks will help maintain the reliability of rail service and ensure that Metro customers can arrive at their destinations without interruption and in accordance with the scheduled service intervals for Metro rail operations.

### **ALTERNATIVES CONSIDERED**

The alternative is to lease equipment with possible end-of-contract term costs for wear and tear, body damage, etc., resulting in costs exceeding vehicle ownership. Metro would also not be able to modify the vehicles and reassign them between the rail departments due to the complexity of each department's needs. This would also place Metro in a recurring contract to cycle vehicles from the vendor.

### **NEXT STEPS**

Following the execution of the contract, the vendor will place an order for the vehicles and commence delivery upon receipt from the manufacturer. Delivery of all fifteen vehicles is scheduled for mid-year 2025.

### **ATTACHMENTS**

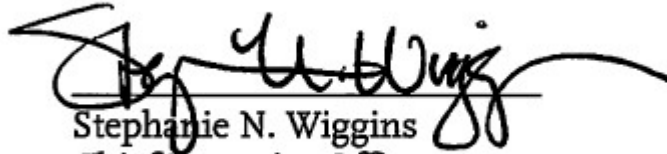
Attachment A - Procurement Summary  
Attachment B - DEOD Summary

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Stephanie N. Wiggins  
Chief Executive Officer

**PROCUREMENT SUMMARY**

**PICKUP TRUCKS WITH LADDER RACKS AND LIFTGATES /DR123696000**

1.	<b>Contract Number:</b> DR123696000	
2.	<b>Recommended Vendor:</b> Tom's Truck Center North County, LLC	
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	
4.	<b>Procurement Dates:</b>	
	A. Issued: 5/15/24	
	B. Advertised/Publicized: 5/15/24	
	C. Pre-Bid Conference: 5/22/24	
	D. Bids Due: 6/17/24	
	E. Pre-Qualification Completed: 7/10/24	
	F. Ethics Declaration Forms submitted to Ethics: 6/17/24	
	G. Protest Period End Date: 11/25/24	
5.	<b>Solicitations Picked up/Downloaded:</b> 7	<b>Bids/Proposals Received:</b> 4
6.	<b>Contract Administrator:</b> Anush Beglaryan	<b>Telephone Number:</b> (213) 418-3047
7.	<b>Project Manager:</b> Joe Guzman	<b>Telephone Number:</b> (562) 658-0232

**A. Procurement Background**

This Board Action is to approve Contract No. DR123696000 for the procurement of 15 pickup trucks with ladder racks and liftgates for the expansion of vehicles that support Metro’s Maintenance of Way Department. Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

Invitation For Bids (IFB) No. DR123696 was issued on May 15, 2024 in accordance with Metro’s Acquisition Policy and the contract type is firm fixed price.

One amendment was issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on June 3, 2024, revised the Scope of Services and Schedule of Quantities & Prices

A total of four bids were received on June 17, 2024.

**B. Evaluation of Bids**

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

1. Diversified Leasing
2. Elite Auto Network

3. Tom's Truck Center North County, LLC.
4. UAG Cerritos I, LLC.

The recommended firm, Tom's Truck Center North County, LLC., the lowest responsive and responsible bidder, was found to be in full compliance with the IFB's bid and technical requirements.

**C. Price Analysis**

The recommended bid price from Tom's Truck Center North County, LLC., has been determined to be fair and reasonable based upon adequate price competition, an Independent Cost Estimate (ICE), historical purchases, and the selection of the lowest responsive and responsible bidder. The recommended bid price of \$1,038,311.32 is 4.8% over the ICE of \$990,000.

	<b>Bidder Name</b>	<b>Bid Amount</b>	<b>Metro ICE</b>
1.	Tom's Truck Center North County, LLC.	\$1,038,311.32	\$990,000
2.	Diversified Leasing	\$1,078,021.71	
3.	UAG Cerritos I, LLC.	\$1,086,454.31	
4.	Elite Auto Network	\$1,341,291.08	

**D. Background on Recommended Contractor**

The recommended firm, Tom's Truck Center North County, LLC, has locations in Santa Ana and Santa Fe Springs, CA, and has been in business for over 70 years, resulting in experienced sales, service, and parts teams. Tom's Truck Center North County, LLC, is a full-service truck dealership offering a wide range of used trucks, commercial vehicles, commercial Electric Vehicles from GreenPower, REE, and the Class 8 Nikola product. Tom's Truck Center North County, LLC, also customizes any truck to meet customers' specific business needs and is an award-winning dealer and the only Isuzu dealer to have won the prestigious Ichiban ("Number 1" in Japanese) award every year since 1996.

DEOD SUMMARY

**PURCHASE PICKUP TRUCKS WITH LIFTGATE AND LADDER RACK /  
DR123696000**

**A. Small Business Participation**

The Diversity and Economic Opportunity Department (DEOD) did not recommend a Small Business Enterprise (SBE)/Disabled Veteran Business Enterprise (DVBE) participation goal for this procurement due to the lack of subcontracting opportunities. It is expected that Tom's Truck Center North County, LLC will perform the services of the contract with its own workforce.

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

The Living Wage and Service Contract Worker Retention Policy is not applicable to this contract.

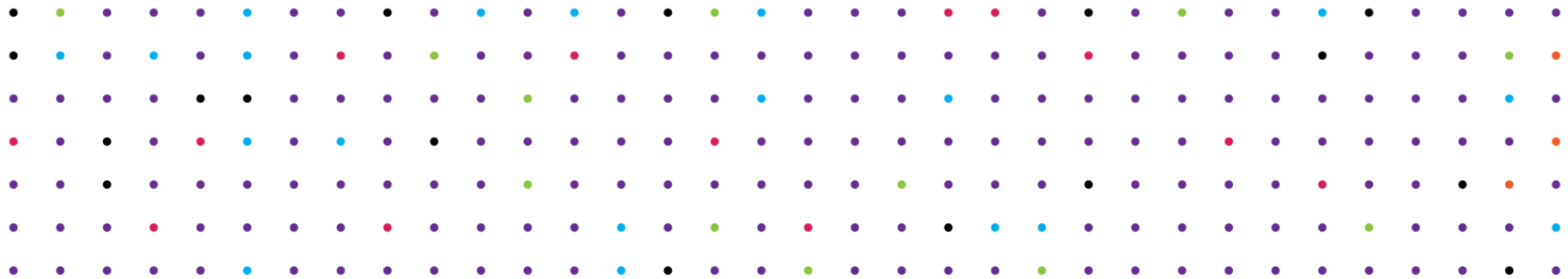
**C. Prevailing Wage Applicability**

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. PLA/CCP is applicable only to construction contracts that have a construction related value in excess of \$2.5 million.

# PURCHASE PICKUP TRUCKS WITH LIFTGATE AND LADDER RACK



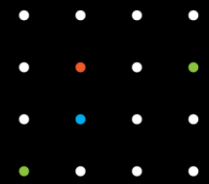


# RECOMMENDATION



AUTHORIZE the Chief Executive Officer to award a firm fixed price contract under IFB No. DR123696 with Tom's Truck Center North County, LLC, the lowest responsive and responsible bidder for 15 pickup trucks with ladder rack and liftgate for a total of \$1,038,311.32 inclusive of sales tax, subject to the resolution of any properly submitted protest(s), if any.

# ISSUE & DISCUSSION



**AWARDEE** - Tom's Truck Center North County, LLC.

**NUMBER OF BIDS** – 4

- Tom's Truck Center North County, LLC - \$1,038,311.32
- Diversified Leasing - \$1,078,021.71
- UAG Cerritos I, LLC - \$1,086,454.31
- Elite Auto Network - \$1,341,291.08

**DEOD COMMITMENT** – 0%

**ISSUE** - Expansion of Metro pickup truck fleet is required by Rail Maintenance of Way (MOW) to support the rail maintenance, transportation, communication, and construction programs. The trucks are needed to safely perform daily maintenance of the growing Metro Railway network and to respond to emergencies. The pickup trucks with ladder racks and liftgates are specialty vehicles that are not available utilizing the California State Contract procurement. No alternative power train, (CNG, hybrid or electric), options are available.

**DISCUSSION** - The award of this firm fixed price contract with Tom's Truck Center will allow the purchase of 15 pickup trucks with ladder rack and liftgate for expansion. The trucks are equipped with efficient emissions systems and numerous technologically advanced safety features, and cost less to operate and maintain compared with the current truck fleet.

