

CITY of NOVI CITY COUNCIL

Agenda Item 6  
August 23, 2010

**SUBJECT:** Approval to purchase eight (8) 2011 Ford Crown Victoria Police Interceptors (CVPI) from Gorno Ford of Woodhaven, MI and one (1) 2010 Dodge Charger Police Package vehicle from Slingerland Chrysler-Dodge of Owosso, MI for the Novi Police Department Uniform Division in the amount of \$188,904, based on the lowest quotes received from dealers with current State and County contracts.

**SUBMITTING DEPARTMENT:** Public Safety *DOM*

**CITY MANAGER APPROVAL:** *[Signature]*

EXPENDITURE REQUIRED	\$188,904
AMOUNT BUDGETED	\$199,716
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	266-266.00-983.000 (Federal Forfeiture)

**BACKGROUND INFORMATION:**

As part of the FY 2010-11 budget process, forfeiture funds were allocated for the purchase of eight (8) replacement vehicles and one (1) new full-sized marked vehicle for the Police Department Uniform Patrol Division. The replacements will be for older vehicles in the fleet. The new vehicle will be utilized as a command vehicle and will provide the department the opportunity to evaluate as a patrol vehicle for future fleet conversion.

The 2011 Ford Crown Victoria Police Interceptor (CVPI) will be the vehicle model purchased for the eight (8) replacement vehicles. The purchase would be made through Gorno Ford of Woodhaven, MI. A comparison of quotes received from dealers participating in the State of Michigan, Macomb County, and the Oakland County contracts was done with Gorno Ford's quote being the lowest. Upon removal of a vehicle from service and depending on the condition of the vehicle at the time, vehicles will either be absorbed by other departments within the City or placed on Bidnet. Substantial savings can be realized if the vehicles are ordered by 9/1/10.

The new vehicle being added to the fleet as a command vehicle is a 2010 Dodge Charger Police Package through Slingerland Chrysler-Dodge, a Macomb County cooperative bid dealership. A 2010 model year vehicle is available for immediate delivery as of (8/13) with all the required equipment. Slingerland Chrysler-Dodge was the only dealership in the cooperative bid purchase program that has access to a vehicle for immediate delivery. 2011 pricing for the Charges will not be available until after October, 2010 and if is anticipated the cost will be about \$3,200 higher.

This will be the last year of production for the Ford CVPI. We are recommending the purchase of the CPVI for one final year. This will allow us to use any surplus inventory stock and continue to research other models as they are introduced with respect to fiscal impact, warranty, fuel economy, and performance criteria. The Department will continue to review the Michigan

State Police Vehicle Evaluation Report annually and evaluate our operational needs on a continuous basis with regards to our vehicle use and fiscal responsibility.

**RECOMMENDED ACTION:** Approval to purchase eight (8) 2011 Ford Crown Victoria Police Interceptors (CVPI) from Gorno Ford of Woodhaven, MI and one (1) 2010 Dodge Charger Police Package vehicle from Slingerland Chrysler-Dodge of Owosso, MI for the Novi Police Department Uniform Division in the amount of \$188,904, based on the lowest quotes received from dealers with current State and County contracts.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Crawford				
Council Member Fischer				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				

**Novi Police Department  
Patrol Vehicle - Quote Comparison**

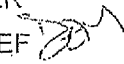
	Macomb County Signature Ford	Oakland County Jorgensen	State of Michigan Gorno Ford
<b>2011 Crown Victoria Police Interceptor:</b>			
Cost Per Vehicle	\$ 21,576.00	\$ 21,339.00	\$ 21,216.00
Deduct per vehicle if ordered by 8-29-10	\$ (500.00)	\$ -	\$ (165.00)
Revised Cost Per Vehicle	\$ 21,076.00	\$ 21,339.00	\$ 21,051.00
# of Vehicles	8	8	8
Total Cost	\$ 168,608.00	\$ 170,712.00	\$ 168,408.00
Price in Effect	09/01/2010	03/10/2011	08/29/2010

		Macomb County Slingerland Chrysler
<b>2010 Dodge Charger Police Package:</b>		
2010 Dodge Charger (available for immediate delivery)	Macomb Bid	\$ 20,629.00
	Discount	\$ (133.00)
	Cost	\$ 20,496.00
<p>This is the only dealer with a 2010 vehicle available with our specifications on the lot. Availability cannot be confirmed until PO received.</p>		

## MEMORANDUM



cityofnovi.org

TO: CLAY PEARSON, CITY MANAGER  
FROM: DAVID E. MOLLOY, POLICE CHIEF   
SUBJECT: REQUEST FOR NEW MARKED PATROL VEHICLE  
DATE: FEBRUARY 12, 2010

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As a result of the ICMA recommendations, the department recently completed a reorganization of the Command Staff. The changes were implemented, in part, to increase the level of supervision of the officers in the field. The expectation is that Uniform Patrol command staff will have an increased presence on the road. Each patrol command shift consists of two (2) sergeants and the overlap of one (1) lieutenant. There is currently one marked patrol vehicle (Expedition) designated as a command vehicle. Sharing one vehicle per three supervisors is not efficient, nor is it possible on some days. Our current patrol fleet is maxed and there are times when a vehicle is not available, either due to repairs or staffing levels. The new marked patrol vehicle being requested will be designated as a command vehicle and it will not require all the same equipment as a regular patrol vehicle. In addition, the requested command vehicle will have additional supervisory equipment necessary to respond to specific incidents. As a result of this vehicle being designated as a command vehicle the useful life of the vehicle is expected to be 48 months.

The vehicle we would like to purchase is a Dodge Charger Patrol Vehicle. Crown Victorias will only be produced through 2011 and this will provide a good opportunity to evaluate the Dodge Charger as a possible patrol vehicle for future fleet conversion.

This new vehicle will provide our patrol supervisors the necessary equipment to ensure their presence on the road, provide the necessary supervision at incidents, and address the strategy to meet the facility and resource needs of public safety services.

EDDIE WILLIAMS  
GOVERNMENT SALES  
GORNO FORD  
WOODHAVEN, MI  
CELL 313-319-3431  
FAX 734-671-4375

8/0910

PAT CAUCHI  
CITY OF NOVI  
PH 248-347-0502  
FAX 248-347-0590

2011 FORD CROWN VIC POLICE UNIT, INCLUDES

BUCKETS FRONT, CLOTH REAR SEAT  
8 WAY POWER DRIVER'S SEAT  
3.55 L/S AXLE RATIO  
FRONT DOOR MOULDINGS, INSATALLED  
TRUCNK RELEASE ON DRIVER'S DOOR, ING. CONTGROLLER  
HEATED EXT MIRRORS  
COURTESY LAMPS IN-OP  
DELETE MAP LIGHT  
FLEET KEY #1284  
REAR INT DOOR HANDLES IN-OP  
INSIDE REAR WINDOWSIN-OP, EXCEPT FOR DRIVER  
BONDING STRAPE PKG  
DUAL SPOT LIGHTS  
952 PAINT, BLACK & WHITE

IF ORDERED BY AUG 29, 2010, \$21,051.00, EACH

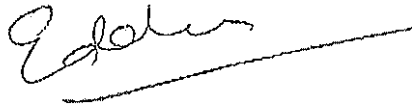
*net 10*

IF ORDERED BY SEPT 15, 2010, \$21,216.00, EACH

*net 10*

SINCERELY

EDDIE WILLIAMS  
GOVERNMENT SALES



# Signature

Ford, Lincoln, Mercury, Jeep, Eagle

August 13, 2010

City of Novi Police Department  
Attn: Ted Clay or Patricia Cauchi  
45175 W. Ten Mile Road  
Novi, MI 48375

Dear Ted Clay or Patricia Cauchi:

Price on 2011 Vehicle on Macomb County Contract Bid:

2011 Ford Crown Victoria Police Interceptor in Black/White \$21,576.00 ea

Early Bird Order Discount!!!! Deduct \$500.00 ea if ordered before 9-1-2010 <sup>4</sup> 21,076

Standard Service Contract: 36,000 miles or 36 months factory Bumper to Bumper Warranty and 60,000miles 60 months Powertrain Warranty . Service to be handled by your local Ford or Jeep Dealer.

**Order Cutoff Date: March 1<sup>st</sup>, 2011.**

Ford Motor Company or DaimlerChrysler does not guarantee delivery---Ford Motor Company or DaimlerChrysler will make reasonable efforts to schedule orders received prior to fleet order cut-off date.

Payment requirements: All departments to pay on delivery of vehicle. 10-day grace period will be given if previous arrangements have been made. A \$9.50 per day floor plan will be charged if payment is not at the dealership within 10 days of delivery of the vehicle (s).

If you have any questions please call me, 888-92-FLEET (923-5338)

Respectfully Submitted,

William J. Campbell Jr.  
Government & Fleet Sales

# JORGENSEN FORD SALES

# Q U O T A T I O N

8333 Michigan Ave.  
 Detroit, MI 48210  
 PHONE: (313) 584-2464  
 FAX: (313) 584-2689  
 tyler@fleetjim.com  
<http://www.fleetjim.com>

DATE	8/6/10
EXPIRES	30 DAYS
DELIVERY	60-90 DAYS ARO

Customer: CITY OF NOVI POLICE DEPT

Contact: PAT CAUCHI Phone: 248-347-0502 Fax: 248-347-0590

2011 FORD CROWN VICTORIA POLICE INTERCEPTOR  
 CLOTH FRONT BUCKETS/CLOTH REAR (88H)  
 POWER DRIVER SEAT (21A)  
 3.55 AXLE RATION WITH LIMITED SLIP (730A)  
 FRONT BODYSIDE MOLDING, INSTALLED (96A)  
 POWER HEATED MIRRORS (61K)  
 DECKLID RELEASE, IGNITION POWERED (61H)  
 COURTESY LAMPS DISABLED (478)  
 DOME LAMP DELETE (54M)  
 KEYED ALIKE 1284X (432)  
 REAR DOOR LOCKS INOP (67R)  
 POWER WINDOWS, DRIVER/PASSENGER (948)  
 RADIO SUPPRESSION (53M)  
 DUAL SPOT LAMPS (51Y)  
 TWO-TONE PAINT (952)  
 TOTAL COST (INCL TITLE AND DELIVERY) ..... \$21,339.00

LAST DAY TO ORDER 2011 CROWN VICTORIA POLICE INTERCEPTOR IS 3/10/11

Authorized Signature: \_\_\_\_\_

Tyler LaMarr, Municipal Sales Manager

# Slingerland

— CHRYSLER-DODGE —

P.O. BOX 1596 • 3640 EAST M-21 • OWOSSO, MI 48867

THREE LOCATIONS

NEW CARS/SERVICE (989) 743-6331 • LATE MODEL/CERTIFIED USED (989) 743-3334 •  
VALUE LOT (989) 725-8410

August 11, 2010

City of Novi  
45175 W. Ten Mile Rd.  
Novi, MI 48375-3024

Attn: Pat Cauchi or Ted Clay

This letter includes (2) quotations for -

2010 Dodge Charger SE Police Package  
3.5L V6 Engine  
Package 27A (see description sheets)

\* 1) VIN 2B3AA4CV7AH248454 (8-WAY Power Driver's Seat)  
Amount \$20496.00 - includes title fee

2) VIN 2B3AA4CV5AH248453  
Amount \$20170.00 - includes title fee

Note: These vehicles are subject to not being available at time of decision.

Sincerely,  
Larry Launstein  
Fleet Manager



ATTN: Pat Cayent  
ATTN: Ted clay

From:  
Slingerland Chrysler/  
Dodge  
3640 E M-21  
Columbus, mich 48817

2100-A  
 CHRYSLER GROUP LLC I  
 PLANT ZONE DEALER VEHICLE ID NUMBER  
 BRAMPTON 42 41670 2032AMCV7AE9240454  
 SOLD CHARLIE'S DODGE CHRYSLER JEEP  
 TO: PO BOX 170  
 MAURER OH 43537-  
 SOLD CHARLIE'S DODGE CHRYSLER JEEP  
 TO: PO BOX 170  
 MAURER OH 43537-  
 PAID FOR BY: GMAC  
 CREDIT SALE IN CASH SALE

BUYER & DEVELOP.	DESCRIPTION
	06130
LKDMAS	DODGE CHARGER RWD
PKR	Brilliant Black Crystal P/Coat Paint
KEDV	HD Cloth Bucket Seats w/Vinyl Rear
CKV	Black Vinyl Floor Covering
CVG	Deactivate Rear Doors/Windows
DCJ	6-Speed Automatic Transmission
EGG	3.5L V6 High-Output 24-Valve MPI Eng
GNK	Power Heated Fold-Away Mirrors
GRH	Remote Keyless Entry (RKE)
GRH	8-Way Power Driver's Seat
K77	Body-Color Body-Color Mirror Molding
K78	Do Not Install Front Door Molding
LNF	Black Left Spot Lamp
NAA	Federal Emissions
TBW	Full-Size Spare Tire w/Matching Wheel
KFK	Equipment Mounting Bracket
VOP	9 Additional Gallons of Gas
ZDA	A Package
Z7A	Customer Seated Package 27A
ZAK	Price Protection - Code H
ZDN	Prepaid Holdback
ZBA	Sold Vehicle
ZBS	Delivery Allowance Credit
ZBA	Special Bid-Ineligible For Incentive
ZFM	Fleet Option Editor
ZPT	Fleet Sales Order
ZKA	Special Bid Handling
	TB815502 MS
	ADV PAYMENT OF HEAREND ALLOWANCE
Z11	FLEET PURCHASE INCENTIVE
Z09	DESTINATION CHARGE
	BUSINESS WILLIAMS COUNTY OH
	200 MAIN ST
	DEFIANCE OH 4681
	PO NUMBER MDN 0 05131

Price Quotation

20481.00  
 Total due 15.00  
 20496.00

with Tax Exempt Number  
 Note: AS LONG AS THE VEHICLE IS  
 Available

NET RETAIL TOTAL 31,305.00  
 THIS VEHICLE IS MANUFACTURED TO MEET SPECIFIC GOVT  
 IS NOT MANUFACTURED FOR SALE OR RESALE