

ITEM 4.7

CITY MANAGER'S REPORT JULY 8, 2024 CITY COUNCIL REGULAR MEETING

ITEM: APPROVE THE PURCHASE OF FOUR (4) VEHICLES FROM PHIL LONG FORD OF DENVER AND TWO (2) VEHICLES FROM AMERICAN CHEVROLET OF MODESTO

RECOMMENDATION: Adopt a Resolution Approving the Purchase of Four (4) Vehicles from Phil Long Ford of Denver and Adopt a Resolution Approving the Purchase of Two (2) Vehicles from American Chevrolet of Modesto

SUMMARY:

The Parks and Recreation Department is responsible for the purchasing and maintaining of City fleet vehicles and equipment for the purpose of operating facilities, construction of infrastructure, and public safety. Due to the growth of the City and necessary replacement of vehicles that have met their usable life span, new fleet vehicles are needed for staff to continue to efficiently perform Citywide services. Staff is requesting Council approval of the purchase of six (6) vehicles.

Pursuant to the Lathrop Municipal Code (LMC) section 2.36.050, staff attempted to secure Police Department vehicles through quotes from both local and State dealerships; however, no local dealer had in stock, Police Department vehicles. Currently, wait times for Police Department vehicles are 9 to 18 months. Staff also communicated directly with the Ford Motor Company who confirmed that only one (1) dealership on the West Coast, Bud Clary Ford of Longview Washington, had very few in stock. Although staff immediately contacted Bud Clary Ford, the vehicles were already under contract with other government agencies. After looking nationwide, staff were only able to find in stock Police Department vehicles with Phil Long Ford of Denver. In reviewing the price of these Police Department vehicles, they align with the current market, even with the additional cost for transportation. Phil Long Ford of Denver provided a quote of \$212,237 for four (4) Police Department vehicles.

Staff reached out to local dealerships to obtain quotes for the Public Works Department vehicles. American Chevrolet of Modesto provided the lowest quote of \$113,124 for two vehicles. The quote is for two (2) Chevrolet Silverado 1500 pickup trucks. The two Public Works Department vehicles will be delivered outfitted pursuant to department specifications and will not need any additional upfitting.

CITY MANAGER’S REPORT
JULY 8, 2024 CITY COUNCIL REGULAR MEETING
APPROVE THE PURCHASE OF FOUR (4) VEHICLES FROM PHIL LONG FORD
OF DENVER AND TWO (2) VEHICLES FROM AMERICAN CHEVROLET OF
MODESTO

	Vehicle Cost
(4) 2024 Ford Explorer Police Interceptor	\$212,237
(2) 2024 Chevrolet Silverado 1500 Truck	\$113,124
Total	\$325,361

BACKGROUND:

Due to the growth of the City of Lathrop and the need to replace vehicles that have met their life span, four (4) new vehicles are requested for the Police Department and two (2) new vehicles are requested for the Public Works Department, for a total of six (6) vehicles.

The City of Lathrop Police Department currently utilizes Ford Explorer Police Interceptors as their fleet. The Public Works Department vehicles are not brand specific, and Chevrolet’s were the lowest bidders. Police Department vehicles are in stock, and the Chevrolet’s can take up to 60 days.

RECOMMENDATION:

Staff recommends Council approve the purchase of six (6) vehicles, four (4) for the Police Department and two (2) for Public Works.

FISCAL IMPACT:

The total cost for the six (6) vehicles is \$325,361. The breakdown for each department is \$212,237 from the Police Department and \$113,124 from the Public Works Department. Sufficient funds are available within the approved biennial budget for Fiscal Year 2023/24 budget that will be carried forward for the purchase of (4) vehicles for the Police Department.

ATTACHMENTS:

- A. Resolution Approving the Purchase of four (4) 2024 Ford Explorer Police Interceptors from Phil Long Ford of Denver
- B. Resolution Approving the Purchase of two (2) 2024 Chevrolet Silverado 1500 Pickup Trucks from American Chevrolet of Modesto
- C. Phil Long Ford of Denver Quote - four (4) 2024 Ford Explorer Police Interceptors
- D. American Chevrolet of Modesto Quote - two (2) 2024 Chevrolet Silverado 1500 Pickup Trucks

CITY MANAGER'S REPORT
JULY 8, 2024 CITY COUNCIL REGULAR MEETING
APPROVE THE PURCHASE OF FOUR (4) VEHICLES FROM PHIL LONG FORD
OF DENVER AND TWO (2) VEHICLES FROM AMERICAN CHEVROLET OF
MODESTO

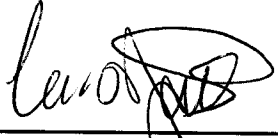
APPROVALS:



Todd Sebastian
Director of Parks and Recreation

7.2.2024


Date



Cari James
Director of Finance

7/2/2024

Date



Thomas Hedegard
Deputy City Manager

7/2/2024

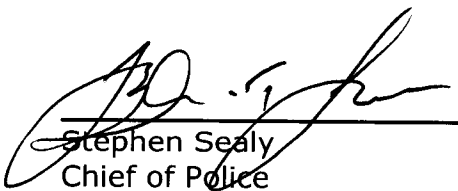
Date



Michael King
Assistant City Manager

7.2.2024

Date



Stephen Sealy
Chief of Police

7/2/2024

Date



Salvador Navarrete
City Attorney

7/2/2024

Date



Stephen J. Salvatore
City Manager

7.2.24

Date

RESOLUTION NO. 24-

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LATHROP APPROVING THE PURCHASE OF FOUR (4) 2024 FORD EXPLORER POLICE INTERCEPTORS FROM PHIL LONG FORD OF DENVER FOR THE POLICE DEPARTMENT

WHEREAS, due to growth of the City of Lathrop and the need to replace vehicles that have met their usable life span and staff requested quotes from multiple Ford dealerships for in stock Ford Explorer Interceptors; and

WHEREAS, Phil Long Ford of Denver provided a quote for in stock desired Ford vehicles; and

WHEREAS, staff is requesting Council approve the purchase of the following vehicles from Phil Long Ford of Denver:

Vehicle Description	Cost
Four (4) 2024 Ford Explorer Police Interceptor	\$212,237

NOW, THEREFORE, BE IT RESOLVED the City Council of the City of Lathrop does hereby approve the purchase of the listed four (4) vehicles for \$212,237.

The foregoing resolution was passed and adopted this 8th day of July 2024, by the following vote of the City Council, to wit:

AYES:

NOES:

ABSENT:

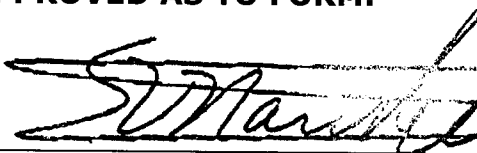
ABSTAIN:

Sonny Dhaliwal, Mayor

ATTEST:

Teresa Vargas, City Clerk

APPROVED AS TO FORM:



Salvador Navarrete, City Attorney

RESOLUTION NO. 24-**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LATHROP APPROVING THE PURCHASE OF TWO (2) 2024 CHEVROLET SILVERADO 1500 PICKUP TRUCKS FROM AMERICAN CHEVROLET OF MODESTO FOR THE PUBLIC WORKS DEPARTMENT**

WHEREAS, due to growth of the City of Lathrop and the need to replace vehicles that have met their life span and staff requested multiple quotes from multiple dealerships; and

WHEREAS, American Chevrolet of Modesto provided the lowest quote for the two (2) desired vehicles; and

WHEREAS, staff is requesting Council approve the purchase of the following vehicles from American Chevrolet of Modesto:

Vehicle Description	Cost
(2) 2024 Chevrolet Silverado 1500 Pick Up Trucks	\$113,124

NOW, THEREFORE, BE IT RESOLVED the City Council of the City of Lathrop does hereby approve the purchase of the listed two (2) vehicles for \$113,124.

The foregoing resolution was passed and adopted this 8th day of July 2024, by the following vote of the City Council, to wit:

AYES:

NOES:

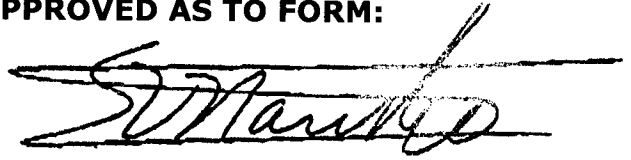
ABSENT:

ABSTAIN:

Sonny Dhaliwal, Mayor

ATTEST:

APPROVED AS TO FORM:

A handwritten signature in black ink, appearing to read 'S. Navarrete', is written over a horizontal line. The signature is stylized and cursive.

Teresa Vargas, City Clerk

Salvador Navarrete, City Attorney

- 6 -



QUOTE TO: City of Lathrop
ATTN: Todd Sebastian

QUOTE NUMBER	062524-1
QUOTE DATE	June 25, 2024
Agency PO #.	
CES PO#	
TERMS	Due on Receipt
SALES REP	Herman Sanchez
SHIPPED VIA	Driver
F.O.B.	
PREPAID or COLLECT	

PRICE AGREEMENT: T.I.P.S. USA (The Interlocal Purchasing System) # 220304
2024 Ford Police Explorer Interceptor Non Eco- Boost Exterior: Agate Black

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
4	Ford Utility Interceptor, Mid Size, four Door, AWD Police Pursuit Rated (Incl. Dark Car Feature, Driver Side Spotlight, Backup Camera, Police Engine Idle, Reverse Sensing, BLIS, Global Unlock, Keyless Entry)	48,310.00	\$193,240.00
4	Available Government Discount	(1,500.00)	(\$6,000.00)
4	Transport To: 390 Towne Centre Dr. Lathrop, CA 95330	1,980.00	\$7,920.00
	** Vehicles will not come with hubcaps due to Manufacturer No longer making hubcaps**		

Additional Information:	195,160.00
Proposal valid for 30 Days	
	\$195,160.00
	Total
	AMOUNT

DIRECT ALL INQUIRIES TO:
Herman Sanchez
 (505) 250-9388
 email: hsanchez@phillong.com

Phil Long Ford of Denver
 7887 W. Tufts Ave.
 Denver, CO 80123

THANK YOU FOR YOUR BUSINESS!

CHI-007113 CO

9-NORMAL, NB, 007113, RA251, 15541

120240204 2163

CERT[CERT] TRD [RAMP] [CAMPE] [BOOK] [EXET] [ROTA]

021534 234/246

1FM5K8AB3 RGA27823 NB



POLICE INTERCEPTOR

2024 UTILITY AWD
119" WHEELBASE
3.3L TI-VCT V6 FFV ENGINE
10-SPEED AUTO TRANSMISSION

EXTERIOR
AGATE BLACK METALLIC

INTERIOR
EBONY CLOTH FRT/VINYL REAR

RG A27823

EPA Fuel Economy and Environment

19 MPG
combined city/hwy

17 city 23 highway 5.3 gallons per 100 miles

- STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE**
- EXTERIOR**
- 18" STEEL WHEELS
 - 256 ICE BSW
 - POLICE TIRES
 - CLASS III HITCH RECEIVER
 - DUAL EXHAUST SYSTEM
 - DUAL POWER MIRRORS
 - FULL SIZE 18" SPARE W/T PMS
 - HEADLAMP - AUTO. LED
 - LOW/HIGH INCLUDES FRONT HOUSING (W/ LED WIG-WAG)
 - KEY LOCKS (DR/PASS/LTGT)
 - PRIVACY GLASS 2ND/3RD ROW
- INTERIOR**
- 3520/35 SPLIT VINYL REAR AC W/AUTOMATIC CLIMATE
 - BLACK VINYL FLOOR COVERING
 - CERTIFIED SPEEDOMETER
 - CLOTH BUCKET FRONT SEATS
 - ENGINE HOUR / IDLE METER
 - HTD SANITIZATION SOLUTION
 - PWR DR SEAT W/ W/M LUMBAR
 - RED/WHITE TASK LIGHTING
 - SEATBACK INTRUSION PLATES
 - TILT/TELESCOPING STEERING WHL W/ 4 CONFIGURABLE LATCHING SWITCHES

- UNIVERSAL TOP TRAY
 - FUNCTIONAL SAFETY/SECURITY
 - 75 MPH REAR-CRASH TESTED
 - ADVANCECTRACT™ WITH RSC®
 - AIRBAGS - FRONT AND SIDE
 - SYSTEMS - SAFETY CANOPY
 - SOS POST CRASH ALERT SYS
 - TIRE PRESSURE MONITOR SYS
- WARRANTY**
- 3 YR/36K MILE BUMPER-TO-BUMPER WARRANTY
 - 5 YR/100K MILE POWERTRAIN CARE EXTENDED SERVICE PLAN (ZERO DEDUCTIBLE)

- INCLUDED ON THIS VEHICLE EQUIPMENT_GROUP_500A**
- AM/FM STEREO
 - 3.3L TI-VCT V6 FFV ENGINE
 - 10-SPEED AUTO TRANSMISSION
 - AUX CLIMATE CONTROL
 - GLOBAL LOCK/UNLOCK
 - NO CHARGE
 - 50 STATE EMISSIONS
 - COURTESY LAMP DISABLE
 - POLICE ENGINE IDLE FEATURE
 - DRIVER SIDE LED SPOT LAMP
 - BLIS (BLIND SPOT INFO SYSTEM)
 - KEYLESS ENTRY - 4 FOBS
 - 4G LTE W/HI-HOTSPOT CREDIT
 - STNLS STL HUB WHL CVR CREDIT
 - REVERSE SENSING SYSTEM
 - FLEX-FUEL CAPABILITY
 - FRONT LICENSE PLATE BRACKET

(MSRP)	(MSRP)
2,830.00	547,165.00
NO CHARGE	- 450.00
610.00	46,715.00
NO CHARGE	1,395.00

PRICE INFORMATION

BASE PRICE \$47,165.00

TOTAL OPTIONS/OTHER - 450.00

TOTAL VEHICLE & OPTIONS/OTHER DESTINATION & DELIVERY

46,715.00

1,395.00

Annual fuel cost
\$2,850

Fuel Economy & Greenhouse Gas Rating (tailpipe only)

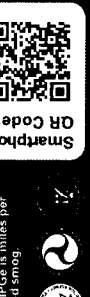
4 Best
This vehicle emits 462 grams CO₂ per mile. The best emits 0 grams per mile (tailpipe only). Producing and distributing fuel also create emissions. Learn more at fueleconomy.gov.

You spend more in fuel costs over 5 years compared to the average new vehicle.

\$4,500

Smog Rating (tailpipe only)

6 Best
This vehicle emits 462 grams CO₂ per mile. The best emits 0 grams per mile (tailpipe only). Producing and distributing fuel also create emissions. Learn more at fueleconomy.gov.



fueleconomy.gov

Calculate personalized estimates and compare vehicles

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★ ★ ★ ★ ★
Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash ★ ★ ★ ★ ★
Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles of similar size and weight.

Side Crash ★ ★ ★ ★ ★
Based on the risk of injury in a side impact.

Rollover ★ ★ ★ ★ ★
Based on the risk of rollover in a single-vehicle crash.

Star ratings range from 1 to 5 stars (★ ★ ★ ★ ★), with 5 being the highest.
Source: National Highway Traffic Safety Administration (NHTSA).
www.safercar.gov or 1-888-321-4236

FORD PROTECT

Insist on Ford Protect: The only extended service plan fully backed by Ford and honored at every Ford dealership in the U.S., Canada and Mexico. See your Ford dealer or visit www.FordOwner.com.

800 OR TEXT 1FEA27823 TO 80888

Ma & Pa
Risk Free
Test Drive
No Fee

www.ford.com/help/protect-termly

WARNING: Operating, servicing and maintaining a passenger vehicle, pickup truck, van, or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, phthalates, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to www.P65Warnings.ca.gov/passenger-vehicle.

1FM5K8AB3RGA27823

Whether you decide to lease or finance your vehicle, you'll find the choices that are right for you. See your dealer for details or visit www.ford.com/finance.

SPECIAL ORDER

RA251 N RB 2X 415 007113 01 25 24

CONVOY

ITEM #: 56-R447 O/T 5B

This label is affixed pursuant to the Federal Automobile Information Disclosure Act. Gasoline, License, and Title Fees, State and Local taxes are not included. Dealer installed options or accessories are not included unless listed above.

TOTAL MSRP \$48,310.00

CONVOY

ITEM #: 56-R447 O/T 5B

SPECIAL ORDER

RA251 N RB 2X 415 007113 01 25 24

06/25/2024

1202402042163



Date/Time: Jul 1, 2024 12:33 PM

Buyer: City Of Lathrop City Of Lathrop

Phone: C: (209) 319-3039

Phone: H: (209) 941-7372

Address: 390 Towne Centre Dr
Lathrop, CA 95330

Salesperson: Zach Riedinger

Salesperson:
Jonathon Quevedo**2024 Chevrolet Silverado 1500, Body Type:**

Color: Summit White

Purchase	0 Months
\$ Down	Est. \$/Monthly
\$0	\$113,123

MSRP/Retail	\$102,840.00
Selling Price	\$102,840.00
Rebate	\$10,000.00
Total Savings + Rebate	\$10,000.00
Government Fee	\$83.50
Proc/Doc Fee	\$170.00
Up Fit	\$10,130.00
Total Taxes	\$9,899.75
Amount Financed	\$113,123.25

X

Customer Signature

X

Manager Signature

Date

Date

Please submit this worksheet to Management for its review. I understand that (i) this worksheet is neither an offer nor a contract and is not binding on the customer or the dealership, (ii) no offer to purchase any vehicle is binding until accepted in writing by an authorized American Chevrolet Sales manager on a California State Motor Vehicle Purchase Contract form and (iii) Sales Consultant can not obligate or bind the customer or the dealership.



Vehicle Locator

Dealer Information

AMERICAN CHEVROLET
4742 MCHENRY AVE
MODESTO, CA 95356
Phone: 209-575-1606
Fax: 209-491-7825

1GCUAED7RZ123049

Model Year: 2024

Make: Chevrolet

Model: 1500 Silverado

CK10543-4WD, Short Crew

PEG: 1WT-Work Truck Preferred Equipment Group

Primary Color: GAZ-Summit White

Trim: H0U-1WT/1LT/1SP/2LT/1FL/1LS-Cloth, Jet Black, Interior Trim

Engine: L84-Engine: 5.3L, EcoTec3 V-8, DI, Dynamic Fuel Mgt, V V T

Transmission: MHT-10-Speed Automatic

Event Code: 5000-Delivered to Dealer

Order #: CVCGH3

MSRP: \$51,420.00

Order Type: FNR-Fleet Commercial

Stock #: T24150

Inventory Status: N/A

Additional Vehicle Information

Vehicle Options

Chargeable Options

	MSRP
A2X-Power Seat Adjuster (Driver's Side)	\$290.00
G80-Auto Locking Differential, Rear	\$395.00
JL1-Integrated Trailer Brake Controller	\$275.00
KI4-120 Volt Electrical Receptacle, In Cab	\$225.00
L84-Engine: 5.3L, EcoTec3 V-8, DI, Dynamic Fuel Mgt, V V T	\$1,595.00
QT5-Tailgate Function--EZ Lift, Power Lock & Release	\$150.00
Z82-Trailer Package	\$425.00
ZLQ-Fleet Convenience Package	\$370.00

No Cost Options

- C5Y-GVW Rating 7100 Lbs
- GU5-Rear Axle: 3.23 Ratio
- MHT-10-Speed Automatic
- RD6-Wheels: 17" Steel - Painted Ultra Silver
- VQ1-Holdback, Fleet Dealer Assistance
- YF5-California Emissions

Other Options

1WT-Work Truck Preferred Equipment Group
AZ3-Seats: Front 40/20/40 Split-Bench, Full Feature
DLF-Mirrors, O/S: Power, Heated
GAZ-Summit White

IOR-Chevrolet Infotainment, 7" Color Screen
KC4-Cooler, Engine Oil
KW7-Alternator, 170 AMP
QBN-Tires: 255/70 R17 All Season, Blackwall

QK1-Standard Tailgate
SAF-Spare Tire Lock
UBI-2-USBs, Second Row Charge/Data Ports
UE4-Following Distance Indicator
UHX-Lane Keep Assist/Departure Warning
UKJ-Sensor, Front Pedestrian Braking

V76-Recovery Hooks

AQQ-Keyless Remote Entry
BG9-Floor Covering: Rubberized Vinyl, Black

E63-Durabed
H0U-1WT/1LT/1SP/2LT/1FL/1LS-Cloth, Jet Black, Interior Trim
K34-Cruise Control
KNP-Transmission Cooling System
PRF-3 Years of Onstar Remote Access
QBR-Tire, Spare: 255/70 R17 All Season, Blackwall
RFQ-Focused Ordering Configuration
TQ5-Headlamps, Intellibeam
UE1-OnStar Communication System
UEU-Sensor, Forward Collision Alert
UHY-Automatic Emergency Braking
UQF-Speaker System: Standard Sound System
VK3-Front License Plate Mounting Provisions

"~" indicates vehicle belongs to Trading Partner's inventory

Disclaimer:

GM has tried to make the pricing information provided in this summary accurate. Please refer to actual vehicle invoice, however, for complete pricing information. GM will not make any sales or policy adjustments in the case of inaccurate pricing information in this summary.