



Staff Report

Subject: Police Vehicle Purchase Program

Department/Program: Police Department

Explanation:

Request permission to move forward with the purchase of three Ford Interceptor Explorers and one Ford F150, from Lou Fusz Ford. We are switching from Dodge Durangos back to Ford products which we utilized until 2019. We feel the change is necessary due to availability and maintenance issues with Dodge products. Dodge has informed the dealerships that the ordering window closed on Wednesday, December 8th, prior to our RFP return deadline.

We budgeted \$172,000.00 from the General Fund to cover the cost of four vehicles and all of the necessary equipment to place them in service. We conducted an RFP and received one bid response, from Lou Fusz Automotive Network. The Fusz bid for Ford Explorers is \$35,060 per unit (requesting 3 units) and \$36,350 for the Ford F150 (requesting 1 unit) for a total of \$141,530. The State contract which is held by Machens Ford in Columbia priced Explorers at \$35,225 and the F150 at \$35,650 for a total for 4 vehicles of \$141,425. Purchasing all four vehicles from Lou Fusz would be \$105.00 more expensive than purchasing all four vehicles from Machens Ford. However, Fusz is a dealer located in St. Louis County and we have a good relationship with them dating back to 2016. Splitting the purchase between two dealerships would cost more in time and paperwork and travel to Columbia to pick up just one vehicle

Recommendation:

The recommendation is to purchase 3 Ford Explorers and 1 Ford F150 from Lou Fusz Ford for \$141,530.

Submitted By: Chief Douglas W. Schaeffler

Date: January 24, 2022
