Council Meeting of
March 24, 2009

Honorable Mayor and Members
of the City Council
City Hall
Torrance, California

Members of the Council:

SUBJECT: General Services – Authorize a Special Opportunity Purchase for one (1) 2008 Ford F450 Gasoline Chassis with *Roadline* brand Stencil Body

Expenditure: $91,104.00

RECOMMENDATION

Recommendation of the General Services Director that City Council:

1. Authorize a purchase order in the amount of $91,104.00 including sales tax to Roadline Products, Inc. of Downey, California, for a *special opportunity purchase* of one (1) new and unused 2008 Ford F450 Gasoline Cab and Chassis with Roadline Stencil Body.

2. Appropriate $91,104.00 from the Fleet Services Vehicle and Equipment Replacement Fund.

Funding

Funding is available from the Fleet Services Vehicle and Equipment Replacement Fund.

BACKGROUND

The Traffic and Lighting Division of Public Works is responsible for maintaining traffic markings on City streets. A "stencil truck" is used to perform this highly specialized work. The truck is outfitted with airless spray painting systems and an arrow board that redirects traffic while crews are working on City streets.

The City's existing stencil truck listed below has exceeded its useful life and needs to be replaced.

Vehicle #	Year	Make	Model	Mileage	Condition
8621	1995	Ford	F450 w/Airless System & Arrow Board	83,189	Poor

ANALYSIS

Roadline Products is the Southern California industry leader in the production of custom truck bodies designed specifically for painting of street markings. Their product is used at many municipalities, and is also utilized in the State's CALTRANS fleet.

Roadline's airless paint systems are designed for use with exceptionally high viscosity traffic paints, a feature critical to ensuring spray equipment reliability, and quality of the final work product. In this regard Roadline is recognized by many as the industry leader in this very specialized street painting technology. In the past Torrance has experienced a great deal of difficulty with existing equipment that tends to clog too easily when using the thickest products (e.g., Red Traffic Paint). The systems incorporated into the Roadline unit will resolve that long-standing issue.

The proposed truck is a new and unused 2008 model year gasoline-fueled vehicle and therefore not subject to AQMD's Fleet Rules that restrict acquisition of diesel-fueled vehicles. However, in keeping with the City's desire for greener vehicle technologies, staff explored the possibility of an alternative fuel vehicle of this type. Unfortunately a natural gas fueled truck is not practical in this application in that the unique design of the stencil truck body does not lend itself to addition of the necessary natural gas fuel tanks (cylinders), and a propane-fueled truck is not currently available.

Staff is requesting approval of this purchase under the provisions of the "Special Opportunity Purchase" exception noted in the City's Municipal Code as cited below.

Section 22.4.5 of the Torrance Municipal Code, SPECIAL OPPORTUNITY PURCHASES states:

"Special opportunity purchases may be made by the City Manager where:

a) The City Manager finds that the proposed purchase that is subject to this Article is either below the current market price and will result in a significant cost savings to the City, or that the proposed purchase is not more than the current market price, and that significant time will be saved in delivery or installation of the equipment by such a purchase; and

b) The City has a current need for the item or items of property to be purchased."

Staff has verified that the proposed purchase is "*not* more than the current market price", as evidenced by the fact that the City of Glendale and the City of Bell Gardens recently purchased identical units at the same price. If the City were to formally bid this requirement, it is anticipated that the City would pay considerably more ($4,000-$5,000) since the Manufacturer's Suggested Retail Price (MRSP) for the 2009 model cab and chassis has gone up, and the price of steel has risen by approximately 30%.

Also in accordance with the code, the fact that this truck is completely built and ready for immediate delivery demonstrates that "significant time will be saved" in delivery of a new stencil truck to the City. If the City of Torrance were to purchase a truck of this nature through the formal bid process, a minimum of four to six months would elapse before delivery of the new truck to the City.

The code also requires that a "current need" exist in order to justify a special opportunity purchase. The Traffic and Lighting Division is often called upon by the Torrance Police Department to provide both of their stencil trucks which are outfitted with arrow boards to be used for certain emergencies. This includes positioning these trucks at major intersections in order to re-route traffic during accident investigations, water main breaks, or other events requiring emergency road closures. The age and condition of the truck being replaced (# 8621) is such that it can no longer be relied upon to be ready at the moments notice often required by the Police Department for the aforementioned emergencies.

With the assistance of the Municipal Equipment Maintenance Association (MEMA), of which the City is a member, staff conducted an informal email survey and found that Roadline Products enjoys an outstanding reputation among responding municipalities for their excellent customer service and warranty work. Roadline also provides full-day training seminars to Operators and Mechanics on the proper operation and maintenance of the onboard spray painting and arrow board systems as a part of the truck purchase.

In summary, staff recommends that the purchase of this Stencil Truck be made via the "Special Opportunity Purchases" exception outlined in the City's Municipal Code. By doing so we are confident that the City will obtain the best economic result for the public.

Respectfully submitted,
SHERYL BALLEW

General Services Director

By David K. Winnett, Jr.
Fleet Services Manager

CONCUR:

Sheryl Ballew
General Services Director

LeRoy J. Jackson
City Manager