

RESOLUTION NO. 2020 - 449

A RESOLUTION AWARDED A NEGOTIATED CONTRACT TO ROHRER ENTERPRISES INC., dba ROHRER BUS SALES, TRENTON, NJ, FOR PURCHASE OF A 2020 OR NEWER CUSTOM MADE TROLLEY, IN THE AMOUNT OF \$168,590.00.

WHEREAS, on September 22, 2020, the City Council of the City of Vineland adopted Resolution No. 2020-383, entitled "A RESOLUTION REJECTING THE BIDS RECEIVED ON AUGUST 11, 2020 FOR THE PURCHASE OF A 2020 OR NEWER CUSTOM MADE TROLLEY AND AUTHORIZING THE PURCHASING AGENT TO NEGOTIATE AND AWARD A CONTRACT FOR THE SAME"; and

WHEREAS, the bidders, Great American Trolley, TTI, Rohrer, SVI and Hometown Trolley were invited to provide Best and Final Offers; and

WHEREAS, Best and Final Offers were received from Rohrer Enterprises Inc., dba Rohrer Bus Sales and SVI, Inc.; and

WHEREAS, Rohrer's submitted the lowest offer which still exceeded the City's budget appropriation requiring further negotiations until an agreed upon amount was reached; and

WHEREAS, the Purchasing Agent has, under date of October 28, 2020, submitted a summary of said negotiations and it is recommended, with the concurrence of the Director of Automotive Services, that a contract for the purchase of a 2020 or Newer Custom Made Trolley, be awarded to Rohrer Enterprises Inc., dba Rohrer Bus Sales, Trenton, NJ, providing the lowest responsive responsible best and final negotiated offer, in the amount of \$168,590.00; now, therefore,

BE IT RESOLVED by the Council of the City of Vineland that (by the affirmative vote of two-thirds of the full membership of the governing body of the City of Vineland) that said negotiated contract for the purchase of a 2020 or Newer Custom Made Trolley is hereby awarded to Rohrer Enterprises Inc., dba Rohrer Bus Sales, Trenton, NJ, in the amount of \$168,590.00 and the Purchasing Agent is hereby authorized and directed to issue a purchase order contract for the same on behalf of the City of Vineland; and

BE IT FURTHER RESOLVED that the Chief Financial Officer has certified that the funds for the contract to be awarded herein will be available.

Adopted:

President of Council

ATTEST:

City Clerk



November 2, 2020

REPORT TO: THE MAYOR AND COUNCIL

RE: Negotiated Contract Award

Dear Mayor and Members of Council:

Submitted to you herewith for your consideration is our report of the contract negotiations conducted by the Purchasing Agent and Director of Automotive Services for the following:

PURCHASE OF A 2020 OR NEWER CUSTOM MADE TROLLEY

On two (2) separate occasions, bids were received in response to advertisements and were rejected as the bids substantially exceeded the City's cost estimate. Per Resolution No. 2020-383, the Purchasing Agent was authorized to conduct negotiations and award a contract for the above.

It is the recommendation of the Purchasing Agent and the Director of Automotive Services, which has the concurrence of the Business Administrator that a contract be awarded to Rohrer Enterprises Inc., dba Rohrer Bus Sales, Trenton, NJ, for the lowest responsive responsible, best and final negotiated offer, in the amount of \$168,590.00.00.

We trust that the above recommendation will receive your favorable consideration and that the recommended resolution will be adopted as presented.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Robert E. Dickenson, Jr.", is written over a faint circular stamp.

Robert E. Dickenson, Jr.
Business Administrator

RD/wr
Encl.

BID EVALUATION FORM

RECEIVED
OCT 28 2020
CITY OF VINELAND
BUSINESS ADMIN.

DEPARTMENT: Vehicle Maint / Purchasing Date: 10/28/20


The undersigned recommends that a contract be awarded for the following:

1. Bid Title: Purchase of a 2020 or Newer Custom Made Trolley
2. Amount to be Awarded: \$ 168,590.00
 - Encumber Total Award
 - Encumber by Supplemental Release
3. Engineer's Estimate: \$ 150,000
4. Amount Budget: \$ 168,590.00 (see CFO email)
5. Account Number to be Charged _____
6. Date Bids Received: N/A
7. Date to be Awarded: N/A
8. Recommended Vendor: Rohrer Enterprises Inc, DBA Rohrer Bus Sales
314 Dickinson St.
Tranton, NJ 08638
9. Is Recommended Vendor the Apparent Lowest Bidder? Yes No
10. Comments/Special Instructions: See Negotiation Summary attached
11. Evaluation Performed by: Don Schultz : Miguel A-Mercado
12. Approved By: Miguel A Mercado

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OCT 28 2020
CITY OF VINELAND
BUSINESS ADMIN.

13. Attached: (Check-Off List)

- Tabulation of Bids
- Justification for Vendor Recommendation (if applicable)
- Evaluation Data (if applicable)

Send copies to:
Purchasing Department
Business Administration 

CUSTOM MADE TROLLEY NEGOTIATIONS

HISTORY:

COV BID # 2020-23 opened on 6/23/20 with 2 submissions (Great American Trolley @ \$179,000 and TII @ \$205,060) received and rejected due to exceeding budget appropriation.

COV BID # 2020-23 (RE-BID) opened on 8/11/20 with 1 submission (Rohrer @ \$189,400) received and again rejected due to exceeding budget appropriation.

Resolution No. 2020-383 adopted September 22, 2020 rejected all bids and authorized the Purchasing Agent to negotiate and award a contract for the same.

Prior to any negotiations Best and Final Offers (BAFO) were emailed to Great American Trolley, TTI, Rohrer, SVI and Hometown Trolley.

In response to the BAFO request 2 submissions were received as follows:

Rohrer Enterprises Inc., dba Rohrer Bus Sales
314 Dickinson Street
Trenton, NJ 08638
Lump Sum: \$178,940.00

SVI, Inc.
440 Mark Leany Drive
Henderson, NV 89011
Lump Sum: \$177,104.00
\$ 2,950.00 (Delivery Charge)
\$180,054.00

A review of Rohrer's submission will be done by Don Schultz to verify it meets the minimum specifications required by the City before any negotiations begin with Rohrer.

NEGOTIATION:

On Monday, October 26, 2020, Don Schultz (COV Director of Automotive Services), Miguel Mercado (COV Purchasing Agent) had a phone conference call with Matt Fittante and David Clawson from Rohrer Bus.

I explained that their Best and Final Offer which was the lowest was still over our Budget Appropriation and that we needed to discuss how or what could be done to lower the offer where it would be under our Budget.

After several discussions both parties agreed that by removing the Open-Air window and Extended Ford warranty options would result in a credit of \$10,350.00 bringing the total negotiated cost to \$168,590.00. We looked at other options for consideration but Don and Rohrer both agreed it would not be in the Best Interest of the City to remove.

I told Rohrer to provide me with a revised cost (see attached) and that we would need to bring this to the attention of our CFO as it still was over our budget line item. Conference call ended.

FINAL RECOMMENDATION:

After talking with Sue (CFO) she acknowledged that she will be able to certify the \$168,590.00 for the purchase of the Custom Made Trolley.

Don and myself are satisfied with the negotiation process which is a win/win for both parties and a fair agreed upon price. It is my recommendation that the award be made to Rohrer Bus in the amount of \$168,590.00