

Item

30



2008 AUG 26 AM 10:50

BOARD OF SUPERVISORS
EL DORADO COUNTY

To whom it may concern,

This letter is in response to BID # 09-863-019

As we were told by Purchasing department that The product bid by our company would not be excluded because of the brand specification as per your general conditions page . Also by excluding other quality brands at a more competitive price would not be considered a fair bid Practice and is not fair to the tax payers of El Dorado County. Also on the other Item on Page #2 Item # 3 Different Tires have different discounts and if the Time would have been taken to see the attached sheet for the discount. Also note the Original letter dated June 12th 2008 that was mailed and faxed to you before the bid was due in your office, This letter addresses the above stated issue with this bid. Also numerous phone calls were made and messages were left with no response from your office. Please be advised that this Bid will be contested and if necessary the facts will be presented to the county board of Supervisors.

Sincerely

Robert Koerner
 GCR Tire Center
 Sales Manager
 (916)447-4220
 Cell (916)997-0588
rkoerner@gcrtires.com

Submitted by Nao from
GCR
 at Board Hearing of 8-26-08
Item # 30



GCR TIRE CENTERS



COUNTY OF EL DORADO
Procurement & Contracts
330 Fair Lane
Placerville, CA 95667

June 12th 2008

Attn: Bonnie Rich

Reference to BID #09-863-019

After further review of the Bid Referenced above we are requesting that the Bid is rewritten so as not to exclude other Major Quality Brands of Tires that will perform as well or better and at a lower acquisition price. By specifying a particular Brand the county does not receive the lowest and most competitive bid, and would not be regarded as a fair and open Bid by State of California Standards.

Thank you for the opportunity to address the above stated issue and we look forward to bidding on your tire needs. At GCR tire center we work to provide fleets with quality tires and services that will help reduce the overall operating expense and provide the lowest cost per mile.

Robert Koerner
Sales Manager
GCR Tire Center

BRIDGESTONE

Firestone



7/14/08

El Dorado County
Procurement & Contracts Division
330 Fair Lane
Placerville CA 95667

Dear Miss Rich

This letter is in response to BID # 09-863-019 and your letter dated July 7, 2008

As stated in the Previous Letters that a Fair Bid By State of California standards would include more Than one Tire Manufacturer on the Majority of the Bid. Yes you had three Businesses bid on this, but your department only allowed one Brand of Tire and This Eliminates the ability to receive the Lowest Price on the Bid and still receive a quality tires for your fleet.

For Example, If Everybody uses the Government bid pricing offered by Goodyear, they all have to be offered the same price to be fair. The Manufacturer can not give one dealer a better price than the other and this eliminates any price variance or competition

com·pe·ti·tion

Pronunciation:

\,kām-pə-'ti-shən\

1: the act or process of competing : RIVALRY: as a: the effort of two or more parties acting independently to secure the business of a third party by offering the most favorable terms

Also You Contradict you're self by specifying a particular brand and then on your general conditions page you attempt to give yourself a loop hole by stating

“ The Use of Brand and / or Manufacturer names in the Bid Specification for Descriptive Purposes ONLY. Unless otherwise specified, Products of Comparable QUALITY and PERFORMANCE will be Considered”

By using these Tactics you are able to Throw everybody else out of the bid process and eliminate any competition to your local vendor. Also after further review of the Submitted bids our Bid Was the Lowest Bid before the Local vendor discount (GCR – \$128,824.15 / Sierra Nevada –\$ 145,900.70) and also after the discount (GCR - \$128,824.15 / Sierra Nevada - \$138605.67)

BRIDGESTONE

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The **DIFFERENCE after the discount came to \$9781.52**. During these trying times, with smaller budgets and costs sky rocketing I am sure that the Tax Payers of El Dorado County would like to save money and Buy Quality Products and Services at the Best possible price.

In Regards to the single discount requested on the Bid. That was addressed on the attached schedule. The Discounts on that schedule are based off of an already reduced Government price book. By providing it to you that way it further saves El Dorado county money on the tires not listed on the bid. The Discount you requested is based off of a suggested retail price list, which is a very inflated price set by the Manufactures. So if you Take 40 % off of something that is already inflated 50% than that is not a very good deal. So to throw our bid out on that technicality because somebody in your department does not want to do their do diligence is not Good Business for the county.

Also please see attached documents (Items are marked) giving further merit to our protest. I believe that with the information provided that the Bid award should be changed to GCR Tire centers because we were the low bidder and it is the right proposition for the Tax Payers of El Dorado County.

Respectfully

Robert Koerner
GCR Tire Center
Sales Manager
(916)447-4220
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rkoerner@gcrtires.com

BRIDGESTONE

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Jay Garner | 000189547 | NORTH STATE BANDAG INC
 * 1286 PUTMAN AVE * YUBA CITY * CA * 95991

- Home
- Orders
- Products
- Commercial
- Marketing
- Financial
- Info
- Training
- Help

Government Sales

- All Documents
- Pricing Approvals
- General Information
- USPS Program
... new window

- Search Tire Catalog**
- Search by entering:
- » Size or
 - » Product Code
- or
- » Product Name

- View Tire Catalog**
- Police Auto
 - Light Truck Bias
 - Light Truck Radial
 - Medium Truck Radial
 - Off Road Bias
 - Off Road Radial

- Download Catalogs
... new window

- Training
- Help

U.S. Government Sales Disclaimer

This site is designed for the exclusive use of the Goodyear retailers who service Federal, State and Local government agencies. The information and price lists it contains are not intended for the general public.

Important Information about these Price Lists:

The prices listed herein reflect prices quoted to Federal, State and Local government agencies who typically purchase products in substantial quantities, which are used exclusively by those agencies. These prices DO NOT apply to retail sales or sales to government employees. They are intended for use by government agencies only.

Please note other contract prices may apply to specific agencies

Approvals

CA

State of California & Political Sub-Divisions

Effective date changed from 5-12-08 to 5-19-08 for Non Contract Service Work using the M2111 Service Price List

Program Dates:
03/01/2008 - 02/28/2009

Last Updated:
05/12/2008 10:16:24 AM



[Print Current Page](#)

STATE	CA
Net State Price List Dated	03/01/2007
Dates of Duration	3/1/2008 thru 2/28/2009
Date of Display	05/07/2008
Approval Number for State	GS0830909 - WOC (Akron Billing)
Approval Number for Political Subs	GS0830908 - Local Billing Only
Approval Number for First Vehicle Services - City of San Mateo, CA & City of San Clemente, CA	GS0846033- Local Billing Only
Approval Number for California Highway Patrol w/Purchase Orders issued to All Business Machines	GS0846031 - Local Billing Only

MDSE GROUP	OFF FACTOR
7905 POLICE AUTO	0.49500
7925 AUTO RADIAL	0.47500
7935 LT TRUCK BIAS	0.39400
7941 LT TRUCK RADIAL	0.45480



Revised: 03/06/08
Add MSPN #53173
March 1, 2008

TO: All State of California Michelin, BFGoodrich, Uniroyal Dealers, Branches and Distributors.

**NOTE: Only dealers that have signed the Dealer Agreement Letter for Tire Related Services Bid FV7901 can participate in this program.

SUBJECT: STATE OF CALIFORNIA – WSCA Contract MA165 – Tires, Tubes and Services
Home Office # 11100890

AUTHORIZED USERS: All State Agencies, Departments, Boards, Commissions, Institutions and Political Subdivisions such as Cities, Counties, School Districts Contractors, Municipalities and any other Local Public Body allowed by law.

PERIOD: March 1, 2008 – February 28, 2009

PRICING: The following discounts are off of the Michelin Government & Utility Base Price List effective, April 1, 2007:

AWARDED Pricing:

I	<u>PASSENGER TIRES:</u>	
	Michelin Brand	45%
	BFGoodrich Brand	45%
	Uniroyal Brand	35%

NET Priced Items:

MICHELIN BRAND:

<u>SIZE & DESCRIPTION</u>	<u>MSPN #</u>	<u>NET PRICE</u>
225/60R16 98V PIL HXMXM4 XSE	18839	\$ 103.64
P235/55ZR17 PIL HX MXM4 98W	69362	\$ 124.07

BFGOODRICH BRAND:

<u>SIZE & DESCRIPTION</u>	<u>MSPN #</u>	<u>NET PRICE</u>
225/60R16 98V TRACTION T/A	41254	\$ 79.19

II	<u>LIGHT TRUCK TIRES:</u>	
	Michelin Brand	45%
	BFGoodrich Brand	45%
	Uniroyal Brand	35%