



7/14/08

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

08 JUL 14 PM 2:34
PURCHASING RECEIVED

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)





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

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