

**CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division**

Date Received

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$3,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information


Department Department of Transportation	Index Code 3630350	
Contact Name Ashley Johnson, Department Analyst	Sub-Object Code 6040	User Code _____
Telephone 530-642-4925	Fax 530-642-9238	

Required Supplier/Vendor Information

Vendor/Supplier Name Riverview International	Vendor/Supplier Address 2445 Evergreen Ave.
Contact Name Jim Weathers	West Sacramento, CA 95691
Estimated Purchase Price \$250,000	Vendor/Supplier E-Mail jimw@riverview-trucks.com
Telephone 1-916-371-3110	Fax (510) 397-0398

Provide a brief description of the acquisition, including all goods and/or services the vendor/supplier will provide

The Department of Transportation, Maintenance and Operations Division is procuring a 10-wheel dump truck with hookloader.

Department Head  _____ Date 1/28/17

Purchasing Agent _____ Date _____

Board of Supervisors _____ Buyer Assignment _____

Date _____ Assigned To _____

Item _____ Date _____

A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASON STATED BELOW:

1. Why is the acquisition restricted to this goods/services supplier?(Explain why the acquisition cannot be competitively bid. Explain if this is an emergency purchase or how the supplier is the only source for the acquisition.)

The International quoted from Riverview International is a sole source purchase due to the requirement that the truck must be identical to another International truck Department of Transportation already owns. The reasoning the trucks must be identical is for special hookloader attachments to be able to be interchanged as needed. This sole source purchase request is replacing the previously ordered truck from Silver State International, which was cancelled due to the delivered truck not meeting bid specifications. Silver State is not allowed to participate in the bid process for this reason, leaving Riverview as the only International dealer in our area. Riverview has proven to be reliable and is providing state contract pricing. There is not another dealer to provide a comparison quote for this vehicle.

2. Provide the background of events leading to this acquisition.

The Department of Transportation had identified the International truck as a replacement in the ten year plan. The Department of Transportation already owns one International hookloader and the has been extremely pleased with the ability to change attachments and use the truck year-round. For the future replacements it was identified to include hookloaders as multi-purpose trucks instead of a single use truck that might sit for a couple months a year.

3. Describe the uniqueness of the acquisition (why was the goods/services supplier chosen?)

Riverview International is the sole International distributor in the area due to Silver State not being able to supply the truck to meet the specifications the County needs. The new International truck needs to match the current hookloader measurements and specifications to allow for the attachments to be interchanged between trucks.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

If the hookloader is not purchased through Riverview and created to match the current specifications of hookloader the Department already owns then additional attachments would need to be purchased to fit the new International truck. This would create additional fixed asset purchases totaling over \$180,000 on the low end.

5. What market research was conducted to substantiate no competition, including evaluation of other items consider?
(Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

A market analysis was completed to identify International truck dealers. The research produced two local retailers, Silver State International and Riverview International. Historically, Silver State International was awarded bid #17-070-036, however when the International was delivered, it did not meet bid specifications and Silver State was disqualified. The next vendor would have been Riverview International, who previously had been awarded bid #15-070-058, and has always produced equipment that meets the specifications. Based on the historical interactions with the two companies, it has been deemed for the sole source provider to reside with Riverview International Trucks as they NJPA base prices and produce equipment that meets department specifications.

B. PRICE ANALYSIS

1. How was the price offered determined to be fair and reasonable?
(Explain what basis was used for comparison and include cost analysis as applicable.)

The price was considered to be reasonable due to the fact that Riverview International has agreed to meet the base price of an NJPA agreement.

2. Describe any cost savings or avoidance realized (1 time or on-going) by acquiring the goods/services from this supplier

Cost savings can be realized in regards to the delivery price and local tax rate. The supplier, Riverview International, will allow us to avoid any specification issues that have been historically dealt with in regards to the other supplier in the area. When the specifications are not meet there is an ample amount of staff time spent on correcting the issue and there is always an escalation of prices that the department has to account for.

Riverview International Trucks, LLC
 2445 Evergreen Ave.
 West Sacramento
 California 95691
 916-371-3110



Date	01/30/19	SS# / TIN
Buyer	El Dorado County CDA, Transportation Division	
Address	2441 Headington Road	
City, State	Zip	County
Placerville, CA	95667	El Dorado
		Tax Rate
		7.250%
ATTN:	Kent Taylor	
Ship To Address	Same	

Stock Number	Mileage	Year	New/Used	Make	Model	Serial #/Description	Axles	Stock Number	Sales Price
		2020	New	Intl	HX	NEW FACTORY ORDER - HX520	3	TBD	\$128,550.34
						Added features: Enoven Truck Body hookloader: Ampliroll, hydraulics, plow mount, snow plow lamps, cab guard, Williamsen-Godwin 16' dump body. All installed by Enoven Truck Body			\$94,518.00

Registration				Purchase			
Registered Owner				Sales Price			
Address				1 \$223,068.34			
Legal Owner				Doc Fee			
Address same				2 \$0.00			
Trades #1 #2				Sales Tax			
				3 \$16,172.45			
				Excise Tax			
				4 \$0.00			
				CA Tire Fee			
				5 \$17.50			
				10 TIRES			
Make				Sale Price			
				6 \$239,258.29			
Yr./Mdl				Including Taxes			
				Down Payment			
				7a \$0.00			
Chassis#				Cash			
				Trade In			
				7b \$0.00			
Body Typ				Net allowance			
				Total Down			
				8 \$0.00			
				Payment			
Allowance				Forward Balance			
Amounts \$0.00				9 \$239,258.29			
Amt.Owed \$0.00				Optional Service			
				10 \$0.00			
Lein Hldr.				Contract			
Net Trade				License Fees			
				11 \$0.00			
Allowance \$0.00				EXEMPT			
				Balance Due			
				\$239,258.29			

Source of Payment:	Out of State Delivery Required?	If yes, City and State of delivery:
Optional Service Contract info -	Mileage at delivery:	Body type:
Form/Contract#	Unladen weight:	GCVV/GVWR:
Month/miles/hours?		
Accepted By:(Management)	**Quoted using the Sourcwell (formerly NJPA) contract pricing.	
	**Contract number is #081716-NVS	
Order Taken By:	Purchaser Signature:	Date:

Note: This order is subject to the acceptance of the dealer to which it is addressed, and is subject to Written acceptance by its Sales Manager. Purchaser's deposit will be returned if not accepted. If Vehicle(s) is used the vehicle(s) is sold "as is" with no warranty. Purchaser acknowledges receipt of exact copy of this order.