



# BALLWIN POLICE DEPARTMENT

## MEMORANDUM

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Date: March 9, 2016

To: Eric Hanson – City Administrator

From: Captain Kevin Scott – Interim Chief of Police

Subject: 2016 Patrol Fleet Vehicle Purchase

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Mr. Hanson,

Please find the Ballwin Police Department's 2016 Patrol Fleet Purchase Request for five Ford Taurus Police Interceptor sedans, which were budgeted for fiscal 2016 at \$124,500.00. Our proposal reflects that Lou Fusz Ford in Chesterfield holds the current 2016 State bid contract for these vehicles.

As you will see, we included four dealerships in the informal price quotation process, which obviously included Lou Fusz Ford. We have concluded that Joe Machen's Ford Lincoln in Columbia, MO is the low bid at \$24,615.00 per unit, at a net project cost of \$123,075.00, which is \$1,425.00 below our budget and \$2,650.00 below the State contracted price. It should be mentioned that in 2015, we purchased our original five Ford Police Interceptor sedans from Joe Machen's as well.

I have included Lt. Bushery's "Fleet Recommendations" memorandum which explains our current fleet management plan. I have also included a color coded fleet assignment chart, illustrating our planned vehicle rotation. As we prepare for the fiscal 2017 budget, we will be closely monitoring mileage and maintenance costs with the intent of maintaining vehicles in the fleet longer, requiring less replacement in subsequent years.

At this juncture I am respectfully seeking Board approval for the purchase of five Ford Taurus Police Interceptor sedans from Joe Machen's Ford Lincoln, as outlined in this proposal, to replace an aging portion of our fleet.

Your consideration of the proposal is greatly appreciated.

Respectfully,

Capt. Kevin B. Scott  
Interim Chief of Police



## BALLWIN POLICE DEPARTMENT

### MEMORANDUM

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Date: March 3, 2016

To: Captain Scott

From: Lt. Bushery

Subject: 2016 Fleet Recommendations

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Sir,

With regards to the purchase of five new Ford Police Interceptor sedans, we will need to dispose of surplus vehicles upon delivery and changeover. In consultation with City Mechanic Chuck Loyd, I have the following recommendations.

In assessing our fleet needs, I believe it is prudent to look to the future and the possibility of expanding police services to other municipalities. With the implementation of twelve hour shifts in conjunction with reorganizing the Patrol Support unit, I recommended holding one vehicle back from the sale of surplus vehicles, which would increase the Patrol fleet from nineteen to twenty. This would help ensure sufficient vehicles should any be down for service. Mechanic Loyd advised it is quite possible to have three vehicles down at one time. There would also be four vehicles assigned to DCI, two administrative staff vehicles and the Chief's vehicle for a total of twenty-seven.

Mechanic Loyd and I studied the Fleet Vehicle Maintenance file and determined the vehicles best suited for sale are: 301, 319, 325 and 327. This decision was based on the vehicle year, mileage and maintenance costs. Additionally, the five new Fords will be assigned to officers patrolling sectors with the replaced vehicles either being reassigned in the fleet or sold.

The vehicles designated for sale could be disposed of through auction as in previous years or we could utilize GovDeals. If we do not contract with other Cities to provide police services the vehicle held back from sale could later be disposed of.

I have attached a chart of which vehicles will be sold and where vehicles will be assigned in the fleet.

If you need additional information or have any questions, please contact me.

Respectfully,

A handwritten signature in cursive script that reads "K. Bushery".

Lt. Kevin Bushery

## 2016 Fleet Assignment

Vehicle #	Year	Mileage	Make	Status	Becomes	Unit
309	2012	6372	Tahoe	No Change		Patrol Support
310	2013	53188	Chevy	No Change		Patrol
311	2013	61185	Chevy	New Ford	325	Patrol
312	2014	33852	Chevy	New Ford	327	Patrol
313	2015	21553	Ford	No Change		Patrol
314	2015	16716	Ford	No Change		Patrol
315	2015	16046	Ford	No Change		Patrol
316	2014	41476	Chevy	New Ford	328	Patrol
317	2015	18034	Ford	No Change		Patrol
318	2014	43026	Chevy	New Ford	319	Patrol
319	2009	69080	Chevy	Sold		Patrol
320	2010		Chevy	No Change		Patrol Support
321	2015	15466	Ford	No Change		Patrol
322	2010	73701	Chevy	Rotated	301	Patrol Support
323	2013	37891	Chevy	No Change		Patrol Support
324	2014	36658	Chevy	New Ford	322	Patrol
325	2009	79109	Chevy	Sold		Patrol Support
326	2011	51103	Chevy	No Change		Patrol Support
327	2010	70309	Chevy	Sold		Patrol Support
328	Addition	To	Fleet			Patrol
301	2012	77742	Chevy	Sold		Admin
302	2013	64107	Chevy	No Change		Admin
303	2010	87317	Chevy	No Change		DCI

- Replaced with new Ford and rotated
- Replaced with older vehicle and rotated
- Sold and replaced by older vehicle
- No change



## BALLWIN POLICE DEPARTMENT

### MEMORANDUM

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Date: February 17, 2016

To: Captain Kevin Scott

From: Lt. Bushery

Subject: 2016 Patrol Fleet Vehicle Purchase

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Sir,

With the enactment of 12 hour shifts and consolidating Traffic Safety, Special Operations and Community Policing into one unit, the potential is high that 17 vehicles would be needed during peak staffing hours. Currently, we have 19 vehicles available for the patrol fleet.

With the potential to be utilizing 17 of 19 vehicles, having a reserve of only two vehicles makes the likelihood high that there would not be sufficient vehicles should any be down for service or out of commission due to accidents. I recommend that when we dispose of surplus vehicles, one be held back and left in the fleet to increase the reserve by one.

As part of the 2016 Police Department budget, \$124,500.00 was included for five new Ford Police Interceptor sedans, 3.7L, AWD vehicles. Lou Fusz Ford in Chesterfield is listed on the State bid contract for this item.

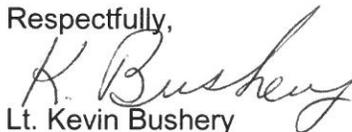
I supplied the same vehicle and option specifications for the Police Interceptor sedan, which are attached to this memorandum to four dealers as listed on the attached City of Ballwin Informal Price Quotes form.

Two dealers, Joe Machens Ford in Columbia, Missouri and Dave Sinclair Ford in St. Louis provided price quotes below the State bid contract. We purchased five Ford Police Interceptor sedans from Machens in 2015 and had no issues with the transaction.

My recommendation is to purchase five Ford Police Interceptor sedans from Machens Ford at a unit cost \$24,615.00 for a total cost of \$123,075. The purchase price is \$1,425.00 below what was budgeted and \$2,650.00 below what the State contract supplier can provide them for.

If you have any questions, please contact me.

Respectfully,

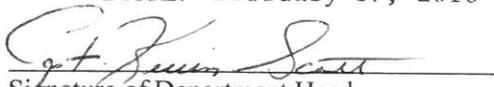
  
Lt. Kevin Bushery

**CITY OF BALLWIN**  
**INFORMAL PRICE QUOTATION**

VENDOR # *	ITEM DESCRIPTION	UNIT COST	QUANTITY	TOTAL COST	NET COST	DELIVERY DATE
1	2016 Ford Police Interceptor 3.7L AWD	\$24,615.00	4		\$123,075	TBD
2	"	\$24,888.00	4		\$124,440	TBD
3	"	\$25,145.00	4		\$125,725	TBD
4	"	\$25,257.00	4		\$126,285	TBD
5						
6						
<b>BUDGETED AMOUNT:</b>				\$124,500.00		

\* Vendors listed below

Recommended Vendor: 1                      DATE: February 17, 2016

  
 Signature of Department Head

If item is between \$1,000 and \$7,500:

Selected Vendor:

\_\_\_\_\_  
 Signature of City Administrator

PURCHASE ORDER #

DATE:

- 
- Vendors:
- #1. Joe Machens Ford Lincoln  
1911 W. Worley Columbia, MO 65203, 573-445-4411
  - #2. Dave Sinclair Ford  
7466 S. Lindbergh St. Louis, MO 63125, 314-892-2600
  - #3. Lou Fusz Ford  
#2 Caprice Drive Chesterfield, MO 63005, 636-532-9955
  - #4. Bo Beuckman Ford  
15675 Manchester Road Ellisville, MO 63011, 636-227-5743
  - #5.
  - #6.

# JOE MACHENS FORD LINCOLN

1911 W. Worley • Columbia, MO 65203 • (573) 445-4411 • (800) 745-4454 • [www.machens.com](http://www.machens.com)

February 3, 2016

City of Ballwin

Subject: Joe Machens Proposal on a 2016 Ford Police Interceptor Sedan AWD 3.7L

To: Whom it May Concern;

As per the requested quote on a 2016 Ford Police Interceptor Sedan AWD 3.7L, Joe Machens Ford proposes the following. The 2016 Interceptor Sedan AWD 3.7L includes the factory standard options. This proposed unit has other manufacturer options, as noted below.

**Price - Dealer Code - Option**

**\$24,522** – P2M – 3.7 – Interceptor Sedan AWD (3.7L)

**\$N/C** – YZ – Exterior Color: Oxford White

**Included Standard Options:**

**\$N/C** – 13C – Dark Car Feature

**\$N/C** – 13P – Headlamp Housing Prep Pkg

**\$N/C** – 17I – Carpet Flooring

**\$N/C** – 20P – Radio Noise Suppression Bonds

**\$N/C** – 21D – Spot Light – Driver Side

**\$N/C** – 51G – PreWiring Grill Lamp/Siren/Spkr

**\$N/C** – 549 – Heated Mirrors

**\$N/C** – 60P – Keyless Entry System

**\$N/C** – 90T – Taillamp Interceptor Housing Only

**\$N/C** – STD – Rearview Camera, Center Stack

**\$N/C** – CW – Charcoal Cloth Interior

**\$N/C** – STD – Interceptor Badge

**Add Optional equipment:**

**\$93** – 77E – Police Wire Harness Connector Kit – Front

**\$0** – Delivery / Fees per vehicle

**Total**

**\$24,615 per vehicle**

Joe Machens Ford appreciates your business and we look forward to servicing your needs in the future. Any questions should be directed to Kelly Sells, Fleet Department Manager.

Thanks,



Kelly Sells  
Fleet Manager  
Joe Machens Ford  
573-445-4411  
[ksells@machens.com](mailto:ksells@machens.com)





Dave Sinclair Ford, Inc.  
7466 S Lindbergh, St Louis, Missouri, 63125  
Office: 314-892-2600 Fax: 314-892-2257

## Customer Proposal

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**Prepared by:**

Les Williams  
Office: 314-892-2600  
Email: [lwilliams@davesinclair.com](mailto:lwilliams@davesinclair.com)

**Date:** 02/09/2016

**Vehicle:** 2016 Sedan Police Interceptor Base  
AWD





## Selected Options

Code	Description	MSRP
P2M	Base Vehicle Price (P2M)	\$29,085.00
500A	Preferred Equipment Package 500A	N/C
99K	Engine: 3.7L Ti-VCT V6 (FFV)	Included
44J	Transmission: 6-Speed Automatic <i>Exclusively police calibrated for maximum acceleration and faster closing speed.</i>	Included
STDTR	Tires: P245/55R18 AS BSW <i>Includes full size spare tire with TPMS.</i>	Included
STDWL	Wheels: 18" x 8" Steel w/Hub Cover <i>5-spoke painted black. Includes hub cover and full-size spare wheel.</i>	Included
C	Heavy-Duty Cloth Front Bucket Seats/Cloth Rear <i>Includes 6-way power driver with manual recline and lumbar, passenger 2-way manual with recline and built-in steel intrusion plates in both front seatbacks.</i>	\$60.00
PAINT	Monotone Paint Application	STD
STDRD	Radio: AM/FM/CD/MP3 Capable <i>Includes clock, 4 speakers and 4.2" color center stack smart display.</i>	Included
13P	Front Headlamp/Police Interceptor Housing Only <i>Includes pre-drilled hole for side marker police use, does not include LED installed lights (eliminates need to drill housing assemblies) and pre-molded side warning LED holes with standard twist lock sealed capability (does not include LED installed lights).</i>	\$120.00
90T	Tail Lamp/Police Interceptor Housing Only <i>Pre-existing holes with standard twist lock sealed capability (does not include LED installed lights) (eliminates need to drill housing assemblies).</i>	\$60.00
77E	Police Wire Harness Connector Kit - Front <i>For connectivity to Ford PI Package solutions includes 2 Male 4-pin connectors for siren, 5 Female 4-pin connectors for lighting/siren/speaker, 1 4-pin IP connector for speakers, 1 4-pin IP connector for siren controller connectivity, 1 8-pin sealed connector and 1 14-pin IP connector.</i>	\$105.00
153	Front License Plate Bracket	N/C
13C	Dark Car Feature <i>Courtesy lamps disabled when any door is opened (trunk not included).</i>	\$20.00
51G	Grille LED Lights Siren & Speaker Pre-Wiring	\$50.00
21D	Driver Only Incandescent Spot Lamp	\$210.00
17I	1st & 2nd Row Carpet Floor Covering <i>Includes front and rear floor mats.</i>	\$125.00
549	Heated Sideview Mirrors	\$60.00
60P	Remote Keyless Entry Key Fob w/o Key Pad <i>Does not include PATS.</i>	\$255.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.



Selected Options (cont'd)

Code	Description	MSRP
20P	Noise Suppression Bonds	\$95.00
CW_01	Charcoal Black	N/C
YZ_01	Oxford White	N/C
SUBTOTAL		\$30,245.00
Destination Charge		\$875.00
TOTAL		\$31,120.00

**BALLWIN POLICE DEPARTMENT**  
**YOUR NET \$24,888**

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.



# BO BEUCKMAN

WEST COUNTY

15675 Manchester Rd  
Ellisville, MO 63011  
636-227-5700  
fax: 636-227-5743

## Quotation

DATE February 8, 2016  
Quotation # PI  
Customer ID 2072366

**Prepared for:**

Ballwin PD  
300 Park Dr  
Ballwin, MO 63011  
636-207-2366  
Attn: Lt. Kevin Bushery

Quotation valid until:

Prepared by: **Bob Kersting**

**Comments or special instructions:**

Description	AMOUNT
<b>2016 Ford Police Interceptor AWD #P2M</b>	<b>\$25,257.00</b>
3.7L V-6 engine	
Dark car feature #13C	
Headlamp Prep #13P	
Carpet flooring #17I	
Radio noise suppression bonds #20P	
Spotlamp driver side #21D	
Pre-wiring grill lamp #51G	
Heated mirrors #549	
Keyless entry system #60P	
Tail lamp prep #90T	
Rearview camera center stack #Std	
White exterior / Charcoal interior	
Front wire kit #77E	
Black wheels with 5" chrome center caps	
<b>TOTAL</b>	<b>\$25,257.00</b>

If you have any questions concerning this quotation, contact Name, Phone Number, E-mail

**THANK YOU FOR YOUR BUSINESS!**