

Dealer Name	Cycle Specialties BMW	Diablo Kawasaki BMW	Cal-Moto	A&S BMW Motorcycles	BMW Motorcycles of San Francisco	Brown Motor Works Inc	IRV Seaver Motorcycles	BMW Motorcycles of Riverside	BMW Motorcycles of Ventura County	Valley Cycle & Motorsports
Phone #	209-524-2955	925-938-8373	650-966-1183	916-726-7334	415-503-9988	909-629-2132	714-532-3700	951-353-0607	805-499-3770	661-324-0768
Contact Person	John Wienholz (owner)	Sam Riviera	Mike Meissner (owner)	Randy Felice	Marcus Ghigliazza	Dave Brown	David Diaz	Steve Hobart	Mike Spencer	Austin
Distance from Fresno	91.2	145.9	130.5	161.5	157.3	217.3	228.5	236.3	180.8	91.2
North or South	North	North	North	North	North	South	South	South	South	South
Did you see or were you aware of the City of Fresno competitive bid for 17 new BMW R 1200 RT-P police motorcycles?	No.	No	No.	No	No	No	Yes	No	No	No
If you had been aware of the competitive bid, would you have submitted a proposal?	Probably. Would have bid had we known about it.	No. Difficult to get that number of RT's. Even just civilian units in a year. Traditionally when we bid for authority or police, its usually two or three units. We would run into a situation where we could not get that number of bikes.	Probably	No. Not doing them anymore. Not doing any bids for police bikes	Yes	Yes	Yes. Would have bid if not for the 5%	Probably. Up to Dan the owner. Especially with 17 bikes. Probably would have but the owner has final say.	Yes. Would have given it a shot	Yes.
If you had been aware of the competitive bid, would you have submitted a proposal knowing about the City's 5% local preference clause?	No. Probably would not make sense to go through the process with the 5% clause. Margins are so low it doesn't work. Every dealer can bid however they want but I think the margin is somewhere around 5%, 10 to 15% on parts. It pretty much gives the local dealer an advantage. Rightfully so. Local dealer is who you should be buying them from. They are paying taxes in your market and supporting the city infrastructure. The police business is a lot of dollars turning, but not a lot of profit in it.	Possible. Depends on if they were charging full retail for all items. We do the bike at the retail number, accessory items would get a discount. It depends on what additional equipment you were looking for and what we have access to.	No. Not worth the time. Dealers, especially local, knowing the 5% thing, I would be quite aggressive knowing we are going to get the service work. Let me put it this way. I probably would have bid, but I couldn't be aggressive as the local dealer would be. We all know what these are selling for because of the old CHP contract. Market price is well known from dealer to dealer. In the bay area here, I would bid on any of them. I'm likely to get the service work.	No. Not doing any bids for police bikes of any kind.	Yes. Probably would still have bid on it.	Possibly. With that in the bid, it would be less than a 50% chance I would bid on it. The 5% would be against me as well as the shipping cost. Would not have put the time and investment into completing the bid due to those two factors.	No. When I hear the 5%, I would be out. I would bid if not for the 5% local preference. Also, I would include shipping costs into the bid which would make it less competitive.	Yes. 5% would not stop us from bidding. We have the same thing in the City of Riverside, think its closer to 10%. Only 5%, there's room to work. That's a good contract to have.	Probably. Probably still would have bid, You never know. Would not have been as aggressive since I will not be getting the service business. Shipping cost to doorstep would have been an issue for me. I would, in my bid, have taken fuel charges into account. would have included shipping in the bid pricing.	Yes. Would have to run the numbers with the 5% to see if he could be competitive. He was skeptical that he could be competitive with the 5% clause.