



**COUNTY OF PLACER, AUBURN, CA  
 BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 20000  
**Title:** Emergency Response Vehicle Supplies and Installation  
**Due Date:** 8/13/19 @ 3:00:00 PM (Pacific)

**Buyer Name/Phone:** Javier Terrazas  
 530-889-4252

(Recommended award is highlighted)

		Name of Firm	Lehr Auto Electric	Emergency Vehicle Specialists	Emergency Vehicle Outfitters			
		City/State	Sacramento CA	Hollister, CA	Elk Grove, CA			
		Contact Person	Steve Adair	Aaron Kakebeen	Shafeel Hussein			
		Telephone	916-267-5547	831-634-1600	916-685-0800			
		Fax	916-646-6656					
		Email	<a href="mailto:steve@lehrauto.com">steve@lehrauto.com</a>	<a href="mailto:aaron@evswest.com">aaron@evswest.com</a>	<a href="mailto:admin@evopse.com">admin@evopse.com</a>			
		FOB	Destination	Destination	Destination			
		Delivery Time	2-21 Days / In-Stock 1-2 Days	21-28 Days	30 Days			
		Turnaround Time	3-5 Business Days	7-10 Days	15 Days			
		LVP Certified? <sup>(1)</sup>	No	No	No			
		Invoice Terms <sup>(2)</sup>	Net 30	2%10 Days	Net 30			
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
CATEGORY 1								
1.1	Lightbar with the following options/modifications: Add (2) LR11 Flashing Alley Lights, LED (SRALF1); Add (2) 500 Series inboard LED, one red and one blue (SLDBR); Add (2) 500 Series inboard LED, one red and one blue (SLDBR); Add (2) TIR high output LED take downs, flashing or steady (SXTDLED); and Add (2) 500 Series inboard LED, amber/amber (SLDAA).	15	1,750.00	26,250.00	1,930.50	28,957.50	1,585.25	23,778.75
1.2	Strap Kit for LFL Liberty SW WeCan Series Super-LED 54" Lightbar. Strap Kit shall be compatible with Chevrolet Tahoe Police SUVs.	15	57.00	855.00	0.00	0.00	65.55	983.25
1.3	CenCom Sapphire Siren with amplifier control module with pigtailed, traffic advisor module, and microphone with CCMICX20 included (20' microphone cable).	15	595.00	8,925.00	0.00	0.00	963.24	14,448.60
1.4	PB400 Full Aluminum Push Bumpers. Push bumpers shall be compatible with 2015 to current model year Chevrolet Tahoe Police SUVs.	15	319.20	4,788.00	276.51	4,147.65	298.71	4,480.65
1.5	Patrol Car Seat, black, with Laguna Seat Belts and Rear Cargo Cage. Patrol car seat shall be compatible with 2011 to current model year Chevrolet Tahoe Police SUVs.	15	1,084.00	16,260.00	1,525.00	22,875.00	928.80	13,932.00
1.6	Stationary Vinyl Coated Partition with Full Lower Extension Panel. The partition shall be compatible with 2015 to current model year Chevrolet Tahoe Police SUVs.	15	599.25	8,988.75	540.54	8,108.10	777.96	11,669.40
1.7	Shotgun Gun Lock	15	77.04	1,155.60	57.75	866.25	75.88	1,138.20
1.8	Ratchet Lock Gen 2	15	125.95	1,889.25	103.40	1,551.00	118.90	1,783.50
1.9	Muzzle Up Partition Mount	30	69.99	2,099.70	107.24	3,217.20	185.99	5,579.70
1.10	Siren Speaker	15	179.99	2,699.85	216.48	3,247.20	226.32	3,394.80
1.11	Speaker Bracket Kit for Whelen SA315P Speaker	15	26.65	399.75	27.06	405.90	28.29	424.35
1.12	Plug In Headlight Flasher for 2015 to current model year Chevrolet Tahoe Police SUVs	15	65.72	985.80	48.97	734.55	40.32	604.80
1.13	Vertex Super-LED Light, Single Self-Contained Hemispheric Light, Color: BLUE	45	77.35	3,480.75	78.54	3,534.30	77.99	3,509.55
1.14	Vertex Super-LED Light, Single Self-Contained Hemispheric Light, Color: RED	45	77.35	3,480.75	78.54	3,534.30	77.99	3,509.55
1.15	Vertex Super-LED Light, Single Self-Contained Hemispheric Light, Color: CLEAR	45	77.35	3,480.75	81.84	3,682.80	81.42	3,663.90
1.16	LIN3 Series Super-LED Lighthouse, Horizontal Mounting, Color: BLUE	15	55.20	828.00	66.66	999.90	63.48	952.20
1.17	LIN3 Series Super-LED Lighthouse, Horizontal Mounting, Color: RED	15	55.20	828.00	66.66	999.90	63.48	952.20

		Name of Firm City/State		Lehr Auto Electric Sacramento CA		Emergency Vehicle Specialists Hollister, CA		Emergency Vehicle Outfitters Elk Grove, CA	
		Contact Person Telephone Fax Email		Steve Adair 916-267-5547 916-646-6656 <a href="mailto:steve@lehrauto.com">steve@lehrauto.com</a>		Aaron Kakebeen 831-634-1600 <a href="mailto:aaron@evswest.com">aaron@evswest.com</a>		Shafeel Hussein 916-685-0800 <a href="mailto:admin@evopse.com">admin@evopse.com</a>	
		FOB Delivery Time Turnaround Time LVP Certified? <sup>(1)</sup> Invoice Terms <sup>(2)</sup>		Destination 2-21 Days / In-Stock 1-2 Days 3-5 Business Days No Net 30		Destination 21-28 Days 7-10 Days No 2%10 Days		Destination 30 Days 15 Days No Net 30	
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1.18	Mounting Bracket for LIN3 Series Super-LED Lighthouse (Horizontal Mounting)	30	8.40	252.00	7.26	217.80	10.92	327.60	
1.19	PAR46 LED Flood - Spotlight	25	129.99	3,249.75	131.99	3,299.75	174.99	4,374.75	
1.2	PAR46 LED Spot - Spotlight	25	129.99	3,249.75	183.48	4,587.00	174.99	4,374.75	
1.21	Magnetic Mic Kit	25	34.95	873.75	23.10	577.50	25.25	631.25	
1.22	Blac-Rac Weapon Mount	20	549.00	10,980.00	504.90	10,098.00	559.85	11,197.00	
1.23	Chargeguard-Select Auto Shut-Off Timer	15	71.38	1,070.70	65.34	980.10	72.55	1,088.25	
1.24	Littlite 12" Gooseneck Lamp with Rehostat Control, Gooseneck Extends From End of Chassis, Lead Extends From Bottom of Chassis.	15	57.75	866.25	39.83	597.45	46.15	692.25	
1.25	Patrol Vehicle "Placer" Console, consisting of the following components:	0	1,142.00	0.00	169.82	0.00	447.35	0.00	
	Arm Rest w/2" Extension	1							
	Arm Rest Pad	1							
	XTL2500 3" Faceplate	1							
	Cencom 4" Faceplate	1							
	1" Blank	1							
	2" Blank	1							
	4" Beverage Holder	1							
	Mount Kit	1							
1.26	Mount Kit	1	117.18	117.18	155.00	155.00	0.00	0.00	
1.27	Speaker	1	178.38	178.38	146.14	146.14	159.20	159.20	
1.28	12" Littlite Console Light	1	57.75	57.75	47.00	47.00	46.15	46.15	
1.29	3 Accessory Outlet	2	21.95	43.90	45.00	90.00	28.50	57.00	
1.3	Dual Stacked LED X Light	2	378.78	757.56	310.29	620.58	346.50	693.00	
1.31	Wig-Wag	1	42.60	42.60	46.86	46.86	44.99	44.99	
1.32	Double Beam Halogen Work Lamp 12V	2	41.82	83.64	47.99	95.98	54.47	108.94	
1.33	LED Strip Light	1	91.80	91.80	100.98	100.98	105.60	105.60	
1.34	2007-2010 Ford Expedition Base	1	113.40	113.40	98.26	98.26	102.68	102.68	
1.35	Mongoose 9" Locking Slide Arm w/o Standard Attachment	1	247.80	247.80	198.02	198.02	219.83	219.83	
1.36	Tilt Swivel Attachment	1	56.00	56.00	55.03	55.03	62.38	62.38	
1.37	Radio Ray Wireless Spot Light	1	244.11	244.11	589.00	589.00	204.92	204.92	
1.38	18" Console	1	344.88	344.88	342.49	342.49	310.39	310.39	
SUB-TOTAL FOR CATEGORY 1:				110,316.15		109,804.49		119,606.33	
CATEGORY 2 - Discounts									

			Lehr Auto Electric		Emergency Vehicle Specialists		Emergency Vehicle Outfitters	
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2.1	Discount off list price for <u>Havis Inc.</u> products not specified above.	100	30.00%	70.00	30.00%	70.00	20.00%	80.00
2.2	Discount off list price for other <u>Troy Products</u> not specified above.	100	28.00%	72.00	25.00%	75.00	20.00%	80.00
2.3	Discount off list price for other <u>SoundOff</u> products not specified above.	100	40.00%	60.00	48.00%	52.00	20.00%	80.00
2.4	Discount off list price for other <u>Federal Signal</u> products not specified above.	100	35.00%	65.00	45.00%	55.00	20.00%	80.00
2.5	Discount off list price for other <u>Setina</u> products not specified above.	100	25.00%	75.00	30.00%	70.00	15.00%	85.00
2.6	Discount off list price for other <u>Cole Hersee</u> products not specified above.	100	52.00%	48.00	0.00%	100.00	10.00%	90.00
2.7	Discount off list price for other <u>Whelen Engineering</u> products not specified above.	100	40.00%	60.00	30.00%	70.00	15.00%	85.00
2.8	Discount off list price for other <u>Santa Cruz Gunlocks</u> products not specified above.	100	33.00%	67.00	40.00%	60.00	10.00%	90.00
2.90	Discount off list price for other <u>Laguna 3P Manufacturing</u> products not specified above.	100	11.00%	89.00	0.00%	100.00	10.00%	90.00
2.1	Discount off list price for other <u>Able 2</u> products not specified above.	100	35.00%	65.00	0.00%	100.00	10.00%	90.00
2.11	Discount off list price for other <u>Hella</u> products not specified above.	100	15.00%	85.00	0.00%	100.00	5.00%	95.00
2.12	Discount off list price for other <u>Gamber Johnson</u> products not specified above.	100	30.00%	70.00	35.00%	65.00	15.00%	85.00
2.13	Discount off list price for other <u>Code 3</u> products not specified above.	100	38.00%	62.00	56.00%	44.00	15.00%	85.00
2.14	Discount off list price for other <u>Truck Vault</u> products not specified above.	100	8.00%	92.00	0.00%	100.00	10.00%	90.00
2.15	Discount off list price for other <u>Go Light</u> products not specified above.	100	21.00%	79.00	0.00%	100.00	10.00%	90.00
SUB-TOTAL FOR CATEGORY 2:				1,059.00		1,161.00		1,295.00
CATEGORY 2 - PATROL VEHICLE INSTALLATION SERVICES								
2.1	Shop labor rate per hour for patrol vehicle equipment installation services.	18	95.00	1,710.00	125.00	2,250.00	125.00	2,250.00
CATEGORY 3 - FIRE VEHICLE INSTALLATION SERVICES								
3.1	Shop labor rate per hour for patrol vehicle equipment installation services.	18	95.00	1,710.00	125.00	2,250.00	125.00	2,250.00

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		LVP Certified? <sup>(1)</sup>		No		No		No	
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Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	
	TRAVEL RATE - FIRE VEHICLE PICKUP/DELIVERY SERVICES	1	37.48	37.48	94.00	94.00	125.00	125.00	
	TRAVEL TIME - FIRE VEHICLE PICKUP/DELIVERY SERVICES	1	37.92	37.92	376.00	376.00	125.00	125.00	
(1) A 5% Local Vendor Preference is granted to those firms who file an LVP Affidavit with Procurement prior to the close of the bid.			Subtotal	114,870.55	Subtotal	115,935.49	Subtotal	125,651.33	
			7.25% Sales Tax (Cat. 1 Only)	7,997.92	7.25% Sales Tax (Cat. 1 Only)	7,960.83	7.25% Sales Tax (Cat. 1 Only)	8,671.46	
			Freight	0.00	Freight	0.00	Freight	0.00	
			Bid Total	122,868.47	Bid Total	123,896.32	Bid Total	134,322.79	
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			LVP	0.00	LVP	0.00	LVP	0.00	
			Prompt Pay Disc	0.00	Prompt Pay Disc	2,477.93	Prompt Pay Disc	0.00	
			<b>Ref. Price</b>	<b>\$122,868.47</b>	<b>Ref. Price</b>	<b>\$121,418.39</b>	<b>Ref. Price</b>	<b>\$134,322.79</b>	

Travel time rate and travel time is \$65 per hour

\*Item 97 Travel rate is calculated by dividing the bidder's hourly rate by number of miles from the bidder's location per Google Map

\*Item 98 - 35 mins rate time multiplied travel rate cost

Delivery Time is beyond specified days in bid

\* Item 26 and 27 - Bidder states included with light bar, however we occasionally purchase separately

\*Item 97 - .50 mile rate multiplied 188 miles from bidder's location per Google Map

\*Item 98 - 4 hours rate time multiplied travel rate cost

\* Removed Item 49 from eval due to vague spec