



# St. Charles County Government

**Department of Finance**

Robert W. Schnur, CPA  
Director

## MEMORANDUM

TO: Steve Ehlmann, County Executive

FROM: Robert W. Schnur, Director

DATE: March 4, 2011

RE: **Notification of Bid Award – Lou Fusz Ford**

*Approved by  
3-14-11  
Consent Agenda*

Attached please find a Notification of Bid Award to **Lou Fusz Ford**, in the amount of **\$30,307.50**, for the purchase of a One ton pick-up with snow plow, salt spreader and other options for the Parks Department. The bid opening was held on February 23, 2011 and these were the bids received:

Vendor	Amount	Vendor	Amount
Lou Fusz Ford Chesterfield MO	\$30,307.50	McMahon Ford (MSTE) St. Louis	\$42,078.00
Reuther Ford Herculaneum MO	\$34,365.00	Broadway Truck Center St. Louis	\$34,570.70
Pundmann Ford St. Charles MO	\$33,441.00		

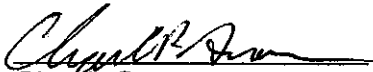
The account number this purchase will be charged to is 245-3300-47420

After your review of the attached, if this meets with your approval, please sign forward to the Council for inclusion on its next agenda.

If you have any questions, please call.

Enclosure

APPROVED:

  
Chuck Gross  
Director of Administration

Date 3/9/11

  
Steve Ehlmann  
County Executive

Date 3-9-11

RECEIVED

MAR - 5 2011

RECEIVED

MAR - 9 2011

ST. CHARLES COUNTY  
COUNSELOR'S OFFICE

RECEIVED

MAR 09 2011

ST. CHARLES COUNTY COUNCIL

COUNTY EXECUTIVE OFFICE

201 N. Second Street • Suite 541 • St. Charles, Missouri 63301  
(636) 949-7465 • Fax (636) 949-7456

# NOTIFICATION OF BID AWARD

**FOR AMOUNTS ABOVE  
\$5,000.00**

Process: Upon selecting winning bid, department must obtain Department Head or Elected official Signature and send to Purchasing. If over \$5,000, Purchasing will obtain County Executive's Signature. If over \$25,000, Purchasing will also route to County Counselor's Office for inclusion on Council Agenda. Once all approvals are obtained, copies will be sent to Director of Administration, County Auditor, County Clerk and Department Head.

Department Parks  
Contact Person Jim Kent Telephone 7632  
Item Bid or Service One-Ten Pick-up Truck *2011 Budget*  
Bid Opening was held on: 2-23-11 Bids Opened by: B. Hooker

*The following bids were received:*

- Vendor: Lou Fusz Price: 30,307.50  
Bid meets all specifications:  Yes  No
- Vendor: MSTE Price: 42,078.00  
Bid meets all specifications:  Yes  No
- Vendor: Reuther Price: 34,365.00  
Bid meets all specifications:  Yes  No
- Vendor: Broadway Price: 34,570.70  
Bid meets all specifications:  Yes  No
- Vendor: Pundmann Price: 33,441.00  
Bid meets all specifications:  Yes  No
- Vendor: \_\_\_\_\_ Price: \_\_\_\_\_  
Bid meets all specifications:  Yes  No

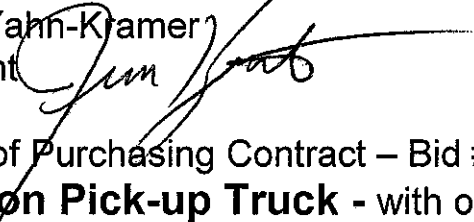

Bid awarded to: Lou Fusz

If bid was not awarded to lowest bidder, please explain reason: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Authorization:**

Account number purchase will be charged against: 2453300 47420  
 Bid over \$5,000 Dept. Head/Elected Official Approval [Signature] 2/28/11  
 Bid over \$5,000 County Executive Approval \_\_\_\_\_  
 Bid over \$25,000 Please route to County Counselors Office for Inclusion on Council Agenda

## MEMORANDUM

TO: Bettie Yahn-Kramer  
FROM: Jim Kent   
DATE: 2-25-11  
RE: Award of Purchasing Contract – Bid #11-065  
**One-Ton Pick-up Truck - with options – Lou Fusz Ford** 

On 2-23-11, Sealed Bids were opened for the purchase of a one ton pick-up trucks.

5 bids were received and the results of those bids are attached.

For purposes of assessment, when a vendor quoted multiple options for the add alternates, I assessed the bid based on the lowest priced option.

A review of the low bid proposal from Lou Fusz Ford disclosed that their product meets or exceed those in the bid specification.

The Lou Fusz Bid with all options totals \$30,307.50. The budget for this equipment is \$45,000. The next lowest bid was from Pundmann Ford for \$33,441.00, a difference of \$3,133.50 (>10%).

With the Lou Fusz bid being significantly lower than any of the other quotes, I was concerned that there might have been a vendor's miscalculation. On 2-24-11, I met with Brad Matheny from Lou Fusz Fleet Sales who had submitted the bid. We reviewed each line item and confirmed their figures for each detail. The significant difference is in the value he placed on the trade-in truck.

In conclusion, the Lou Fusz bid meets or exceeds our specifications and is within the allocated budget. I recommend that we accept the Lou Fusz bid and award appropriately.

This includes;

- Base Truck
- Snow Plow and Salt Spreader
- Bed Hoist
- Cruise Control
- 4.30 axle with differential lock
- Extended Cab

Additionally, the bid submitted by Lou Fusz includes all necessary factory installed functions and controls for the operation of a snow plow and salt spreader without compromising the manufacturer's warranty.

If you have any questions, please feel free to contact me.

**Truck Bid Review**

Bidder	Lou Fusz	MSTE	Reuther	Broadway	Pundmann	Add Alternate Notes	Comments
Base	22,253.50	34,344.00	22,064.00	23,155.70	23,422.00		
Trade	6,500.00	3,750.00	2,500.00	3,000.00	3,650.00		
Base less trade	15,753.50	30,529.00	19,564.00	20,155.70	19,772.00		
AA#1 Plow	4,730.00	4,208.00		4,208.00	4,208.00	Western/MSTE	
						Western/Knapheide	
						Meyer/Kranz	
AA#2 Salter	4,244.00	4,247.00				Byers/MSTE	
						SaltDog/Knapheide	
						SaltDog/Kranz	
AA#3 Criluse	208.00	195.00	195.00	197.00	195.00		
AA#4 axle	347.00	40.00	n/a	0.00	n/a	4.30 w/ Differential Lock	
AA#5 Hoist	2,617.00	2,859.00				Vernco/MSTE	
						Venco/Knapheide	
						Venco/Kranz	
AA#6 Ext Cab	2,408.00	no bid	2,385.00	3,149.00	2,405.00		
	<b>30,307.50</b>	42,078.00	34,365.00	34,570.70	33,441.00		