

# Town of Windsor

## Memorandum

November 12, 2024

**TO:** The Honorable Mayor and Town Council

**FROM:** William G. Saunders, IV, Town Manager WGS

**SUBJECT:** Public Works Pickup Truck

### Background

As the Public Works Department has grown over the last two years, the need for an additional pickup truck has arisen.

### Specifics

The town has received two (2) bids for a new 2024 one ton, 4x4, crew cab, single rear wheel pickup truck. One quote is for a Ford F-350 and the other for a Chevrolet Silverado 3500.

The bids are as similar as possible from an existing procurement contract with a cooperative clause. The Ford is from a procurement by York County and the Chevrolet one by the Virginia Sheriff's Association. A quote for a vehicle from Stellantis (Formerly Dodge) was not obtained, as one was not available with the same configurations.

I understand from Public Works staff that the Chevrolet has more standard features than the Ford, but that is not quantified in the quotes. The quotes for both vehicles include the optional features that are desired by the Public Works Department.

The staff recommends the Ford F-350 from Hall Automotive based upon the lower price; however, either vehicle will serve the needs of the Public Works Department.

### Recommendation

The purchase of the Ford F-350 from Hall Automotive.

### Enclosures

Two (2) pickup truck quotes

# Hall Automotive - Fleet Team

# Proposal

More Cars. Great People.

(a MileOne company)

3757 Bonney Road

Virginia Beach, VA 23452

Phone 757.498.2303 Fax 757.498.2310

DATE:

8/30/2024

| SALESPERSON  | CONTACT      | CUSTOMER        | SHIPPED VIA     | F.O.B. POINT | TERMS        |
|--|--------------|-----------------|-----------------|--------------|--------------|
| Jake Clarke  | Kenneth Sims | Town of Windsor | Hall Automotive | Windsor      | Net 30       |
| DESCRIPTION  |              |                 | QUANTITY        | UNIT PRICE   | AMOUNT       |
| <u>York County IFB Y-10215-VR</u>                    |              |                 |                 |              |              |
| 4.4B - 2024 Ford F-350 Crew Cab 4x4 8' Bed SRW (W3B) |              |                 | 1               | \$ 46,717.00 | \$ 50,327.00 |
| Options to Include:                                  |              |                 |                 |              |              |
| > Z1 - Oxford White Exterior                         |              |                 | 1               | INCL         | INCL         |
| > AS - Medium Earth Gray Vinyl Interior              |              |                 | 1               | INCL         | INCL         |
| > 99A - 6.8L V8 Gasoline Engine                      |              |                 | 1               | INCL         | INCL         |
| > 44F - 10-Speed Automatic Transmission              |              |                 | 1               | INCL         | INCL         |
| > 18B - Platform Running Boards                      |              |                 | 1               | \$ 320.00    | \$ 320.00    |
| > 66S - Upfitter Switches (6)                        |              |                 | 1               | \$ 150.00    | \$ 150.00    |
| > 43C - 120V/400W Outlet                             |              |                 | 1               | \$ 175.00    | \$ 175.00    |
| > 76C - Exterior Backup Alarm                        |              |                 | 1               | \$ 175.00    | \$ 175.00    |
| > 67E - 250 Amp Alternator                           |              |                 | 1               | \$ 85.00     | \$ 85.00     |
| > 85S - Tough Bed Spray-in Bedliner                  |              |                 | 1               | \$ 595.00    | \$ 595.00    |
| > 91S - Amber 360 Degree LED Warn Strobes            |              |                 | 1               | \$ 650.00    | \$ 650.00    |
| > 473 - Snow Plow Prep Package                       |              |                 | 1               | \$ 250.00    | \$ 250.00    |
| > Delivery to Windsor (40 miles x \$1.80/mile)       |              |                 | 1               | \$ 72.00     | \$ 72.00     |
| Proposal Accepted by:                                |              |                 |                 |              |              |
| Printed name:  |              |                 |                 | TOTAL        | \$ 52,799.00 |
| Date :   |              |                 |                 |              |              |

Make all POs to HALL AUTOMOTIVE

If you have any questions, contact Jake Clarke, Fleet Sales, 757.498.2303, jake.clarke@hallauto.com

**THANK YOU FOR YOUR BUSINESS!**

# RK CHEVROLET, INC

# QUOTE

9/3/2024

2661 Virginia Beach Boulevard  
 Virginia Beach, VA 23452  
 Phone 757-486-2222  
[kstolle@rkautogroup.net](mailto:kstolle@rkautogroup.net)

Bill To:  
 Town of Windsor

Ship To:

| SALESPERSON | P.O. NUMBER | DATE SHIPPED | SHIPPED VIA | F.O.B. POINT | TERMS |
|-------------|-------------|--------------|-------------|--------------|-------|
| Stolle      |             |              |             |              |       |

| DESCRIPTION  | QUANTITY | UNIT PRICE  | AMOUNT    |
|--|----------|-------------|-----------|
| 2024 Chevrolet Silverado 3500 Crew Cab 4x4 Long Bed<br><i>W/6.6L GAS V8 ENGINE</i><br>Additional options added | 1        | \$56,451.30 | 56,451.30 |
| VYU - Snow Plow Prep Package   |          |             | -         |
| RVQ - Black Assist Steps   |          |             | -         |
| CGN - Spray Liner  |          |             | -         |
| 9L7 - Upfitter switches  |          |             | -         |
| JL1 - Trailer Brake Controller   |          |             | -         |
| Backrack and lightbar  |          |             | -         |
|  |          |             | -         |
|  |          |             | -         |
|  |          |             | -         |
|  |          |             | -         |
|  |          |             | -         |
|  |          |             | -         |
| VSA Contract #22-05-0917RR   |          |             | -         |
|  |          |             | -         |
| Received in good order by: (sign)  |          | Tax \$      | -         |