

RE: TENDERS - NINE COMPACT AUTOMOBILES

ITEM	8
MANAGER'S REPORT NO.	33
COUNCIL MEETING	1982 05 17

The reason for this report is that we are recommending the second lowest tender to meet specifications.

MUNICIPAL MANAGER'S RECOMMENDATION:

1. THAT the recommendation of the Purchasing Agent be adopted.

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TO: MUNICIPAL MANAGER
FROM: PURCHASING AGENT
RE: TENDERS - NINE (9) COMPACT
AUTOMOBILES
DATE: 1982 May 13

RECOMMENDATION:

1. THAT a purchase order be issued to New Westminster Datsun Ltd. to supply nine (9) 1983 Model Datsun SENTRAS for the sum of \$51,189.37, including applicable taxes.

REPORT

Tenders for the subject automobiles were received up to 15:00 h local time Wednesday, 1982 May 05th.

In addition to our regular advertisements in the Vancouver Sun and Journal of Commerce, tender documents were mailed to a number of prospective Suppliers.

Thirteen (13) tenders were received and opened in the presence of staff and representatives of the Firms bidding.

Funds have been provided in the 1982 C.I.P. for this acquisition.

A tabulation of the tenders received is attached.

The lowest tender submitted, that of Carter Pontiac Buick, for 1982 Acadians is not acceptable for the following reasons:

- i) No full size spare tire quoted
- ii) Unsatisfactory maintenance costs on the four units presently in use

Our experience with 4 units purchased just two years ago is that of very high repair costs after 20,000 km of use. These include 6 clutches, and 3 clutch cables at an average cost of \$350.00 per unit. In fact, clutch failures (cable breakage) have been contributing factors in two accidents.

The second lowest tender to meet specifications is from Courtesy Chevrolet for 1982 Chevetttes. These are identical units to the Acadians; however, this tender includes full size spares.

In August of 1980 we purchased 14 Chevetttes which after twenty months of service have average mileages of 15,000 km. We have already had to replace two clutches in them also. It appears that the same pattern of high maintenance costs will be repeated with these models.

The manufacturers equip Acadian and Chevette compacts with identical clutches. A factor in our evaluation of tenders for these models was that there has been no noticeable improvements in the design and assembly of these clutches since 1980, i.e., clutches in the 1980 and 1982 models are exactly the same.

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Staff has called its dissatisfaction with the high incidence of mechanical failures to the attention of the dealership on many occasions. The only positive result of this action has been that appropriate repairs were carried out only for those failures that occurred during the warranty period. The Municipality defrayed all other costs of repair.

The third lowest tender is that of New Westminster Datsun for 1983 Datsun SENTRAS. Actually it is the lowest tender when all of the cost factors are considered. These are:

- i) Better fuel consumption figures
- ii) Use of regular leaded gasoline
- iii) Superior corrosion and emission control warranties
- iv) More valuable resale value

The fuel consumption savings alone (based on the Transport Canada Ratings for new vehicles and current gasoline prices) will save us almost \$2,000.00 over the Acadians and Chevetttes during our projected five year use period for the vehicles.

This fuel saving effectively makes the New Westminster Datsun tender lower than that of Carter Pontiac Buick by \$550.73 and that of Courtesy Chevrolet by \$1,655.21.

In regards to point (iii) we should mention that premature rusting has been a chronic problem because of our stop start driving and attendant condensation as well as year round outdoor storage.

We also feel that certain features present in this new model will enhance its resale value. They include a 5-speed manual transmission front wheel drive permitting removal of the drive shaft and the addition of five inches of headroom not present in the other models tendered.

We recommend that a purchase order be issued to New Westminster Datsun to supply nine (9) 1983 SENTRA Model Datsun automobiles for the sum of \$51,189.37 including all taxes.



K.F. Williams,
PURCHASING AGENT.

JRH/gbw
Attachments

c.c. Municipal Treasurer
Municipal Clerk

THE CORPORATION OF THE DISTRICT OF BURBARY

TABULATION OF TENDERS

NINE (9) - COMPACT AUTOMOBILES

1982 May 05

PURCHASING DEPAR

ITEM

MANAGER'S REPORT NO. 33

COUNCIL MEETING 1982 05 17

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NO.	COMPANY NAME	MAKE	MODEL & YEAR	UNIT COST	X 9	PROV. TAX	TOTAL	TERMS	DELIVERY	AUT. TRANS.
1	Bill Dockstader Leasing Ltd.	Toyota Tercel	AL21DH 1982	\$ 5,594.11	\$ 50,346.99	\$ 2,013.87	\$ 52,360.87	Net	Not Given	
2	White Spot Services Ltd.	Datsun Sentra	1983	5,670.00	51,030.00	2,041.20	53,071.20	Net	30 Days	
3	New Westminster Datsun Ltd.	Datsun Sentra	1983	5,468.95	49,220.55	1,968.82	51,189.37	Net	45 Days	
4	Barnet Toyota	Toyota Corolla	1982	6,615.85	59,542.65	2,381.70	61,924.35	Net	28 - 35 Days	
4 (ALTERNATE) "		Toyota Tercel	1982	5,732.20	51,589.80	2,063.59	53,653.39	Net	21 - 28 Days	
5	Lansdowne Pontiac Buick GMC Ltd.	Pontiac Acadian	1982	5,500.00	49,500.00	1,980.00	51,480.00	Net	60 - 90 Days	
6	Carter Pontiac Buick Ltd.	Pontiac Acadian	S-71J08 1982	5,315.00	47,835.00	1,913.40	49,748.40	Net	8 Weeks - (60 Days)	
7	Brentwood Dodge	Dodge Omni	1982	6,465.50	58,189.50	2,327.58	60,517.08	Net	60 Days	
8	Burnaby Chrysler	Plymouth Horizon	Hatchback 1982	6,021.90	54,197.10	2,167.88	56,364.98	Net	60 Days	
9	Ford Fair Sales Ltd.	Ford Escort 2 Dr.	Hatchback 1982	5,697.00	51,273.00	2,050.92	53,323.92	Net	60 Days	
10	Richport Ford Sales Ltd.	Ford Escort 2 Dr.	Sedan 1982	5,866.00	52,794.00	2,111.76	54,905.76	Net	60 Days	
11	Eagle Ford Sales Ltd.	Ford Escort 2 Dr.	Sedan 1982	5,918.40	53,265.60	2,130.62	55,396.22	Net	60 Days	
2	Dams Lincoln Mercury	Mercury Lynx	SE 1982	5,606.90	50,462.10	2,018.48	52,480.58	Net	60 Days	
3	Courtesy Chevrolet	Chevette 11J08	1982	5,433.00	48,897.00	1,955.88	50,852.88	Net	90 Days	

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4 (ALTERNATE) "

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