



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The products Being requested are Ford Motorcraft, original equipment manufactured (OEM) parts. The service being requested is Ford factory authorized diagnostics, programming, service & repairs.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Future Ford Fleet: Tracy Gill 2992 Larkin Ave, Clovis CA 93612 559.294.6350 tracyg@futurefordclovis.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
Future Ford cost for the initial three-year term is \$3,102,000 for Sheriff's Office, Department of Public Works and Planning, and Internal Services Department (the Departments). The two remaining one-year terms will cost \$2,068,000 per year for a total of \$5,170,000 for a five-year term.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
This dealership is the only local vendor that abides by the contract hourly rates established in the contract. They are able to provide Ford Factory warranty / recall work and are located within a 15 minute geographic radius from Sheriff's Fleet as well as Fresno County Fleet. This Ford dealership has the unique capability of conducting repairs to Ford vehicles during the warranty period, and preserving the integrity of the warranty. This Ford dealership also has the unique capability of having Ford Factory Module Diagnostic Equipment, allowing technicians to diagnose and communicate with control modules' internal functionality, including programming of multiple control modules, ie body control module (BCM), power control module (PCM), power steering control module (PSCM) etc.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
Ford vehicles in Sheriff's Fleet and Fresno County Fleet have warranty coverage with various time & mileage limits. During the warranty period repairs need to be conducted at a warranty recovery shop, and Ford dealerships are the only option for this service. Some OEM parts are superior in quality to aftermarket parts, and are only available through dealership purchase. It is essential to maintain the integrity of the warranty, that Ford vehicles are able to be repaired at authorized dealerships and using OEM parts. If this service were provided from a dealership outside Fresno County, the travel distance creates a logistical inconvenience and increase in non-productive time on county employees shuttling vehicles for service.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
There are only 3 Ford Dealerships located in Fresno County. Future Ford, Lithia Ford and Fahrney Ford. In the past Lithia has charged rates outside of the contracted hourly rates of the contract. Fahrney Ford has declined to participate in a service parts pricing quotes. Any other Ford Dealerships that might respond to a RFQ would be located in Visalia, Hanford, Madera or Los Banos. It is not practical to incorporate servicing vehicles that far outside the geographic radius of a 15 minute commute provided by Future and Lithia.

jeffrey.stricker 1/14/2026 2:26:50 PM

Requested By:

Sergeant

Title

[\[Sign\]](#) Double click!

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

Christopher.Torres 1/15/2026 12:38:13 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 1/22/2026 7:43:09 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!