



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The Internal Services Department - Fleet Services Division (ISD-Fleet) is requesting to suspend competition to enable the County of Fresno to enter into an agreement with Gibbs International, Inc. for parts and labor to maintain International trucks and equipment.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
The vendor is Gibbs International, Inc. and the vendor contact is Anthony Stegall and he can be reached at astegall@gibbstrucks.com or 559-445-9690 and is located at 2712 S. Fourth Street Fresno, CA 93725.
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.
The total cost of this acquisition is \$300,000 for the entire potential 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.
Gibbs International, Inc. is the only local vendor that provides parts and services for International trucks. There are other vendors who can provide the same service; however they are not located locally therefore use of such companies would cause a delay in county operations.
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.
ISD-Fleet has multiple assets that require the parts and services provided by Gibbs International, Inc. in order to ensure they continue to operate correctly and safely. ISD-Fleet is responsible for maintaining the operational efficiency of assets for user departments countywide including, but not limited to, the Library's bookmobile and Public Works equipment such as a two ton Kenworth Freightliner, a thermolay hotpatch, a PB Patch, a two-ton water truck, and a 7400 Plow all of which ensure the upkeep and maintenance of County roads are rendered timely.
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.
Please see E-PD-048 Attachment A.

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Requested By:

Title

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

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Department Head Signature

mvilanova 7/15/2024 3:50:09 PM

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Purchasing Manager Signature

Gibbs International, Inc. is the only local vendor that has the ability to provide parts (both OEM and aftermarket) for International county assets. Gibbs International, Inc.'s local store is called Gibbs Truck Centers and they have consistently and efficiently provided excellent, cost efficient, parts and services for ISD-Fleet.

Vendors:

Vendor Location Name	Vendor Address	Distance from Fleet Shop	Time to travel
Gibbs Truck Centers	2712 South Fourth Street, Fresno, CA 93725	5 miles	7 Minutes
Speedco - 736	3175 Avenue 17, Madera, CA 93637	34.7 Miles	38 Minutes
Loves Truck Care 382	2700 S Blackstone Street, Tulare, CA 93274	51.2 Miles	48 Minutes
E.M Tharp, Inc.	15243 Road, Porterville, CA 93257	69.1 Miles	1 Hour, 3 Minutes
Loves Truck Care 441	29025 Plaza Dr., Santa Nella, CA 95322	87.1 Miles	1 Hour, 28 Minutes
Interstate Truck Center, LLC.	5843 N. Goldenstate Boulevard, Turlock, CA 95382	89.7 Miles	1 Hour, 29 Minutes
Repairlinkshop.com	Online vendor	N/A	N/A

Though there are other vendors who are capable of providing parts and services for International assets, their locations with respect to the location of the ISD-Fleet maintenance shop results in the vendors not being viable options, as the time it would take for both parts and repair services with a vendor outside of the County is not conducive to efficient operations countywide.

- The closest alternative options would take roughly 40 minutes to travel to acquire parts and an additional 40 minutes to return to the Fleet repair shop. Additional time would also be required should the equipment require to be towed to an alternative vendor for repairs.
- Gibbs Truck Centers, is located in Fresno, just five miles from the Fleet repair shop and can be reached in 7 minutes. This proximity allows for parts to be delivered quickly and tows of equipment to be reasonable. Due to the short distance between the Fleet repair shop and their business, they offer free delivery on most parts and a warranty. Only specialty orders are subject to a Freight Charge.
- There are also businesses that solely operate online who can provide parts for International assets, however the shipping time and stock availability from these businesses also create unwarranted wait times for repairs.

Efficient repair timelines are vital to ensuring that Public Works can continue to provide County road services and Gibbs Truck Centers have historically proven to be capable and expeditious.