



CITY OF GLENDALE, CALIFORNIA  
REPORT TO THE:

Joint  City Council  Housing Authority  Successor Agency  Oversight Board

May 8, 2018

**AGENDA ITEM**

Report: Five-year contract with Ray Gaskin Service, Inc. for \$560,000 for the provision of specialized miscellaneous parts and labor for City-owned Refuse Trucks, Bin Trucks and Perkins Rotary Tipper.

- 1) Resolution dispensing with competitive bidding related to the execution of a five-year contract for \$560,000 with Ray Gaskin Service, Inc. for the provision of specialized miscellaneous parts and labor for City-owned Refuse Trucks, Bin Trucks, and Perkins Rotary Tipper.

**COUNCIL ACTION**

Public Hearing  Ordinance  Consent Calendar  Action Item  Report Only   
Approved for May 8, 2018 calendar

**ADMINISTRATIVE ACTION**

Submitted by:  
Roubik Golanian, Director of Public Works

Prepared by:  
Jeremy Bates, Hourly City Worker

Approved by:  
Yasmin K. Beers, City Manager

Reviewed by:  
Michael J. Garcia, City Attorney

Bob Elliot, Director of Finance and Administrative Services

Shea Eccleston-Banwer, Public Works Manager

Signature

## **RECOMMENDATION**

Staff respectfully recommends that City Council dispense with the competitive bidding process and authorize the City Manager or her designee to execute a contract in the amount of \$560,000 over five years with Ray Gaskin Service, Inc., to provide miscellaneous specialty parts and services for City-owned Refuse Trucks, Bin Trucks and Perkins Rotary Tipper.

## **BACKGROUND/ANALYSIS**

The Public Works Integrated Waste Management Division (IWM) owns and operates more than 50 refuse collection vehicles. Due to their role in maintaining public health in Glendale, it is important for the City to prioritize procuring high quality technology and maintenance services for these vehicles. Accordingly, IWM places a high value on working with vendors with a proven track record.

Equipment down time must also be minimized to allow IWM the greatest possible flexibility and readiness in removing refuse for our customers. It is for this reason that having a long-term contract in place with an authorized dealer for parts and labor to maintain these vehicles when repair demands exceed staff capabilities is important to keeping our community clean and healthy. It allows for equipment breakdowns to be repaired quickly and maintains the manufacturer's warranty on the vehicles, significantly reducing the ownership costs of IWM's fleet of specialized vehicles.

Ray Gaskin Service, Inc., located in Fontana, is the only such factory authorized dealer located in Southern California. The next closest factory authorized dealer and service center for such equipment is located in Northern California. As such, Ray Gaskin Service Inc. is the sole parts and maintenance provider in our region for certain specialty refuse truck parts. Specifically, the company provides parts and service for Pak-More, New Way, and Wayne Curbtender refuse trucks, as well as our Gaskin-upfitted bin trucks. Utilizing a nearby service center is very important to maintain our fleet's readiness and ability to provide the high quality refuse service Glendale has come to expect.

Using the Ray Gaskin Service center in Fontana will allow for a considerably faster maintenance turnaround time than using an alternative location in Northern California or out of state. It will reduce the travel time required for staff to get parts and take vehicles to and from the service center. In turn, this will increase the amount of time available for technicians to spend conducting repairs in the shop instead of spending more time visiting service centers. All these factors point to both reduced cost and improved service quality in using a Southern California vendor.

Over the five year life of the contract, staff anticipates that \$560,000 will meet the needs of IWM for replacement parts, maintenance, and repair services from Ray Gaskin Service, Inc. \$60,000 of this request will allow for the purchase of 7 new input/output ("I/O") boxes for City-owned and Gaskin-serviced refuse trucks. These boxes are input-output electronic devices that interface between the truck driver's controller unit in the cab and air actuators that activate hydraulic valves, allowing the driver to control the truck's hydraulic arm and other moving parts on the vehicle. As numerous I/O boxes on older City-owned refuse trucks have been failing due to age, they need to be replaced in order for the refuse trucks to properly function. The current \$300,000 over 5-years contract with Ray Gaskin Service, Inc. expires in June 2018. This proposed increase is recommended because this vendor has been part of numerous successful bids for Glendale's refuse vehicles following competitive bidding processes, the City's refuse truck fleet is aging and exhibiting wear and tear, and intermittent vacancies in the Public Works Mechanical Maintenance garage have resulted in more vehicles being sent out for service.

**FISCAL IMPACT**

There is no anticipated increased cost from dispensing with competitive bidding and entering into the proposed contract with Ray Gaskin Service, Inc. They have been providing service and parts for the City's Pak-Mor, New Way, and Wayne refuse trucks, as well as the City's bin trucks and Perkins Rotary Tipper. Based on past usage and expected future needs, it is expected that \$560,000 will meet IWM's needs for maintenance and parts for these vehicles and pieces of equipment. There is adequate funding in the Fiscal Year 2018-2019 proposed budget to fund this contract. The amount requested was budgeted in the following account:

44350-601-541: \$560,000

**ALTERNATIVES**

Alternative 1: The City Council may dispense with competitive bidding and authorize City Manager or her designee to negotiate and execute a contract in the amount of \$560,000 for five years with Ray Gaskin Service, Inc. for \$560,000 for the provision of specialized miscellaneous parts and labor for City owned Pak-Mor Refuse Trucks, Wayne Curbtender refuse trucks, Bin Trucks, and Perkins Rotary Tipper.

Alternative 2: The City Council may direct staff to utilize a vendor in Northern California; however, doing so would significantly increase the costs of maintenance for these vehicles and would cause delays in preparing vehicles to re-enter service. The City would have to wait longer for spare parts and for maintenance services while also increasing its inventory of spare parts to compensate for the increase in equipment downtime under this scenario.

Alternative 3: Other local vendors may be utilized but the service they provide would not be as effective as they would not be factory authorized as Ray Gaskin Service, Inc. is. The factory authorized designation gives Ray Gaskin Service, Inc. access to proprietary information and training not available to other local vendors. As a result, other vendors would take longer to provide service and because their services would not be as effective, the City could end up facing higher costs to re-service the vehicles. Furthermore, those vendors may purchase parts from Ray Gaskin Service, Inc. and charge the City a markup, thus further inflating the potential costs of this alternative.

Alternative 4: The City Council may consider another alternative not proposed by staff.

**CAMPAIGN DISCLOSURE**

In accordance with the City Campaign Finance Ordinance No. 5744, the below table includes the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than 10% interest in the company proposed for contract in this Agenda Item Report:

Full Name	Title	Business Address	City	State	ZIP Code
William E. McIntosh	Chief Executive Officer & President	14572 Rancho Vista	Fontana	CA	92335
Lori McIntosh	Secretary	14572 Rancho Vista	Fontana	CA	92335

**EXHIBITS**

Exhibit A: Letters from Curbtender, Inc., and New Way Trucks confirming Ray Gaskin Service, Inc. as the only authorized parts and service provider for their equipment in Southern California.

RESOLUTION NO. \_\_\_\_\_

A RESOLUTION OF THE COUNCIL OF THE CITY OF GLENDALE, CALIFORNIA DISPENSING WITH COMPETITIVE BIDDING AND AUTHORIZING THE PURCHASING MANAGER TO EXECUTE A PURCHASE ORDER/SERVICE AUTHORIZATION WITH RAY GASKIN SERVICE, INC. FOR THE PROVISION OF SPECIALIZED MISCELLANEOUS PARTS AND LABOR FOR CITY OWNED REFUSE TRUCKS, BIN TRUCKS, AND PERKINS ROTARY TIPPER.

**WHEREAS**, the City of Glendale owns and operates more than 50 refuse vehicles that must be maintained to the highest standard because of their impact on public health; and

**WHEREAS**, in order to ensure the readiness of the subject vehicles, equipment down time for routine maintenance or break down in the field must be minimized as much as possible; and

**WHEREAS**, having a contract in place for parts and services from a factory authorized dealer for said vehicles will allow the City to send equipment to the vendor for specialized diagnostics or when repair demands exceed staff capacity, to expedite the procurement of specialized parts when needed, to maintain the manufacturer's warranty, and reduce the City's costs of maintaining the City-wide fleet; and

**WHEREAS**, Ray Gaskin Service, Inc., is a leading provider of products and services to the refuse collection community; and

**WHEREAS**, Ray Gaskin Service, Inc., is the only factory authorized dealer in Southern California, who can provide the specialized parts and labor for City owned Pak-Mor Refuse Trucks, Wayne Curbtender refuse trucks, Bin Trucks, and the Perkins Rotary Tipper; and

**WHEREAS**, utilizing the Ray Gaskin Service, Inc. Service Center in Fontana, California, approximately 50 miles away, will allow for reduced travel time to pick up parts and take vehicles for service, resulting in cost savings for the City; and

**WHEREAS**, Glendale Charter, Article VI, Section 9, provides an exemption to competitive bidding where the City Council determines it is in the best interests of the City to do so; and

**WHEREAS**, given the need to maintain the City's refuse collection trucks, it appear adequate justification exists and it is in the City's best interest – upon recommendation of the Direction of Public Works – to dispense with competitive bidding and to authorize the Purchasing Manager, or his designee to issue and execute a Purchase Order/Service Authorization with Ray Gaskin Service, Inc., to provide the parts and labor for City's owned refuse trucks.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF GLENDALE, CALIFORNIA;**

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1. The foregoing facts are deemed to be true and correct, and are a basis for dispensing with competitive bidding and authorizing the execution of an agreement with a single source.

2. The Council hereby dispenses with competitive bidding and authorizes the Purchasing Manager, or his designee, to issue and execute a Purchase Order/Service Authorization with Ray Gaskin Service, Inc., to provide the parts and labor for City's owned refuse trucks, in an amount not to exceed \$560,000, over five years.

Adopted on this \_\_\_\_\_ day of \_\_\_\_\_, 2018.

\_\_\_\_\_  
Mayor

ATTEST:

\_\_\_\_\_  
City Clerk

STATE OF CALIFORNIA            )  
COUNTY OF LOS ANGELES       )     SS  
CITY OF GLENDALE                )

I, Ardashes Kassakhian, City Clerk of the City of Glendale, do hereby certify that the foregoing resolution No. \_\_\_\_\_ was duly adopted by the Council of the City of Glendale, California, at a regular meeting held on the \_\_\_\_\_ day of \_\_\_\_\_, 2018 and that the same was adopted by the following vote:

Ayes:

Noes:

Absent:

Abstain:

\_\_\_\_\_  
City Clerk

APPROVED AS TO FORM  
SR. ASST. CITY ATTORNEY  
DATE 5-3-18

# EXHIBIT A



1/4/2018

To Whom it May Concern,

This letter is to announce that Ray Gaskin Service of Fontana, CA is the sole factory authorized provider for Curbtender Inc sales, warranty, parts and service for all of southern California.

Sincerely,

**Benjamin Stone  
West Coast RSM  
Curbtender Inc.**

**Curbtender Inc**  
701 Performance Drive  
Cedar Falls, Iowa 50613  
Tel: 1-888-669-2963  
Fax: 1-319-266-8207



*Driving The Difference.*

March 7, 2018

City of Glendale  
ATT: Accounting  
541 W Chevy Chase  
Glendale, CA 91204

The letter is in reference to Ray Gaskin Service. They are the only authorized sales/parts/service center in Northern and Southern California. If you have questions or need additional information, please feel free to contact me.

Sincerely,

Jim Ober  
V.P. Operations



**NEW WAY**

A Product of **Scranton Mfg. Co., Inc.** - 101 State Street Scranton, IA 51462  
800 831 1858 - 712 652 3399 - [www.newwaytrucks.com](http://www.newwaytrucks.com)