

CITY COUNCIL MEETING
JANUARY 15, 1986

P 8132

25

AWARD - ASPHALT
MATERIALS

RES. NO. 86-02

cc 12a

City Manager Peterson presented a breakdown of bids that had been received for Asphalt Materials for the second half of fiscal year 1985-86 explaining that the bid specs called for bids as follows:

ITEM No. 1

Dense Grade Asphalt Concrete, Type B 3/8".
Asphalt binder shall be Viscosity Grade AR-4000
Paving Asphalt.

A - F.O. B. Plant (500 Tons)

B - Stockpile City Limits (100 Tons)

C - Hopper of Paver (300 Tons)

ITEM NO. 2

Dense Grade Asphalt Concrete, Type B 1/2".
Asphalt binder shall be Viscosity Grade AR-4000 Paving
Asphalt.

A - F.O.B. Plant (50 Tons)

B - Stockpile City Limits (50 Tons)

C - Hopper of Paver (50 Tons)

On recommendation of the City Manager, Council adopted Resolution No. 86-02 awarding the contract for asphalt materials for the second half of fiscal year 1985-86 as follows:

Claude C. Wood Co.

Item No. 1 A and B
Item No. 2 A and B

Granite Construction Company

Item No. 1 C
Item No. 2 C



CITY OF LODI

PUBLIC WORKS DEPARTMENT

COUNCIL COMMUNICATION

TO: City Council
FROM: City Manager
DATE: January 6, 1986
SUBJECT: Contract for Asphalt Materials - Second Half of Fiscal Year 1985-86

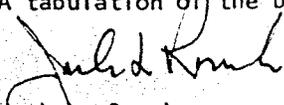
RECOMMENDED ACTION: That the City Council award the contract for asphalt materials for the second half of fiscal year 1985-86 as follows:

Claude C. Wood Company, Clements	Item No. 1 A & B Item No. 2 A & B
Granite Construction Company, Stockton	Item No. 1 C Item No. 2 C

BACKGROUND INFORMATION: The specifications for asphalt materials were approved by the City Council at its meeting December 18, 1985 and two (2) bids were received.

The cost of asphalt materials increased 3% since the last bid was requested in July, 1985.

A tabulation of the bids received is attached for your information.


Jack L. Ronsko
Public Works Director

Attachment

cc: James W. Pruss

JLR/GCB:sls

APPROVED:

THOMAS A. PETERSON, City Manager

FILE NO.

SUPPLIER	ITEM NO. 1 Dense Grade Asphalt Concrete, Type B 3/8". Asphalt binder shall be Viscosity Grade AR-4000 Paving Asphalt.			ITEM NO. 2 Dense Grade Asphalt Concrete, Type B 1/2". Asphalt binder shall be Viscosity Grade AR-4000 Paving Asphalt.		
	A F.O.B. Plant (500 Tons)	B Stockpile City Limits (100 Tons)	C Hopper of Paver (300 Tons)	A F.O.B. Plant (50 Tons)	B Stockpile City Limits (50 Tons)	C Hopper of Paver (.50 Tons)
<u>Claude C. Wood Co., Clements</u>						
Cost Per ton including tax	\$ 24.38	\$ 28.51	\$ 29.95	\$ 23.85	\$ 27.98	\$ 29.42
Plus: City cost for mileage	<u>5.00</u>	_____	_____	<u>5.00</u>	_____	_____
TOTAL	29.38	28.51	29.95	28.85	27.98	29.42
<u>Granite Construction Co., Stkn</u>						
Cost per ton including tax	\$ 24.38	\$ 28.62	\$ 29.68	\$ 23.85	\$ 28.09	\$ 29.15
Plus: City cost for mileage	<u>6.47</u>	_____	_____	<u>6.47</u>	_____	_____
TOTAL	30.85	28.62	29.68	30.32	28.09	29.15



January 20, 1986

To The President
Harley Davidson Motor Co.
P. O. Box 653
Milwaukee, WI 53201

Dear Sir:

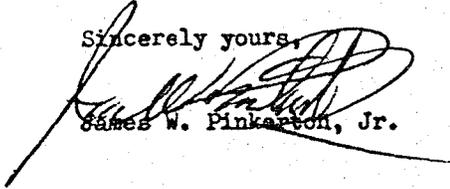
As a fourteen year member of the City Council of Lodi, California and a strong advocate of the "BUY AMERICAN" philosophy, I have frequently been instrumental in circumventing the purchase of imported material and products.

Recently, the City of Lodi determined a need for three motorcycles for traffic control use. At my insistence, research was done to compare the quality and performance of American Cycles with those of the more popular imports. The results, of which I am enclosing a copy for your perusal, revealed shocking and disturbing information.

With findings such as ^{these} ~~this~~, the "Buy American" philosophy, which is vitally important to the American economy, will become increasingly more difficult to encourage and promote.

It is earnestly desired that the enclosed report be carefully reviewed and that immediate procedures be initiated to rectify the opinions or misconceptions regarding your products.

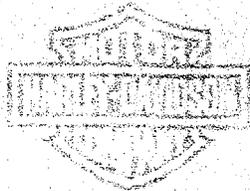
Sincerely yours,


James W. Pinkerton, Jr.

JWPJr/jb
Enc.

P.O. BOX 516 (209) 368-2774
LODI, CALIFORNIA 95241
GRAY IRON/WHITE IRON
CONSTRUCTION CASTINGS





Harley-Davidson Motor Co., Inc., 3700 W. Juneau Ave., P.O. Box 653, Milwaukee, WI 53201 414/342-4680

February 11, 1986

James W. Pinkerton, Jr.
Pinkerton Foundry, Inc.
P.O. Box 516
Lodi, California 95241

Dear Mr. Pinkerton:

Thank you for your letter and subsequent conversation regarding the Lodi bid for three law enforcement motorcycles. We do wish to appeal the decision to buy Kawasaki.

The Harley-Davidson Motor Company began building police motorcycles in 1909. Through the course of two world wars, our motorcycles proved invaluable to the Armed Forces where they were used for escort, dispatch and scouting duties. I tell you this to provide some historical perspective. We know how to build a solid, dependable law enforcement motorcycle!

In 1981, a group of investors from our management team pooled their resources and purchased the company in a leveraged buy out. From that date forward, everything has changed. As I told you, virtually nothing that we are building today is as it was just five short years ago. Our entire model line has been revamped.

In late 1983, we recognized the need for an all new solo law enforcement motorcycle. We began a development program designed to produce this new police motorcycle based on our FXR Superglide II. This vehicle was developed strictly upon the recommendations of the California Highway Patrol, coupled with all new engineering. From this combined effort emerged the 1984 FXRP.

Compared to just a few years past, we now have the following new features:

- 1340cc Evolution Engine
- Tri-Mount chassis, with isolated engine for vibration free service
- 12 Volt, 22 amp electrical system
- V-Fire III ignition system, microprocessor controlled
- New diaphragm clutch
- Final belt drive system
- New, deluxe solo saddle for 1986

We understand and appreciate the work set forth by Captain Hansen in assembling the background research report citing the use of Harley-Davidson or Kawasaki by various agencies. However, we take exception to comparing the product we built some five years ago (the FLH Electra Glide) with the Kawasaki of today. Perhaps better than anyone else, we understand we have had our problems.

James W. Pinkerton, Jr.
 Page 2
 February 11, 1986

In paragraph four of Captain Hansen's report, he details information from the California Highway Patrol citing the following: "The Harley-Davidsons and the Kawasakis were compared on maintenance and the Harley-Davidsons, over a twelve month period, averaged \$200 more in maintenance". This information could only have been obtained from the C.H.P. Motor Transport in Sacramento. According to Jay Emery, Commander, C.H.P. Motor Transport, the C.H.P. does not have such information, nor did they provide the same.

The C.H.P., with a current fleet of some 300 1984 and 1985 FXRPs, is probably your best indicator of the success of our new product. We compare most favorably with any of our competition. In fact, there are several areas where we come out ahead. Please consider the following:

HARLEY-DAVIDSON BELT DRIVE VS KAWASAKI CHAIN DRIVE

	<u>H-D</u>	<u>KAWASAKI</u>
<u>REQUIRED SECONDARY DRIVE COMPONENTS</u>	NONE	\$59.92 - Chain (Remove/replace approx. every 12,000 miles)
<u>CHAIN/SPROCKETS</u>	NONE	8.98 - Front Sprocket (Remove/replace at 20,000 and 40,000 miles) 25.30 - Rear Sprocket
<u>PARTS TOTAL</u>	NONE	59.92 x 3 = \$179.76 (Chains) 34.28 x 2 = 68.56 (Sprockets) \$248.32
<u>LABOR TOTAL</u>	NONE	1.5 hours @ \$25.00, per hour = \$37.50 37.50 x 2 = \$75.00, labor

SAVINGS WITH HARLEY-DAVIDSON - \$323.32 (+/-), per unit

HARLEY-DAVIDSON VS KAWASAKI FUEL COST COMPARISON PROJECTION

	<u>H-D</u>	<u>KAWASAKI</u>
FUEL COST	\$1.25/Gallon	\$1.25/Gallon
MILES PER GALLON	45 (Average)	35 (Average)
CONSUMPTION	1,111 Gal/50,000 miles	1,428 Gal/50,000 miles
COST PER UNIT	\$1,388.80/50,000 miles	\$1,785.71/50,000 miles

SAVINGS WITH HARLEY-DAVIDSON - \$396.91 (+/-), per unit

One area where we stand totally apart from the competition is our resale value. In the last few months, the C.H.P. has sold off their first Harley-Davidson FXRPs returned from service. The return on these units yielded an average of approximately \$4,000, each. Comparable Kawasaki units are sold for an average of \$1,000. I would urge the City to look not only at the up-front cost (where we were still lower than Kawasaki), but also to look at the backside and the potential return to the city when these units are retired from service.

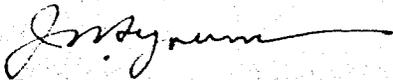
James W. Pinkerton
Page 3
February 11, 1986

We want the business. You might say, "but this is only three motorcycles". Our point is that such action left unheeded can snowball.

Today, we stand ready to provide Lodi with the finest law enforcement motorcycles we have ever produced in our seventy-seven years of building police motorcycles. We would like the City Council to reconsider their actions and award to Harley-Davidson, through our authorized dealer, the bid contract.

Thank you for your assistance, it is very much appreciated.

Sincerely,



Jon S. Syverson
Manager, Police, Shrine and Distributor Sales

cb

Enclosures

cc: V. Beals
J. Finstad
J. Westbrook
J. Wilke