



METROPOLITAN
TRANSPORTATION
COMMISSION
SERVICE AUTHORITY
FOR FREEWAYS
AND EXPRESSWAYS

Joseph P. Bort MetroCenter
101 Eighth Street
Oakland, CA 94607-4700
TEL 510.817.5700
TDD/TTY 510.817.5769
FAX 510.817.5848
E-MAIL info@mtc.ca.gov
WEB www.mtc.ca.gov

Memorandum

TO: Operations Committee

DATE: January 7, 2011

FR: Executive Director

W.I.: 1232

RE: Contracts – Freeway Service Patrol (FSP) Towing Services: As Listed

Background

The Freeway Service Patrol is a congestion relief and safety program that provides free assistance to stranded motorists during commute hours. The Bay Area FSP program started in 1992 with 12 tow trucks patrolling 55 miles of freeway. The program now operates 78 trucks patrolling 35 beats (or freeway segments) along 550 miles of freeway. In 2009, the program provided over 125,000 assists to Bay Area motorists, with an average wait time of only 9 minutes.

Existing contracts for over one-half of the FSP beats are due to expire on June 30, 2011. The next round of contracts cover a four-year period from FY 2011-12 through FY 2014-15 and requires annual funding authorization from the Operations Committee. The contracts are funded with a combination of Federal, State, and Local funds.

Procurement Process

On October 1, 2010, MTC SAFE issued a Request for Qualifications Bid Invitation (RFQBI) to over 600 tow operators in the Bay Area for the 21 beats shown on Attachment 1 (map). Advertisements were placed in 11 Bay Area periodicals announcing the three bidders' conferences that took place in Oakland, Napa, and San Jose.

MTC SAFE has historically undertaken a negotiated procurement for FSP towing services, where a number of factors are compared to select a tow contractor for a specific beat, after which price is negotiated. This current procurement departed from that precedent and consisted of a three-step qualifications-based, low bid process. Bidders had to meet all qualifications and inspection requirements in order to be considered for a contract award. Recommendations for contract awards were based on the lowest responsive and responsible bid, and were subject to the beat limitations designed to ensure contractors will not be over-extended. The three primary steps were:

- Step 1: Review qualifications of proposers to determine which tow contractors met the minimum qualifications (MQs).
- Step 2: Contractors meeting the MQs were invited to submit a price proposal and performance guaranty.

- Step 3: Site visits, which involved vehicle and facility inspections conducted by the partner agencies: California Highway Patrol (CHP), Caltrans, and MTC SAFE.

MTC SAFE received 32 proposals, half of which were from new contractors. Thirty of the 32 companies that submitted Step 1 documentation met the minimum qualifications in order to proceed to Step 2. Three companies did not meet the bid submission requirements for Step 2 and two additional companies chose not to move forward. The partner agencies performed inspections of the remaining 25 companies as part of Step 3; four companies did not pass either the vehicle or facility inspection. As a result of the multi-step process, there were 21 companies eligible for contract awards. However, due to the requirements of the process, there were no longer any qualified bidders for Beat 16. The RFQBI for Beat 16 was reissued in late December, and a contractor recommendation for that beat will be brought to this Committee at a later date.

Staff from MTC SAFE, Caltrans, and CHP met on December 15, 2010 to discuss recommendations for contract awards. Of the 20 beats available for contract awards, MTC SAFE recommends that 17 beats be awarded to the lowest bidder. Due to the beat limitations designed to ensure that contractors are not over-extended beyond their capabilities, staff recommends that three beats be awarded to the second lowest bidder, one of which is a new contractor. The RFQBI expressly permitted this approach. Of the 12 contractors recommended for awards, three are new contractors.

Recommendation

Staff recommends that the Committee authorize the Executive Director or his designee to negotiate and enter into contracts with the tow contractors as listed in the attached "Request for Committee Approval" in a total amount not to exceed \$4,856,544 for FY 2011-12, subject to approval of the SAFE budget.

Steve Heminger

SH: NR

J:\COMMITTE\Operations\2011 Operations Comm Packet\January 2011\FSPToContracts_NRohlich.doc

REQUEST FOR COMMITTEE APPROVAL

Summary of Proposed Contracts

Work Item No.: 1232

Work Project Title: FSP Tow Operations

Purpose of Project: To provide Freeway Service Patrol service as specified on 20 of the beats designated in the RFQBI dated October 1, 2010 and as subsequently amended on October 18, 2010 and November 10, 2010 with terms and conditions as specified.

Brief Scope of Work: Provide tow services during hours of congestion and special events as specified by the FSP Partnership, which includes MTC SAFE, Caltrans, and CHP.

Beat	Tow Contractor	Total Contract Amount (4 years)*	FY 11-12 Not to Exceed Amount*
3	Myers Towing Service	\$1,335,367	\$333,842
5	American Tow	\$1,293,405	\$323,351
9	Campbell's Towing Inc.	\$1,469,308	\$367,327
10	B & A Body Works and Towing	\$1,330,971	\$332,743
11	B & A Body Works and Towing	\$1,115,001	\$278,750
12	A One Towing	\$1,057,729	\$264,432
13	Bill's Towing	\$1,229,549	\$307,387
15	Yarbrough Bros. Towing	\$719,205	\$179,801
17	Sierra Hart	\$1,175,227	\$293,807
20	B & A Body Works and Towing	\$372,862	\$93,216
22	Save Tow	\$1,387,201	\$346,800
24	Sierra Hart	\$386,824	\$96,706
27	K & S Towing	\$1,251,534	\$312,884
29	Sierra Hart	\$910,010	\$227,503
30	Action Towing & Road Service, Inc.	\$908,014	\$227,004
33	Campbell's Towing Inc.	\$597,335**	\$199,112
34	Roadrunner Tow Inc.	\$915,033	\$228,758
35	K & S Towing	\$444,844	\$111,211
36	A One Towing	\$392,344	\$98,086
37	Roadrunner Tow Inc.	\$935,300	\$233,825
	Total	\$19,227,064	\$4,856,544

**includes contingency funds*

***Beat 33 contract is for 3 years*

Project Cost Not to Exceed: As listed above

Funding Source: SAFE, State, Local

Fiscal Impact: Project is consistent with current budget (FY 2011); funding for subsequent years to be proposed for inclusion in FY 2012, FY 2013, FY 2014, and FY 2015 budgets, respectively.

Motion by Committee: That the Executive Director or his designee is authorized to negotiate and enter into agreements with each of the above-named tow contractors in the maximum amounts specified to provide tow service on the designated FSP Beats, and that the Chief Financial Officer is authorized to set aside funds for such agreements in the amounts specified, as such funds become available in subsequent years' operating budgets.

Operations Committee: _____
Amy Rein Worth, Chair

Approved: Date: January 14, 2011

ATTACHMENT 1

FSP Tow Contract Procurement Map

