



City of Winston-Salem City Council Council Agenda Item Summary

Title	Resolution Awarding Purchase Orders for Compact Hybrid Pickup Trucks
City Council Committee	Finance Committee
Staff Lead (Presenter)	Darren Redfield, Purchasing Manager
Department Head	Angus Thomas, Fleet Services Director
City Manager/ACM	Aaron King, ACM

Agenda Item Summary

Recommended Council Action	Resolution Approval
Suggested Motion Options	I move to approve this resolution awarding a purchase order for compact hybrid pickup trucks.
Strategic Focus Area	Good Government
Strategic Plan Objective	GG4: Maintaining and Updating Infrastructure and Facilities
Anticipated Fiscal Impact	Fiscal Impact Anticipated: See Analysis in Summary

Summary of Information

The Pool Vehicles Division of the Fleet Services Department has budgeted to replace 29 vehicles that have exceeded the minimum replacement criteria with new hybrid vehicles to continue the city's effort to reduce our carbon footprint. See Exhibit A for complete replacement details.

After due advertisement, six bids for the purchase of 29 compact hybrid pickup trucks, per bid specifications, were received on September 24, 2025, as follows:

<u>Company</u>	<u>City</u>	<u>Price Each</u>	<u>Price for 29</u>
Parks Ford	Hendersonville, NC	\$29,876	\$866,404
Modern Ford	Boone, NC	\$30,831	\$894,099
Hall Auto	Virginia Beach, VA	\$30,910	\$896,390
Classic Ford	Smithfield, NC	\$30,937	\$897,182
One Nation Distribution	Volant, PA	\$37,989	\$1,101,681
Mark Ficken Ford	Charlotte, NC	\$41,667	\$1,208,343

It is recommended that a purchase order be awarded to Parks Ford, the low bidder meeting specifications, for the purchase of twenty-nine 2026 Ford Maverick pickup trucks in the amount of \$29,876 each, for a total cost of \$866,404.

Analysis of Fiscal Impact

The FY 2025-26 capital equipment budget includes sufficient funds for this purchase, which will be financed as a cash purchase.

M/WBE comment: Exhibit B includes workforce demographics for the supplier.

Attachments

- RES – Compact Hybrid Pickup Trucks
- Exhibit A – Replacement Information
- Exhibit B - Workforce Demographics

Committee Action	Approval 10/14/2025
For: Unanimous (3 votes)	Against:
Remarks: MPT Adams - absent	