



Legislation Text

File #: 17-0944, Version: 1

ITEM: AUTHORIZATION TO AWARD MULTIPLE CONTRACTS FOR VEHICLE TOWING AND STORAGE SERVICES

REQUEST: Authorization to award a primary contract to West Way Towing, Inc. and a secondary contract to Blake's Towing and Transport, Inc., to provide vehicle towing and storage services for the Village.

EXPLANATION: The Palm Beach County Sheriff's Office (PBSO) currently has an agreement with eleven different towing companies throughout the County to provide the Village with vehicle towing and storage services in the event of an accident occurring within the Village limits. The existing agreements require that all towing companies charge customers the fixed Palm Beach County rate (\$167.00), plus a mileage fee of \$7.50 per mile for the number of miles from the point of accident to the towing facility. The towing companies currently under contract with PBSO are located between approximately two miles and twenty-three miles from the Village limits. Therefore, some Village residents and guests may be required to pay the \$167.00 County tow rate, plus \$172.50 (23 miles x \$7.50 per mile fee) in mileage fees, as well as any applicable hookup fees, to retrieve their vehicle.

In order to defray the costs associated with retrieval of a towed vehicle for Village residents and guests, the Village released RFP# 009-17/ED seeking qualified firms interested in providing vehicle towing and storage services to the Village.

On April 25, 2017, the Village received proposals from five firms. On May 11, 2017, the selection committee met and independently scored and ranked each proposal based on the following criteria: Qualifications and Experience, Approach and Methodology, and Price/Fees, as summarized below:

1. West Way Towing, Inc.
2. Blakes Towing and Transport, Inc.
3. Sister's Towing
4. Kauff's Towing
5. Babbsco Towing

The selection committee recommended awarding a contract to West Way Towing, Inc., the highest ranked proposer, as a primary vendor and Blake's Towing and Transport, Inc., the second highest ranked proposer, as a secondary vendor. Blake's Towing and Transport, Inc., would be utilized in the event that West Way Towing, Inc., is unavailable or defaults on the contract.

As part of West Way Towing, Inc.'s. proposal, they will charge Village residents and guests the mandatory \$167.00 established County rate and the established \$7.50 mileage rate; however, they will provide the Village \$67.00 in revenue for each tow, and the mileage rates for Wellington residents and guests will decrease significantly, due to West Way Towing, Inc., recently establishing its primary place of business in Wellington, approximately 2.8 miles from Village Hall.

In summary, by awarding these contracts, the Village expects revenue to increase by approximately \$42,000 annually (\$67.00 per tow times approx. 600 tows), and Village residents and guests can expect to save up to

\$150 in per tow mileage fees. Additionally, West Way Towing, Inc. has agreed to provide towing services for Village owned vehicles at no charge to the Village.

West Way Towing, Inc. has been in business for over twenty-three years and has agreements with other local municipalities, such as the Cities of Boca Raton, Delray Beach, Weston, Sunrise, Lauderdale Lakes, etc. During the past three years alone, West Way Towing, Inc. has handled over 130,000 similar police directed and municipal directed tows. While West Way Towing, Inc. did not qualify for local preference under this solicitation (primary place of business established in Wellington for only three months - six months required), they will qualify as a Western Communities local vendor in August 2017.

On May 16, 2017 the Village received a formal protest from the secondary awardee, Blake's Towing and Transport, Inc. On May 19, 2017, the Village's Director of Purchasing, denied such protest. Pursuant to the Village's protest procedures policy, Blake's Towing and Transport, Inc. had seven days from the date of denial, in which to file an appeal to the Village Manager. No such appeal was filed, and the matter has since been closed.

Staff recommends awarding a primary contract to West Way Towing, Inc. and a secondary contract to Blake's Towing to provide vehicle towing and storage services for the Village. The contracts will continue to be managed by PBSO.

All related RFP documents can be found by clicking the following link:

[<http://wellingtonfl.gov/Home/Components/RFP/RFP/297/203>](http://wellingtonfl.gov/Home/Components/RFP/RFP/297/203)

BUDGET AMENDMENT REQUIRED: NO

PUBLIC HEARING: NO **QUASI-JUDICIAL:**

FIRST READING: **SECOND READING:**

LEGAL SUFFICIENCY: YES

FISCAL IMPACT: The Village expects annual revenue in the amount of approximately \$42,000.

WELLINGTON FUNDAMENTAL: Responsive Government

RECOMMENDATION: Authorization to award a primary contract to West Way Towing, Inc. and a secondary contract to Blake's Towing and Transport, Inc. to provide vehicle towing and storage services for the Village.