

**PROCUREMENT SUMMARY**  
**IFB No. FS73888-2**  
**FREEWAY SERVICE PATROL (FSP) LIGHT DUTY TOWING 2021**

1.	<b>Contract Numbers:</b> FS73888-2000, FS73888-2001, FS73888-2002, FS73888-2004, FS73888-2005, FS73888-2006	
2.	<b>Recommended Vendors:</b> Navarro's Towing Classic Tow, Inc. dba Tip-Top Tow Service Neighborhood Towing 4U, Inc. Bob & Dave's Towing, Inc. Safeway Towing Services, Inc., dba Bob's Towing Hovanwil, Inc., dba Jon's Towing	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> RFP <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> May 19, 2021	
	<b>B. Advertised/Publicized:</b> May 24 and May 27, 2021	
	<b>C. Pre-Bid Conference:</b> June 8, 2021	
	<b>D. Bids Due:</b> June 24, 2021	
	<b>E. Pre-Qualification Completed:</b> September 30, 2021	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> July 15, 2021	
	<b>G. Protest Period End Date:</b> October 14, 2021	
5.	<b>Solicitations Picked up/Downloaded:</b> 36	<b>Bids Received:</b> 14
6.	<b>Contract Administrator:</b> DeValory Donahue	<b>Telephone Number:</b> (213) 922-4726
7.	<b>Project Manager:</b> John Takahashi	<b>Telephone Number:</b> (213) 418- 3271

**A. Procurement Background**

This Board Action is to approve FSP Light Duty Towing Contract Nos. FS73888-2000 (Navarro's Towing), FS73888-2001 (Classic Tow, Inc. dba Tip-Top Tow Service), FS73888-2002 (Neighborhood Towing 4U), FS73888-2004 (Bob & Dave's Towing, Inc), FS73888-2005 (Safeway Towing Services, Inc., dba Bob's Towing) and FS73888-2006 (Hovanwil, Inc., dba Jon's Towing) in support of the Freeway Services Patrol program for a 56-month contract term. These services will be performed on beats covering a designated area within Los Angeles County. Board approval of contract awards are subject to resolution of any properly submitted protest.

Invitation for Bids (IFB) No. FS73888-2 was released on May 19, 2021 and three amendments were issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on June 9, 2021 updated SBE/DVBE Forms.
- Amendment No. 2, issued on June 11, 2021 revised the statement of work.
- Amendment No. 3, issued on June 17, 2021 updated the DEOD compliance manual.

A pre-bid conference was held on June 8, 2021 and was attended by 28 participants representing 17 firms. Fifteen (15) questions were received, and Metro provided responses prior to the bid due date.

## **B. Evaluation of Bids**

A total of 14 bids were received on June 24, 2021 from the firms listed below in alphabetical order to cover 22 towing beats:

1. Bob & Dave's Towing, Inc.
2. Classic Tow, Inc. dba Tip-Top Tow Service
3. Dickson Motor Service
4. F & G Towing, Inc. dba Helms ad Hill
5. Freeway Towing, Inc.
6. Hadley Tow, Inc.
7. Hovanwil, Inc. dba Jon's Towing
8. Metro Towing, Inc.
9. Mid Valley Towing, Inc.
10. Navarro's Towing
11. Neighborhood Towing 4 U, Inc.
12. Reliable Delivery Service, Inc.
13. Safeway Towing Services, Inc. dba Bob's Towing
14. T.G. Towing, Inc.

The IFB was issued requesting bids on two-beat packages. The 14 bids received from the firms above were evaluated based on the requirements of the IFB.

Six (6) of the 14 firms are being recommended for contract award to the following firms: Bob & Dave's Towing, Inc., Classic Tow, Inc. dba Tip-Top Tow Service, Hovanwil, Inc. dba Jon's Towing, Navarro's Towing, Neighborhood Towing 4 U, Inc., and Safeway Towing Services, Inc. dba Bob's Towing. The other 8 firms were deemed ineligible for contract award for not meeting the SBE/DVBE requirements, minimum eligibility criteria or passing the vehicle inspection.

## **C. Price Analysis**

The six (6) firms that will be awarded 11 beats for a total of \$43,649,775.07 are in alphabetical order as follows:

### **Package A-Beats 3 & 43**

<b>BIDDER</b>	<b>BID AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Navarro's Towing	\$7,530,460.00	\$6,439,335.98	\$7,530,460.00
Classic Tow, Inc. dba Tip Top Tow Service	\$7,646,983.96		
Neighborhood Towing 4 U, Inc.	\$7,926,007.32		

### **Package B-Beats 5 & 17**

<b>BIDDER</b>	<b>BID AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Classic Tow, Inc. dba Tip-Top Tow Service	\$7,581,984.20	\$6,439,335.98	\$7,581,984.20
Neighborhood Towing 4 U, Inc.	\$7,926,007.32		

**Package C- Beats 6 & 39 \***

BIDDER	BID AMOUNT	METRO ICE	AWARD AMOUNT
Neighborhood Towing 4 U, Inc.	\$7,926,007.32	\$6,439,335.98	\$7,926,007.32
Classic Tow, Inc. dba Tip Top Tow Service	\$7,768,264.00		
Navarro's Towing	\$7,926,800.00		

**Package F- Beats 18 & 38**

BIDDER	BID AMOUNT	METRO ICE	AWARD AMOUNT
Bob & Dave's Towing, Inc.	\$8,243,687.38	\$7,080,523.84	\$8,243,687.38
Navarro's Towing	\$8,411,036.50		
Neighborhood Towing 4 U, Inc.	\$9,587,710.00		

**Package G- Beats 20 & 37**

BIDDER	BID AMOUNT	METRO ICE	AWARD AMOUNT
Safeway Towing Services, Inc. dba Bob's Towing	\$6,949,125.00	\$6,488,645.63	\$6,949,125.00
Navarro's Towing	\$7,588,125.00		
Bob & Dave's Towing, Inc.	\$7,711,931.25		
Classic Tow, Inc. dba Tip Top Tow Service	\$7,787,812.50		
Neighborhood Towing 4 U, Inc.	\$8,386,875.00		

**Package K-Beat 31**

BIDDER	BID AMOUNT	METRO ICE	AWARD AMOUNT
Hovanwil, Inc. dba Jon's Towing	\$5,418,511.17	\$4,860,858.70	\$5,418,511.17
Classic Tow, Inc. dba Tip Top Tow Service	\$5,957,757.50		
Neighborhood Towing 4 U, Inc.	\$6,650,520.00		

\* For Package C (Beats 6 & 39), while Classic Tow, Inc. dba Tip Top Tow Service's bid was lower than Neighborhood Towing 4 U, Inc., Classic Tow, Inc. dba Tip Top Tow Service is not eligible for award because they would exceed the two-beat cap as they are being recommended for award on Package B (Beats 5 and 17). Therefore, Neighborhood Towing 4 U, Inc. is being recommended for award as the second lowest responsive, responsible bidder.

Pricing is deemed to be fair and reasonable based on the competitive bidding process. The towing industry has been greatly impacted by rising liability and workers compensation insurance premiums as well as a steady increase in the price of fuel, tow trucks, maintenance and repairs due to changing emissions standards. This coupled with Metro's living wage and minimum insurance limits with minimum insurer ratings requirements has resulted in some beat packages exceeding the ICE.

#### **D. Background on Recommended Contractors**

##### **Bob & Dave's Towing, Inc.**

The recommended firm, Bob & Dave's Towing has been a family-owned towing company since 1967 in Whittier, CA. Bob & Dave's has certified FSP operators and has been a Metro contractor for many years.

##### **Classic Tow, Inc. dba Tip-Top Tow Service**

The recommended firm, Classic Tow, Inc. dba Tip-Top Tow Service has been a provider of quality towing and roadside assistance in Santa Monica and surrounding communities since 1989. Classic Tow has certified FSP operators and has been a Metro contractor for many years.

##### **Hovanwil, Inc. dba Jon's Towing**

The recommended firm, Jon's Towing, located in Sun Valley, CA has been in business for 17 years, and is a leader in the towing industry. Jon's Towing has certified FSP operators and has been a Metro contractor for many years.

##### **Navarro's Towing**

The recommended firm, Navarro's Towing has served the Monterey Park, CA community since 2000. Navarro's Towing has certified FSP operators and has been a Metro contractor for many years.

##### **Neighborhood Towing 4 U, Inc.**

The recommended firm, Neighborhood Towing 4 U, Inc. has been conducting business in Los Angeles since 2000. Neighborhood Towing 4U has certified FSP operators and has been a Metro contractor for many years.

##### **Safeway Towing, Inc. dba Bob's Towing**

The recommended firm, Safeway Towing, Inc., dba Bob's Towing of La Puente, CA has been serving the community since 2001. Safeway Towing has certified FSP operators and has been a Metro contractor for many years.