

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** 2021 Ford Pickup Trucks  
Bid #21075

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of one each of three (3) different pickup truck models manufactured by Ford Motor Company – the 2021 Ford Ranger XLT SuperCrew 4x4, 2021 Ford Super Duty F-350 Lariat Crew Cab 4x4, and 2021 Ford F-150 XLT SuperCab 4x4. These vehicles will be used for instructional purposes in HFC's Automotive Technology and Automotive Student Service Educational Training (ASSET) programs to train students in servicing, repairing, and maintaining the latest automotive technologies. With these enhanced skills, HFC graduates will be better prepared to compete for higher paying jobs. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals under Bid #21075. The responses appear below.

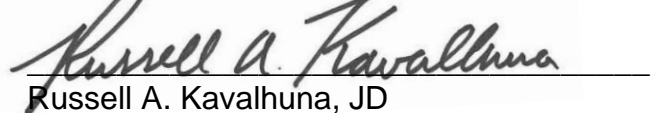
Bidder	2021 Ford Ranger	2021 Ford F-350	2021 Ford F-150	Grand Total
Fairlane Ford	29,703.60	60,894.30	37,621.12	\$128,219.02
Jorgensen Ford Sales	29,863.60	61,054.30	38,143.12	129,061.02
Jack Demmer Ford	30,309.60	61,094.30	38,485.12	129,889.02
Southgate Ford	31,798.00	64,239.00	38,396.00	134,433.00
Village Ford	34,862.00	70,164.02	50,821.78	155,847.80
Bill Brown Ford				No Reply
Gorno Ford				No Reply
North Brothers Ford				No Reply
Pat Milliken Ford				No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to Fairlane Ford Sales, Inc. for \$128,219.02 for the purchase of three (3) 2021 Ford Pickup Trucks requested by the Automotive Technology program, in accordance with the specifications of Bid #21075.

  
John S. Satkowski, JD

Vice President of Financial Services

  
Russell A. Kavalhuna, JD

President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** 2021 Lincoln Aviator Hybrid SUV  
Bid #21076

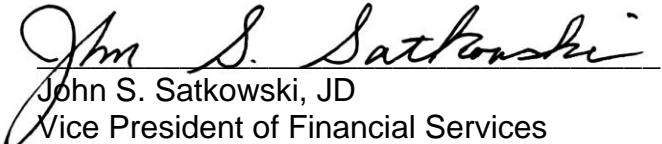
The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of one (1) 2021 Lincoln Aviator Grand Touring Hybrid SUV. This vehicle will be used for instructional purposes in HFC's Automotive Technology and Automotive Student Service Educational Training (ASSET) programs to train students in servicing, repairing, and maintaining the latest automotive technologies including battery-powered electric motors and modular hybrid transmissions. With these enhanced skills, HFC graduates will be better prepared to compete for higher paying jobs. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

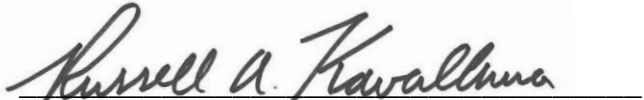
The College solicited proposals under Bid #21076. The responses appear below.

Bidder	Total
Jack Demmer Lincoln	\$73,218.21
Southgate Lincoln	74,908.00
Bob Maxey Lincoln	No Reply
Crest Lincoln	No Reply
Star Lincoln	No Reply
Varsity Lincoln	No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to Jack Demmer Lincoln for \$73,218.21 for the purchase of one (1) 2021 Lincoln Aviator Grand Touring Hybrid SUV requested by the Automotive Technology program, in accordance with the specifications of Bid #21076.

  
John S. Satkowski, JD  
Vice President of Financial Services

  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
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**CONTRACT AWARD**

**SUBJECT:** Hamilton-G5 Mechanical Ventilator

The faculty of the School of Health and Human Services requests a contract for the purchase of one (1) Hamilton-G5 Ventilator Package, Part #159002, including a Standard Trolley Base, Protective Ventilation Tool and Neonatal Applications. The Hamilton-G5 Ventilator is designed for the most complex, critically ill patients in all ICU settings where lung protection is of paramount importance. This medical device will be used by students in the Respiratory Therapist program enabling them to: gain experience and training on one of the most advanced ventilator models available in the healthcare industry; practice ventilator monitoring and management skills; and demonstrate competencies needed for entering clinical rotations and future employment.

The list price for the configured unit totals \$59,707.00; the College's discounted cost totals \$32,397.94. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The Hamilton G5 ventilator system is a sole source product, manufactured, sold, and distributed exclusively by Hamilton Medical, Inc. This product must be purchased directly from Hamilton Medical, Inc. There are no agents or dealers authorized to represent this product. Please see the attached quote and sole source letter.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:


- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.

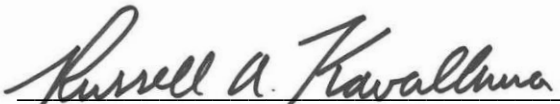
The Hamilton-G5 Mechanical Ventilator procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on November 13, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$32,397.94 to Hamilton Medical, Inc. for one (1) Hamilton-G5 Ventilator Package requested by the Respiratory Therapist program, in accordance with Quote #HFC.1G5.112520.PS dated November 25, 2020.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President