#### Daminion OF BEDFORD INC.

DODGE • CHRYSLER • JEEP • RAM

1750 INDEPENDENCE BLVD. BEDFORD, VIRGINIA 24523 PHONE (540) 586-8221 FAX (540) 586-2038 TOLL FREE (800) 768-3333

**September 25, 2020** 

### PROTEST OF AWARD for IFB 21-04-0925



VIRGINIA SHERIFF'S ASSOCIATION

Vehicle Procurement Program
Contract Administrator
901 East Byrd Street – Suite 1301
Richmond, Virginia 23219

I am writing to officially protest the award of the above referenced IFB for the following vehicles:

Spec 108, 113, 114, 117, 118

Additionally, please note that our protest is only for the Colonial Region

I request a Stay of Award During this Protest

My protest is based on the following reasons for your consideration:

In all cases for the specs that I am protesting, we are, in our home region, the Colonial region, within \$100 of the apparent low bidder

You have modified your specs for this contract year not to include a <u>typically equipped</u> vehicle but instead a base no-option vehicle

The apparent low bidder for most of these models has always charged more for options than we or other bidders who has been awarded the same model for a specific region



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The net result of this is that your constituency, with the addition of commonly requested and needed options, could actually be paying more for their vehicles if they buy from the "apparent" low bidder

It has always been my understanding that the principle goal of the VSA procurement program is not only to provide a valuable service for your constituency in terms of low vehicle prices but to give your constituents the ability to get service for a dealer in their zone rather than being "orphaned" by dealers who don't want to work on vehicles they didn't sell and don't care about.

For these reasons, because our prices, with typical options will be priced essentially the same as the apparent low bidder and because for 3 years we have provided an unsurpassed level of service to our customers, and because your goal is to help your constituency manage their fleets with local, responsive dealers in their region, I respecifully ask that you award the bid for the above referenced specs to our dealership for the Colonial region.

Sincerely,

Bob Kaplan President



Specification #: 108. Chrysler Voyager L (RUCE53)

Vehicle: Chrysler Voyager L (RUCE53)

DOGWOOD ZONE: Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$23,007.00			
2 - Auto World of Big Stone Gap Inc.	\$23,164.44			
3 - Dominion of Bedford	\$23,169.00		The state of the s	
COLONIAL ZONE:  Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,907.00		h W.S The Association Science Will At 18	
2 - Dominion of Bedford	\$22,969.00			
3 - Auto World of Big Stone Gap Inc.	\$23,289.44		<u> </u>	
HERITAGE ZONE:				
Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,807.00	_<_		
2 - Dominion of Bedford	\$23,169.00			
3 - Auto World of Big Stone Gap Inc.	\$23,364.44	ar-verlandskilatenskript, enterentiste v.v.* 5 no -ve	m. 3. M. : " verser av and formalistick allered to the section resistance described and distribution and to the	
CHESAPEAKE ZONE:				_
Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,707.00			
2 - Dominion of Bedford	\$23,269.00	-		
3 - Auto World of Big Stone Gap Inc.	\$23,364.44			

	Reviewed By
Printed Name:	Signature:

Specification #: 113. Dodge Charger Full Size Police Rated Sedan - RWD - 5.7 liter Hemi V8 (LDDE48)

Vehicle: Dodge Charger (LDDE48)

DOGWOOD ZONE: Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$25,003.00	Awarucu	Disquanticu	Acason
2 - Auto World of Big Stone Gap Inc.	\$25,009.17			
3 - Haley Chrysler Dodge Jeep Ram	\$25,056.00			•
4 - Dominion of Bedford	\$25,161.00	- PALL SECTION AND SECTION ASSESSMENT		
COLONIAL ZONE:  Dealer  1 - Haley Chrysler Dodge Jeep Ram	<b>Bid</b> \$24,825.00	Awarded	Disqualified	Reason
2 - Hall Automotive	\$24,903.00	, and the second of the second of the second	SON, you are de scompletelle from the following of the	
3 - Dominion of Bedford	\$24,961.00	( ) Photographic reservation in the property of the control of the	s. An app. Section of the Control of	
4 - Auto World of Big Stone Gap Inc.	\$25,134.17		AND AS CONTRACTOR OF THE STATE	
HERITAGE ZONE:  Dealer	D:J	Awawdad	Disguelified	Dancer
l - Hall Automotive	<b>Bid</b> \$24,803.00	Awarded	Disqualified	Reason
2 - Haley Chrysler Dodge Jeep Ram	\$24,926.00			
3 - Dominion of Bedford	\$25,161.00	·		
4 - Auto World of Big Stone Gap Inc.	\$25,209.17		an additional and additional and additional and additional and additional additional additional and additional additionad	
CHESAPEAKE ZONE:  Dealer  1 - Hall Automotive	<b>Bid</b> \$24,703.00	Awarded	Disqualified	Reason
2 - Haley Chrysler Dodge Jeep Ram	\$24,764.00	<u> </u>	And thin interview of the transport	- Aller Market (Market
3 - Auto World of Big Stone Gap Inc.	\$25,209.17			
4 - Dominion of Bedford	\$25,261.00			

	Reviewed By	
Printed Name:	Signature:	

Specification #: 114. Dodge Charger Full Size Police Rated Sedan - AWD 3.6L V6 (LDEE48)

Vehicle: Dodge Charger Full Size Police Rated Sedan - AWD 3.6L V6 (LDEE48)

DOGWOOD ZONE:	D: 1		TO: 1:0" 1	-
Dealer 1 - Hall Automotive	<b>Bid</b> \$26,961.00	Awarded	Disqualified	Reason
2 - Auto World of Big Stone Gap Inc.	\$26,966.75	<u> </u>		
3 - Dominion of Bedford	\$27,080.00			
4 - Haley Chrysler Dodge Jeep Ram	\$27,169.00	8.5 x x x x x x x x x x x x x x x x x x x		2
COLONIAL ZONE: Dealer 1 - Hall Automotive	<b>Bid</b> \$26,861.00	Awarded	Disqualified	Reason
2 - Dominion of Bedford	\$26,905.00		****	
3 - Haley Chrysler Dodge Jeep Ram	\$26,938.00	wat.	1 AMELICAN SECURIOR	
4 - Auto World of Big Stone Gap Inc.	\$27,091.75		ANY CONCORD COMPARISON OF A	
HERITAGE ZONE: Dealer 1 - Hall Automotive	<b>Bid</b> \$26,761.00	Awarded	Disqualified	Reason
2 - Haley Chrysler Dodge Jeep Ram	\$27,040.00			
3 - Dominion of Bedford	\$27,080.00	dand talender & Sald Makes reside Advise vanil * 24	A-1	
4 - Auto World of Big Stone Gap Inc.	\$27,166.75	d Production Contraction - 2nd 2 production	y - republishmental molecular or b .	
CHESAPEAKE ZONE: Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,661.00	<u>v</u>		
2 - Haley Chrysler Dodge Jeep Ram	\$26,878.00			
3 - Auto World of Big Stone Gap Inc.	\$27,166.75			
4 - Dominion of Bedford	\$27,205.00			

	Reviewed By
Printed Name:	Signature:

Specification #: 117. Dodge Durango Pursuit AWD (WDEE75)

**Vehicle: Dodge Durango Pursuit AWD (WDEE75)** 

DOGWOOD ZONE:				
Dealer	Bid		Disqualified	Reason
1 - Hall Automotive	\$30,154.00	<u> </u>	n man 'n ge 'n neuwyngapinanthipplinjanjahabblingg	
2 - Auto World of Big Stone Gap Inc.	\$30,159.51			
3 - Dominion of Bedford	\$30,247.00			
4 - Haley Chrysler Dodge Jeep Ram	\$30,370.00			
COLONIAL ZONE:  Dealer  1 - Hall Automotive	<b>Bid</b> \$30,054.00	_	Disqualified	Reason
2 - Dominion of Bedford	\$30,034.00			
3 - Haley Chrysler Dodge Jeep Ram	\$30,139.00			·
4 - Auto World of Big Stone Gap Inc.	\$30,284.51			
HERITAGE ZONE:				
Dealer	Bid	Awarded	Disqualified	Reason
l - Hall Automotive	\$29,954.00			
2 - Haley Chrysler Dodge Jeep Ram	\$30,242.00	See Japanese Maininin Maria.	A. Williamore, annalisimate and all all all all all all all all all al	
3 - Dominion of Bedford	\$30,272.00	Section Available Miles and Albertains Section 1		
4 - Auto World of Big Stone Gap Inc.	\$30,359.51			in-religion in the second seco
CHESAPEAKE ZONE:				
Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$29,854.00	<u></u>	r setor shiftenamanishis a 1	
2 - Haley Chrysler Dodge Jeep Ram	\$30,079.00			
3 - Auto World of Big Stone Gap Inc.	\$30,359.51			
4 - Dominion of Bedford	\$30,372.00			
	0_2			

	Reviewed By	
Printed Name:	Signature:	

Specification #: 118. Dodge Durango Special Service RWD (WDDE75)

Vehicle: Dodge Durango SSV (WDDE75)

DOGWOOD ZONE:	D: 1	4	TS11/0" _1	
Dealer 1 - Hall Automotive	<b>Bid</b> \$26,826.00	_	Disqualified	Reason
2 - Auto World of Big Stone Gap Inc.	\$26,831.74			
3 - Dominion of Bedford	\$27,002.00	-		
4 - Haley Chrysler Dodge Jeep Ram	\$27,034.00	eg.a.ygangszegezen zzenaga.		
COLONIAL ZONE: Dealer 1 - Hall Automotive	<b>Bid</b> \$26,726.00	Awarded	Disqualified	Reason
2 - Dominion of Bedford	\$26,802.00	· securioristica es .v	4 non-ways	
3 - Haley Chrysler Dodge Jeep Ram	\$26,804.00	has programmed and a service of the		
4 - Auto World of Big Stone Gap Inc.	\$26,956.74	Appropriate descriptions of the second		
HERITAGE ZONE: Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,626.00			
2 - Haley Chrysler Dodge Jeep Ram	\$26,905.00	man y waterproject debates and a second	utation and appropriate control and a state of the state	
3 - Dominion of Bedford	\$27,002.00			
4 - Auto World of Big Stone Gap Inc.	\$27,031.74	· contribution of the contribution of the con-	25 Yalah m (minintaling)provintaling(sandhe	
CHESAPEAKE ZONE: Dealer  1 - Hall Automotive	<b>Bid</b> \$26,526.00	Awarded	Disqualified	Reason
2 - Haley Chrysler Dodge Jeep Ram	\$26,743.00		nec. to the annual consideration of	
3 - Auto World of Big Stone Gap Inc.	\$27,031.74			
4 - Dominion of Bedford	\$27,102.00		Ex- personal actions, evolutions	

	Reviewed By	
Printed Name:	Signature:	