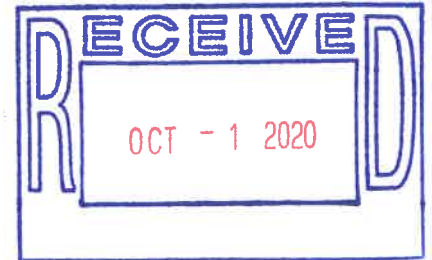


September 25, 2020

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 typically equipped 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



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 respectfully ask that you award the bid for the above referenced specs to our dealership for the Colonial region.

Sincerely,


Bob Kaplan
President



SPECIFICATION REVIEW for BID 21-04-0925 Vehicles (Virginia)

Specification #: 108. Chrysler Voyager L (RUCE53)

Vehicle: Chrysler Voyager L (RUCE53)

DOGWOOD ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$23,007.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Auto World of Big Stone Gap Inc.	\$23,164.44	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$23,169.00	<input type="checkbox"/>	<input type="checkbox"/>	

COLONIAL ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,907.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$22,969.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$23,289.44	<input type="checkbox"/>	<input type="checkbox"/>	

HERITAGE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,807.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$23,169.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$23,364.44	<input type="checkbox"/>	<input type="checkbox"/>	

CHESAPEAKE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$22,707.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$23,269.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$23,364.44	<input type="checkbox"/>	<input type="checkbox"/>	

Reviewed By

Printed Name: _____

Signature: _____

SPECIFICATION REVIEW for BID 21-04-0925 Vehicles (Virginia)

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	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Auto World of Big Stone Gap Inc.	\$25,009.17	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Haley Chrysler Dodge Jeep Ram	\$25,056.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Dominion of Bedford	\$25,161.00	<input type="checkbox"/>	<input type="checkbox"/>	

COLONIAL ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Haley Chrysler Dodge Jeep Ram	\$24,825.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Hall Automotive	\$24,903.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$24,961.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$25,134.17	<input type="checkbox"/>	<input type="checkbox"/>	

HERITAGE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$24,803.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$24,926.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$25,161.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$25,209.17	<input type="checkbox"/>	<input type="checkbox"/>	

CHESAPEAKE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$24,703.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$24,764.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$25,209.17	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Dominion of Bedford	\$25,261.00	<input type="checkbox"/>	<input type="checkbox"/>	

Reviewed By

Printed Name: _____

Signature: _____

SPECIFICATION REVIEW for BID 21-04-0925 Vehicles (Virginia)

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:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,961.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Auto World of Big Stone Gap Inc.	\$26,966.75	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$27,080.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Haley Chrysler Dodge Jeep Ram	\$27,169.00	<input type="checkbox"/>	<input type="checkbox"/>	

COLONIAL ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,861.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$26,905.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Haley Chrysler Dodge Jeep Ram	\$26,938.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$27,091.75	<input type="checkbox"/>	<input type="checkbox"/>	

HERITAGE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,761.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$27,040.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$27,080.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$27,166.75	<input type="checkbox"/>	<input type="checkbox"/>	

CHESAPEAKE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,661.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$26,878.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$27,166.75	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Dominion of Bedford	\$27,205.00	<input type="checkbox"/>	<input type="checkbox"/>	

Reviewed By

Printed Name: _____

Signature: _____

SPECIFICATION REVIEW for BID 21-04-0925 Vehicles (Virginia)

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

Vehicle: Dodge Durango Pursuit AWD (WDEE75)

DOGWOOD ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$30,154.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Auto World of Big Stone Gap Inc.	\$30,159.51	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$30,247.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Haley Chrysler Dodge Jeep Ram	\$30,370.00	<input type="checkbox"/>	<input type="checkbox"/>	

COLONIAL ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$30,054.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$30,072.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Haley Chrysler Dodge Jeep Ram	\$30,139.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$30,284.51	<input type="checkbox"/>	<input type="checkbox"/>	

HERITAGE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$29,954.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$30,242.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$30,272.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$30,359.51	<input type="checkbox"/>	<input type="checkbox"/>	

CHESAPEAKE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$29,854.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$30,079.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$30,359.51	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Dominion of Bedford	\$30,372.00	<input type="checkbox"/>	<input type="checkbox"/>	

Reviewed By

Printed Name: _____

Signature: _____

SPECIFICATION REVIEW for BID 21-04-0925 Vehicles (Virginia)

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

Vehicle: Dodge Durango SSV (WDDE75)

DOGWOOD ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,826.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Auto World of Big Stone Gap Inc.	\$26,831.74	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$27,002.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Haley Chrysler Dodge Jeep Ram	\$27,034.00	<input type="checkbox"/>	<input type="checkbox"/>	

COLONIAL ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,726.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Dominion of Bedford	\$26,802.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Haley Chrysler Dodge Jeep Ram	\$26,804.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$26,956.74	<input type="checkbox"/>	<input type="checkbox"/>	

HERITAGE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,626.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$26,905.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Dominion of Bedford	\$27,002.00	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Auto World of Big Stone Gap Inc.	\$27,031.74	<input type="checkbox"/>	<input type="checkbox"/>	

CHESAPEAKE ZONE:

Dealer	Bid	Awarded	Disqualified	Reason
1 - Hall Automotive	\$26,526.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2 - Haley Chrysler Dodge Jeep Ram	\$26,743.00	<input type="checkbox"/>	<input type="checkbox"/>	
3 - Auto World of Big Stone Gap Inc.	\$27,031.74	<input type="checkbox"/>	<input type="checkbox"/>	
4 - Dominion of Bedford	\$27,102.00	<input type="checkbox"/>	<input type="checkbox"/>	

Reviewed By

Printed Name: _____

Signature: _____