

RoadOne West, Inc

TOWING & RECOVERY
ASSOCIATION OF WASHINGTON



Lincoln Towing Enterprises, Inc
12220 Aurora Ave N
Seattle, WA 98133
206 364 2000
Fax 206 363 7376

November 6, 2012

Fred Podesta, Director
City of Seattle
Financial and Administrative Services
P.O. Box 94680
Seattle, WA 98124-4689

Re: City of Seattle Request for Proposal #FAS-234
Vehicle Impound Management Services (VIMS)

Dear Mr. Podesta:

We are gratified that Lincoln Towing Enterprises has been selected as one of the Top Ranked Proposers selected by the City of Seattle and invited to interview in Round Four of the City's evaluation process. That interview was scheduled for October 31, 2012, from 1:00-3:00 p.m., but on October 18, 2012, the interview was cancelled and the interview phase of the evaluation process has been placed on hold until further notice.

As I am sure you can appreciate, this unexpected delay in the evaluation process has caused a significant amount of concern and confusion for the Lincoln Towing management team and their subcontractors. It has been over one week since the evaluation process was placed on hold and Lincoln Towing is concerned that they haven't heard anything additional from purchasing.

I would like to bring to your attention the time line on this RFP. The RFP was issued on August 14th and a pre-proposal meeting was held on August 30th. Interested parties were given until September 6th to submit questions. The questions, which were responded to on September 11th were so lengthy and in depth that it took 9 pages to respond and those questions generated 2 major changes. One in minimum requirements and the second was almost a complete rewrite of the scoring criteria.

Any questions as to the qualifications of bidders should have been asked during this period. It is not the City's responsibility to explain or respond to anything not asked during this process. It is the bidder's sole responsibility.

Lincoln Towing is sincerely convinced that it is the most qualified proposer to provide the City with the management services requested in the RFP. As well as being the local company finalist providing jobs to the citizens of Seattle, Lincoln Towing, a good corporate citizen for over 36 years, supports the local economy and pays taxes here, as do their potential subcontractors.

As you are aware, Lincoln Towing has enjoyed a long and mutually beneficial relationship with the City. Over the course of this relationship, Lincoln Towing has consistently demonstrated to the City that it operates its business professionally, legally, ethically, cooperatively and has held its Registered Tow Truck Operator's license for 36 years. It will continue to do so as a provider of management services to the City.

It appears that there is an unexpected issue with the RFP and the relative lack of information coming from the City heightens concerns about the transparency of the process. If there is a problem with the evaluation process, Lincoln Towing offers its services to you in whatever way it can reasonably be of assistance to help move the evaluation process forward.

We look forward to hearing from you at your earliest convenience.

Very truly yours,



Mike Bartolotti, President Lincoln Towing

Cc: via email and U.S. Mail
Mike McGinn, Mayor, mike.mcgin@seattle.gov
Peter Holmes, City Attorney, peter.holmes@seattle.gov
Sally Clark, Council President, Seattle City Council, sally.clark@seattle.gov
Ethan Raup, Director, Policy-External Affairs, ethan.raup@seattle.gov
Nancy Locke, Director, PCSD, nancy.locke@seattle.gov
Denise Movius, Director, Regulatory Services, denise.movius@seattle.gov
✓ Michael Mears, Senior Buyer, Purchasing Services, Michael.mears@seattle.gov