

May 13, 2025

Honorable Mayor and City Council  
City of Long Beach  
California

**RECOMMENDATION:**

Recommendation to adopt a Resolution authorizing the City Manager, or designee, to execute a contract, and any necessary documents including any necessary subsequent amendments, with Hyster-Yale Materials Handling, Inc., dba Hyster-Yale Group, Inc., Hyster Company, Yale Materials Handling Corporation, of Greenville, NC, for the purchase of an all-electric Hyster forklift, with related equipment and accessories, on the same terms and conditions afforded to Sourcewell (Contract No. RFP #053024-HYS), in a total amount not to exceed \$45,384, inclusive of taxes and fees. (Citywide)

**DISCUSSION**

City Council approval is requested to enter into a contract with Hyster-Yale Materials Handling Inc., dba Hyster-Yale Group, Inc., Hyster Company, Yale Materials Handling Corporation, (Hyster-Yale), for the purchase and delivery of an all-electric Hyster model J50XNT forklift for use by the Department of Financial Management, Fleet Services Bureau (Fleet), Maintenance Division. Fleet is responsible for maintaining and repairing police helicopters as part of the City of Long Beach's (City) comprehensive fleet maintenance program. The proposed forklift would help support daily operations at the Heliport and would replace a unit that is 39 years old and at the end of its useful life.

No Long Beach-based businesses manufacture or sell this equipment. Fleet researched procurement options for the purchase of electric forklifts and discovered other agencies had completed an open, fair, transparent, and competitive procurement process. The City reviewed the cooperative agreement options and determined that the contract between Sourcewell and Hyster-Yale provided the best value to the City.

Hyster-Yale was selected based on their competitive pricing, best overall quality, and selection of equipment/product offerings to meet the needs of cooperative members and other governmental authorities. All Sourcewell contracts are competitively bid and offer the best available pricing. Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members.

City Charter Section 1802 provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials, equipment, and labor using existing contracts from other governmental agencies. This alternative procurement method can save time and reduce costs through economies of scale by purchasing under existing contracts from other

government agencies on a voluntary and selective basis when authorized by a Resolution adopted by the City Council.

This matter was reviewed by Deputy City Attorney Anita Lakhani on April 28, 2025, Purchasing Agent Michelle Wilson on April 18, 2025, and Revenue Management Officer Geraldine Alejo on April 24, 2025.

### SUSTAINABILITY

The all-electric forklift does not directly produce air toxins, greenhouse gases, or particulate emissions and is fully compliant with the State of California and local district air quality regulations. Cleaner air is healthier for all residents, businesses, and visitors to the City.

### TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on May 13, 2025, to ensure that a contract is in place expeditiously.

### FISCAL IMPACT

The total amount of the contract will not exceed \$45,384, inclusive of taxes and fees. This purchase is budgeted in the Fleet Services Fund Group in the Financial Management Department. Ongoing annual maintenance and replacement costs for this unit are estimated at \$8,100 and will be charged to the General Fund Group in the Financial Management Department through the Fleet Services Bureau's Memorandum of Understanding (MOU) billing process. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with current City Council priorities. There is no local job impact associated with this recommendation.

### SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



Kevin Riper  
Director  
Financial Management

APPROVED:



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THOMAS B. MODICA  
CITY MANAGER