CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)

DEPARTMENT: General Services Department

AGENDA DATE: TBD by Financial Services , March 27, 2007

CONTACT PERSON/PHONE: Jeff Belles, 621-6821 , Terrence Freiburg, 541-4313

DISTRICT (S) AFFECTED: All

SUBJECT:
APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include $ amount if applicable.

Award contract 2007-115, Ford Proprietary Parts and Service to Casa Ford of El Paso Texas. They were the lowest responsive bidder.
Estimated annual expenditures are $250,000 per year.

BACKGROUND / DISCUSSION:
Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

See attached bid tabulations. Casa Ford offered the lowest price for Ford parts. They offered an 8.9% markup vs. a 15% markup from Expressway Ford. Casa Ford's hourly shop rate was also lower than Expressway Ford, $59 vs. $65. Casa Ford has always been a good partner to the City.

PRIOR COUNCIL ACTION:
Has the Council previously considered this item or a closely related one?

Yes.

AMOUNT AND SOURCE OF FUNDING:
How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

45202-37370510-503121 and 45202-37370510-503125, General Services Department, Fleet Services Internal Service Fund

**********REQUIRED AUTHORIZATION**********

DEPARTMENT HEAD: Jeffrey A Belles, March 9, 2007 Jeffrey A Belles

(Example: if RCA is initiated by Purchasing, client department should sign also)
5Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____ **DATE:** _____

PROJECT FORM

DATE: March 12, 2007

PROJECT: Proprietary Parts & Service-Ford Motor Company
NO:2007-115 DEPARTMENT: General Services-Fleet
BUDGET NO:37370510-503121-503125-45202
FUNDING SOURCE: General Services-Fleet Division Internal Service Fund
REPRESENTATIVE DISTRICT(S): All

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RECOMMENDATION: 1) Vendor : Casa Ford Inc.
dba Casa Ford, Lincoln, Mercury
El Paso, Texas
Item(s): Part A, #1 & Part B
Annual Estimated Amount: $ 250,000.00

This is a requirements type contract with an initial term of thirty six (36) months.

The Departments of Financial Services and General Services-Fleet Division recommend award as indicated to the lowest responsive, responsible bidder.

Part A, #1A Ford Proprietary Parts, Medium & Heavy Duty Trucks will not be awarded as no bids were submitted for this item.

BIDS SOLICITED- 05 (04 local)
BIDS RECEIVED- 02
"NO BID" RECEIVED 00

CURRENT TAXES PAID- _____
OUT-OF-TOWN- ___

TOTAL ESTIMATED RECOMMENDED AWARD:$ 750,000.00

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COUNCIL APPROVED ☐ REJECTED ☐ MUNICIPAL CLERK_____

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APPROVED: COUNCIL MEETING DATE: March 27, 2007

Terrence Freiburg
Purchasing Manager
Financial Services Department

JOHN COOK
MAYOR

JOYCE WILSON
CITY MANAGER

JEFFREY A BELLES
DIRECTOR

CITY COUNCIL
ANN MORGAN LILLY, DISTRICT 1
SUSANNAH M. BYRD, DISTRICT 2
J ALEXANDRO LOZANO, DISTRICT 3
MELINA CASTRO, DISTRICT 4
PRESI ORTEGA, JR., DISTRICT 5
EDDIE HOLGUIN JR., DISTRICT 6
STEVE ORTEGA, DISTRICT 7
BETO O'ROURKE, DISTRICT 8

GENERAL SERVICES DEPARTMENT

To: Mayor and City Council

Thru: Joyce Wilson, City Manager

From: Jeffrey A Belles, Director

Subject: Contract 2007-115, Ford Proprietary Parts

Date: March 9, 2007

We will be presenting bid 2007-115 for Ford Proprietary Parts to you for award in late March or early April 2007. The proposed vendor is Casa Ford. Casa Ford is a local El Paso company and they were the lowest responsive bidder. The estimated annual value for this contract is over $250,000 per year. The contract is for three years for a total of approximately $750,000.

This contract is for Ford parts and service. The City owns and operates over 1200 Ford model cars, vans and pickup trucks. This total includes 330 marked patrol cars. This contract will allow us to purchase the necessary repair parts to maintain these vehicles. It will also allow us to use Casa Ford as a repair facility should the need arise.

We have worked with Casa Ford in the past and they have provided an excellent level of service and support to the City.

CITY OF EL PASO BID TABULATION

BID ITEM: PROPRIETARY PARTS & SERVICE - FORD MOTOR COMPANY BID DATE: FEBRUARY 28, 2007			BID # 2007-115 DEPARTMENT: GENERAL SERVICES	
	CASA FORD LINCOLN MERCURY EL PASO, TX	EXPRESSWAY FORD EL PASO, TX		
	PRICE ADJUSTMENT FACTOR			
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP		
A. PRICE LIST PRICING ITEM 1: FORD PROPRIETARY PARTS, LIGHT DUTY VEHICLES	NET ☐ - ____% DISCOUNT ☐ + Cost + 8.9% MARKUP ☒	COST + 15% NET ☒ - ____% DISCOUNT ☐ + ____ MARKUP ☐		
Discount/Mark-up proposed from the FORD MOTOR COMPANY Price List (OR Catalog) (Manufacturer or Brand Name)				
List Number ____ Dated ____ as supplemented, for any quantity as needed:	FPS 8642 02/07			
FROM PRICE LIST FOR MARKETING LEVEL:				
WHOLESALER	☐	☐		
DISTRIBUTOR	☐	☐		
JOBBER	☐	☐		
DEALER	☐	☐		
RETAILER	☐	☐		
OTHER ____	☐ ____	☐ ____		

APPROVED BY: Jesus M. Juarez

DATE: 3/6/07

CITY OF EL PASO BID TABULATION

BID ITEM: PROPRIETARY PARTS & SERVICE - FORD MOTOR COMPANY — **BID # 2007-115**
BID DATE: FEBRUARY 28, 2007 — **DEPARTMENT: GENERAL SERVICES**

	CASA FORD LINCOLN MERCURY EL PASO, TX	EXPRESSWAY FORD EL PASO, TX		
	PRICE ADJUSTMENT FACTOR			
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP		
A. PRICE LIST PRICING ITEM 1A: FORD PROPRIETARY PARTS, MEDIUM & HEAVY DUTY TRUCKS	NET ☐ - ____% DISCOUNT ☐ + ____ MARKUP ☐	NET ☐ - ____% DISCOUNT ☐ + ____ MARKUP ☐		
Discount/Mark-up proposed from the FORD MOTOR COMPANY Price List (OR Catalog) (Manufacturer or Brand Name)		N/A		
List Number ____ Dated ____ as supplemented, for any quantity as needed:	____ ____	____ ____		
FROM PRICE LIST FOR MARKETING LEVEL:				
WHOLESALER	☐	☐		
DISTRIBUTOR	☐	☐		
JOBBER	☐	☐		
DEALER	☐	☐		
RETAILER	☐	☐		
OTHER ____	☐ ____	☐ ____		

APPROVED BY: Jesus M Juarez
DATE: 3/6/07

CITY OF EL PASO BID TABULATION

BID ITEM: PROPRIETARY PARTS & SERVICE - FORD MOTOR COMPANY — **BID # 2007-115**
BID DATE: FEBRUARY 28, 2007 — **DEPARTMENT: GENERAL SERVICES**

		CASA FORD LINCOLN MERCURY EL PASO, TX	EXPRESSWAY FORD EL PASO, TX		
ITEM	MANUFACTURER'S PRICE LIST IDENTIFICATION:				
1.	MANUFACTURER	FORD MOTOR COMPANY	FORD MOTOR COMPANY	FORD MOTOR COMPANY	FORD MOTOR COMPANY
	PRICE LIST FORM NUMBER	FPS 3642	FPS-3642		
	AND/OR DATE		1/1/07 (CD)		
1A.	MANUFACTURER	FORD MOTOR COMPANY	FORD MOTOR COMPANY	FORD MOTOR COMPANY	FORD MOTOR COMPANY
	PRICE LIST FORM NUMBER	FPS 3642			
	AND/OR DATE				
SAMPLE PRICING: MANDATORY REQUIREMENT:					
1.	DESCRIPTION	CONTROL ARM	CONTROL ARM	CONTROL ARM	CONTROL ARM
	YOUR (BID) PRODUCT PART NUMBER	XW1Z-3078-BA	XW1Z-3078-BA	XW1Z-3078-BA	XW1Z-3078-BA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$223.80	$223.80		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$146.23	$154.42		
2.	DESCRIPTION	CATALYTIC CONVERTER	CATALYTIC CONVERTER	CATALYTIC CONVERTER	CATALYTIC CONVERTER
	YOUR (BID) PRODUCT PART NUMBER	4W1Z-5E212-B	4W1Z-5E212-B	4W1Z-5E212-B	4W1Z-5E212-B
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$594.23	$594.23		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$388.27	$410.02		
3.	DESCRIPTION	AXLE SHAFT	AXLE SHAFT	AXLE SHAFT	AXLE SHAFT
	YOUR (BID) PRODUCT PART NUMBER	F8AZ-4234-DA	F8AZ-4323-DA	F8AZ-4323-DA	F8AZ-4323-DA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$234.18	$234.18		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$153.01	$161.59		
4.	DESCRIPTION	OIL COOLER	OIL COOLER	OIL COOLER	OIL COOLER
	YOUR (BID) PRODUCT PART NUMBER	F6PZ-6A642-AA	F6PZ-6A642-AA	F6PZ-6A642-AA	F6PZ-6A642-AA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$419.60	$339.42		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$274.16	$234.20		
5.	DESCRIPTION	POWER STEERING PUMP	POWER STEERING PUMP	POWER STEERING PUMP	POWER STEERING PUMP
	YOUR (BID) PRODUCT PART NUMBER	F85Z-3A674-ABRM	F85Z-3A674-ABRM	F85Z-3A674-ABRM	F85Z-3A674-ABRM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$195.36	$195.36		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$159.36 + $40.00 CORE CHARGE	$168.50		
6.	DESCRIPTION	PARKING BRAKE KIT	PARKING BRAKE KIT	PARKING BRAKE KIT	PARKING BRAKE KIT
	YOUR (BID) PRODUCT PART NUMBER	1W1Z-2C220-AA	1W1Z-2C220-AA	1W1Z-2C220-AA	1W1Z-2C220-AA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$156.30	$156.30		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$102.12	$107.85		

APPROVED BY: Jesus M Juarez

DATE: 3/6/07

CITY OF EL PASO BID TABULATION

BID ITEM: PROPRIETARY PARTS & SERVICE - FORD MOTOR COMPANY — **BID # 2007-115**
BID DATE: FEBRUARY 28, 2007 — **DEPARTMENT: GENERAL SERVICES**

		CASA FORD LINCOLN MERCURY EL PASO, TX	EXPRESSWAY FORD EL PASO, TX		
SAMPLE PRICING: MANDATORY REQUIREMENT (CONTINUED):					
7.	DESCRIPTION	WHEEL COVER	WHEEL COVER	WHEEL COVER	WHEEL COVER
	YOUR (BID) PRODUCT PART NUMBER	1W7Z-1130AA	1W7Z-1130AA	1W7Z-1130AA	1W7Z-1130AA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$63.53	$63.53		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$41.51	$43.84		
8.	DESCRIPTION	WHEEL RIM	WHEEL RIM	WHEEL RIM	WHEEL RIM
	YOUR (BID) PRODUCT PART NUMBER	F8AZ-1007EA	F8AZ-1007EA	F8AZ-1007EA	F8AZ-1007EA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$113.24	$113.24		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$98.61	$104.18		
9.	DESCRIPTION	STARTER	STARTER	STARTER	STARTER
	YOUR (BID) PRODUCT PART NUMBER	SA848RM	SA848RM	SA848RM	SA848RM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$154.20	$154.20		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$100.75 + $75.00 CORE CHARGE	$106.40		
10.	DESCRIPTION	ALTERNATOR	ALTERNATOR	ALTERNATOR	ALTERNATOR
	YOUR (BID) PRODUCT PART NUMBER	F8AZ-10346ABRM	F8AZ-10346ABRM	F8AZ-10346ABRM	F8AZ-10346ABRM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP	$324.98	$324.98		
	CITY'S COST, AFTER DISCOUNT/MARK-UP	$212.34 + $75.00 CORE CHARGE	$224.24		
B. SERVICE LABOR RATES:	SHOP BILLING RATE: (PER HOUR) EXCLUDES PARTS	$59.00 (PER HOUR)	$65.00 (PER HOUR)	(PER HOUR)	(PER HOUR)
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE AN OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN TH TIME PERIOD NOTED ON THE SELECTED OPTIONS.					
BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:					
ONE ADDITIONAL YEAR AT THE SAME UNIT PRICES, IF THE OPTION IS EXERCISED WITHIN:		[X]	[ ]	[ ]	[ ]
TWO ADDITIONAL YEARS AT THE SAME UNIT PRICES, IF THE OPTION IS EXERCISED WITHIN:		[ ]	[X]	[ ]	[ ]

APPROVED BY: Jesus M. Juarez

DATE: 3/6/07

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BID ITEM: PROPRIETARY PARTS & SERVICE - FORD MOTOR COMPANY BID DATE: FEBRUARY 28, 2007			BID # 2007-115 DEPARTMENT: GENERAL SERVICES	
	CASA FORD LINCOLN MERCURY EL PASO, TX	EXPRESSWAY FORD EL PASO, TX		
A. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT. B. THREE YEARS FROM DATE OF AWARD OF THE CONTRACT. C. NO OPTION OFFERED.	YES ☐ NO ☐ YES ☒ NO ☐ ☐	YES ☐ NO ☐ YES ☒ NO ☐ ☐		
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS		
BIDDER'S PROMISED DELIVERY:	SAME DAY √ OR OVERNIGHT ___	SAME DAY ___ OR OVERNIGHT √		
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.				
BIDS SOLICITED: 5	BIDS RECEIVED: 2		BIDS LOCAL: 4	NO BIDS: 0

APPROVED BY: Jesus M. Juarez

DATE: 3/6/07

CASA FORD, INC.
5815 MONTANA AVE.
EL PASO, TEXAS 79925

EXPRESSWAY FORD
5550 N. DESERT BLVD
EL PASO, TEXAS 79912

SHAMALEY FORD/ISUZU
11301 GATEWAY WEST
EL PASO, TEXAS 79936

SOUTHWEST TRUCK SALES
10901 GATEWAY WEST
EL PASO, TEXAS 79935

BORMAN AUTOPLEX FORD/LINCOLN
MERCURY
470 W. BOUTZ ST.
LAS CRUCES, NM 88001