

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** General Services – Fleet Division

**AGENDA DATE:** 03/30/10

**CONTACT PERSON NAME AND PHONE NUMBER:** Stuart Ed, Director, General Service, (915) 621-6822  
Carmen Arrieta-Candelaria, CFO, 541-4293

**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.

Approve the award of solicitation 2010-011 to Alamo Auto Supply, Inc. for the purchase of emergency lighting and warning and communication mounting equipment and installation. Estimated expenditures are \$540,000 over the three (3) year term of the contract.

**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?

The City currently owns several vehicles, machinery and equipment that require the use of lighting, warning and/or communication components used for several applications. The approval of this contract would allow for the continual maintenance and upkeep of these components and would permit for consistent and safe operation of vehicles. Local business is being supported.

**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?

37370510-504412-45202-37000 or 373370510-503125-45202-37000

General Services Dept, Internal Service Fund

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*



**DEPARTMENT HEAD:**

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

PROJECT FORM

DATE: March 10, 2010

PROJECT: Emergency Lighting, Warning and Communication Mounting Equipment and Installation
SOLICITATION NO: 2010-011
DEPARTMENT: General Services - Fleet Division EA
FUNDING SOURCE: Internal Service Fund
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Alamo Industries, Inc. DBA Alamo Auto Supply
El Paso, Texas
Item: All Items: Part A and Part B
Amount: \$180,000.00 estimated annual expenditures

General Services and Financial Services Departments recommend award to the lowest responsive, responsible Bidder for parts which is the majority of the bid.

This is a thirty-six (36) month requirements type contract for Emergency Lighting, Warning and Communication Mounting Equipment and Installation. Vendor offers the City the option to extend the term of the contract at the same unit price for an additional two (2) years period if the option is exercised prior to the expiration of the original term of the contract. No prompt payment discount is offered.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

BIDS SOLICITED- 7 (6 local)
BIDS RECEIVED- 2
"NO BID" RECEIVED 0

TOTAL RECOMMENDED AWARD: \$540,000.00
Estimated total 3 yr expenditures

COUNCIL APPROVED [ ] REJECTED [ ] MUNICIPAL CLERK \_\_\_\_\_

APPROVED:

COUNCIL MEETING DATE: March 30, 2010

Carmen Arrieta-Candelaria
Chief Financial Officer, 541-4293
Financial Services Department, Purchasing Division

cc: Bid File

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION BID # 2010-011  
 BID DATE: DECEMBER 30, 2009 DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PART A: PRICE LIST PRICING</b>				
<b>GROUP I: WARNING LIGHTING AND EQUIPMENT</b>	<b>PRICE ADJUSTMENT FACTOR</b>			
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 1. <u>FEDERAL SIGNAL</u> (Note: Manufacturer or Brand Name, as applicable)	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
	- <u>32</u> % DISCOUNT <input checked="" type="checkbox"/>	- <u>20</u> % DISCOUNT <input checked="" type="checkbox"/>		
	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>M100-1109</u> 11/1/09	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____ <input checked="" type="checkbox"/> <u>LIST</u>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <u>LIST</u>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		

APPROVED BY: ls/

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION BID # 2010-011  
 BID DATE: DECEMBER 30, 2009 DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 2. <u>CODE 3</u> (Note: Manufacturer or Brand Name, as applicable)	NET <input type="checkbox"/> - <u>32</u> % DISCOUNT <input checked="" type="checkbox"/> + ____ % MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - <u>20</u> % DISCOUNT <input checked="" type="checkbox"/> + ____ % MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>C3LIST0509</u> <u>JUNE 1, 09</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____ <input checked="" type="checkbox"/> <u>LIST</u>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		

APPROVED BY: Isi

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION** **BID # 2010-011**  
**BID DATE: DECEMBER 30, 2009** **DEPARTMENT: GENERAL SERVICES - FLEET**

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 3. <u>ABLE II</u> (Note: Manufacturer or Brand Name, as applicable)	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
	- 40 % DISCOUNT <input checked="" type="checkbox"/>	- 20 % DISCOUNT <input checked="" type="checkbox"/>		
	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<b><u>RETAIL PRICE</u></b> <b><u>JAN 1, 2010</u></b>	<b><u>NONE STATED</u></b> <b><u>NONE STATED</u></b>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		
OTHER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

APPROVED BY: Isi

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION** **BID # 2010-011**  
**BID DATE: DECEMBER 30, 2009** **DEPARTMENT: GENERAL SERVICES - FLEET**

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog:	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>		
4. <u>UNITY</u> (Note: Manufacturer or Brand Name, as applicable)	- ___% DISCOUNT <input type="checkbox"/>	-25% DISCOUNT <input checked="" type="checkbox"/>		
	+ ___% MARKUP <input type="checkbox"/>	+ ___% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>JOBBER 122-07</u> <u>12/9/09</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER _____ <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

APPROVED BY:  /s/

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION BID # 2010-011  
 BID DATE: DECEMBER 30, 2009 DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog:	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
5. <u>911 EP</u> (Note: Manufacturer or Brand Name, as applicable)	-25% DISCOUNT <input checked="" type="checkbox"/>	-15% DISCOUNT <input checked="" type="checkbox"/>		
	+ ___% MARKUP <input type="checkbox"/>	+ ___% MARKUP <input type="checkbox"/>		
List Number _____	<u>911EP/SOS</u>	<u>NONE STATED</u>		
Dated _____	<u>11/2/09</u>	<u>NONE STATED</u>		
As supplemented, for any quantity as needed:				
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> LIST	<input type="checkbox"/> _____		

APPROVED BY:  /sl/

DATE:  1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION BID # 2010-011  
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	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog:	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
6. <u>WHELEN</u> (Note: Manufacturer or Brand Name, as applicable)	-25% DISCOUNT <input checked="" type="checkbox"/>	-20% DISCOUNT <input checked="" type="checkbox"/>		
	+ ____% MARKUP <input type="checkbox"/>	+ ____% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>PL10.OWL</u> <u>12/22/09</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER _____ <input type="checkbox"/>	<input type="checkbox"/> <b>LIST</b>	<input type="checkbox"/> _____		

APPROVED BY:  /sl

DATE:  1/29/10

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	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
	<b>PRICE ADJUSTMENT FACTOR</b>			
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog:	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
7. <u>JOTTO DESK</u> (Note: Manufacturer or Brand Name, as applicable)	- 10 % DISCOUNT <input checked="" type="checkbox"/>	- 20 % DISCOUNT <input checked="" type="checkbox"/>		
	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<b><u>FACTORY PRICE LIST</u></b> <b><u>OCT 2, 2009</u></b>	<b><u>NONE STATED</u></b> <b><u>NONE STATED</u></b>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER _____	<input checked="" type="checkbox"/> <b><u>FACTORY</u></b>	<input type="checkbox"/> _____		

APPROVED BY: IsI

DATE: 1/29/10

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BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION BID # 2010-011  
 BID DATE: DECEMBER 30, 2009 DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 8. <u>ALTERNATE BRAND</u>	NET <input type="checkbox"/>	<u>NONE STATED</u> NET <input type="checkbox"/>		
	- 20 % DISCOUNT <input checked="" type="checkbox"/>	- ___ % DISCOUNT <input type="checkbox"/>		
	+ ___ % MARKUP <input type="checkbox"/>	+ ___ % MARKUP <input type="checkbox"/>		
_____ (Note Manufacturer or Brand Name, as applicable)	<u>HAVIS-SHIELDS HAVIS PRICE LIST</u>	<u>NONE STATED</u>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	HAVIS-SHIELDS HAVIS PRICE LIST <a href="http://WWW.HAVIS.COM/PRICEGUIDE.HTML">WWW.HAVIS.COM/PRICEGUIDE.HTML</a> <u>12/4/2009</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____	<input checked="" type="checkbox"/> <u>MSRD LIST</u>	<u>NONE STATED</u> <input type="checkbox"/>		

APPROVED BY:  /sl

DATE:  1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION

BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 9. <u>ALTERNATE BRAND</u>	NET <input type="checkbox"/>	<u>NONE STATED</u> NET <input type="checkbox"/>		
	- 15 % DISCOUNT <input checked="" type="checkbox"/>	- ____ % DISCOUNT <input type="checkbox"/>		
	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>		
_____ (Note Manufacturer or Brand Name, as applicable)	<u>SETINA MFG CO</u>	<u>NONE STATED</u>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>RETAIL</u> <u>8/1/2008</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input checked="" type="checkbox"/> OTHER <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>	<u>NONE STATED</u> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		

APPROVED BY: Isi

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION** **BID # 2010-011**  
**BID DATE: DECEMBER 30, 2009** **DEPARTMENT: GENERAL SERVICES - FLEET**

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>GROUP II: COMMUNICATION MOUNTING EQUIPMENT</b>	<b>PRICE ADJUSTMENT FACTOR</b>			
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog:	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
1. <b>GAMBER JOHNSON</b> (Note: Manufacturer or Brand Name, as applicable)	30% VEHICLE MOUNT SYSTEM 10% DOCKING STATIONS POWER SUPPLIES <input checked="" type="checkbox"/> NET EXTENDED WARRANTY	-25% DISCOUNT <input checked="" type="checkbox"/>		
	+ ____% MARKUP <input type="checkbox"/>	+ ____% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<b>LIST PRICE</b> <u>10/22/09</u>	<b>NONE STATED</b> <b>NONE STATED</b>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> <b>LIST</b>	<input type="checkbox"/>		

APPROVED BY: Isi

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION** **BID # 2010-011**  
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	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 2. <u>TROY</u> (Note: Manufacturer or Brand Name, as applicable)	NET <input type="checkbox"/>	NET <input type="checkbox"/>		
	-25% DISCOUNT <input type="checkbox"/>	-15% DISCOUNT <input checked="" type="checkbox"/>		
	+ ____% MARKUP <input type="checkbox"/>	+ ____% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>2008 LIST PRICE</u> <u>10/1/08</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b>				
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
OTHER _____	<input checked="" type="checkbox"/> <u>LIST</u>	<input type="checkbox"/> _____		

APPROVED BY: Isi

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION

BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	<b>NET OR % DISCOUNT OR MARKUP</b>	<b>NET OR % DISCOUNT OR MARKUP</b>		
Discount/Mark-up or Net Proposed from the Price List or Catalog: 3. <u>KUSTOM SIGNAL</u> (Note: Manufacturer or Brand Name, as applicable)	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>		
	- ___% DISCOUNT <input type="checkbox"/>	- 15% DISCOUNT <input checked="" type="checkbox"/>		
	+ ___% MARKUP <input type="checkbox"/>	+ ___% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>LIST PRICES</u> <u>10/15/09</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____	<input checked="" type="checkbox"/> <u>QUANTITY</u>	<input checked="" type="checkbox"/> <u>MANUFACTURER</u>		

APPROVED BY:  /sl

DATE:  1/29/10

# CITY OF EL PASO BID TABULATION

<b>BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION</b>		<b>BID # 2010-011</b>		
<b>BID DATE: DECEMBER 30, 2009</b>		<b>DEPARTMENT: GENERAL SERVICES - FLEET</b>		
	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PRICE ADJUSTMENT FACTOR</b>				
<b>ITEM DESCRIPTION</b>	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP
Discount/Mark-up or Net Proposed from the Price List or Catalog: 4. <u>ALTERNATE BRAND</u> (Note: Manufacturer or Brand Name, as applicable)	<u>NONE STATED</u> NET <input type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/>	<u>NONE STATED</u> NET <input type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/>		
List Number _____ Dated _____ As supplemented, for any quantity as needed:	<u>NONE STATED</u> <u>NONE STATED</u>	<u>NONE STATED</u> <u>NONE STATED</u>		
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER <input type="checkbox"/>	<u>NONE STATED</u> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<u>NONE STATED</u> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
TWO (2) COPIES (EITHER HARDCOPY OR CD) OF EACH CATALOG/PRICE LIST ARE INCLUDED WITH THE BID PACKAGE:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>		

APPROVED BY: isl

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION

BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX			
<b>PART B: SERVICE LABOR RATE</b>		<b>PER HOUR</b>	<b>PER HOUR</b>		
1.	<b>INSTALLATION OF WARNING EQUIPMENT</b>				
	SHOP BILLING RATE: REGULAR	\$68.25	\$45.00		
	SHOP BILLING RATE: AFTER HOUR/HOLIDAYS:	\$105.00	\$67.50		
2.	<b>INSTALLATION OF COMMUNICATION MOUNTING EQUIPMENT</b>				
	SHOP BILLING RATE: REGULAR	\$68.25	\$45.00		
	SHOP BILLIND RATE: AFTER HOUR/HOLIDAYS:	\$105.00	\$67.50		
<b>PART C: SAMPLE PRICING</b>		<b>SAMPLE PRICING WITH INSTALLATION OF WARNING EQUIPMENT</b>			
1.	DESCRIPTION/MANUFACTURER PART NUMBER:	ALLEY LIGHT FEDERAL Z8107241A	ALLEY LIGHT FEDERAL Z8107241A	ALLEY LIGHT FEDERAL Z8107241A	ALLEY LIGHT FEDERAL Z8107241A
	BIDDER'S PART NUMBER:	Z8107241A	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$17.00	\$17.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$11.56	\$13.60		
	LABOR COST (assume one [1] hour labor from PART B regular rate - Warning Equipment)	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - Warning Equipment)	\$79.81	\$58.60		
2.	DESCRIPTION/MANUFACTURER PART NUMBER:	HEADLIGHT FLASHER CODE 3, 925	HEADLIGHT FLASHER CODE 3, 925	HEADLIGHT FLASHER CODE 3, 925	HEADLIGHT FLASHER CODE 3, 925
	BIDDER'S PART NUMBER:	925	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$72.66	\$72.67		
	CITY'S COST (after Discount or Mark-up or Net):	\$49.41	\$58.13		
	LABOR COST (assume one [1] hour labor from PART B regular rate - Warning Equipment)	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - Warning Equipment)	\$117.66	\$103.13		

APPROVED BY:  /sl/

DATE:  1/29/10

# CITY OF EL PASO BID TABULATION

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BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

		ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<b>PART C: SAMPLE PRICING</b>		<b>SAMPLE PRICING WITH INSTALLATION OF <u>WARNING</u> EQUIPMENT</b>			
<b>3.</b>	DESCRIPTION/MANUFACTURER PART NUMBER:	ELECTRONIC SIREN ABLE II, 30.2106	ELECTRONIC SIREN ABLE II, 30.2106	ELECTRONIC SIREN ABLE II, 30.2106	ELECTRONIC SIREN ABLE II, 30.2106
	BIDDER'S PART NUMBER:	30.2106	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$218.11	\$211.76		
	CITY'S COST (after Discount or Mark-up or Net):	\$130.87	\$169.40		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$199.12	\$214.40		
<b>4.</b>	DESCRIPTION/MANUFACTURER PART NUMBER:	SPOTLIGHT HANDLE UNITY, 6701-0101AL	SPOTLIGHT HANDLE UNITY, 6701-0101AL	SPOTLIGHT HANDLE UNITY, 6701-0101AL	SPOTLIGHT HANDLE UNITY, 6701-0101AL
	BIDDER'S PART NUMBER:	7601-0101	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$26.40	\$60.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$26.40	\$45.00		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$94.65	\$90.00		
<b>5.</b>	DESCRIPTION/MANUFACTURER PART NUMBER:	LED WARNING LIGHT, RED/BLUE 911 EP, LS12RBSW	LED WARNING LIGHT, RED/BLUE 911 EP, LS12RBSW	LED WARNING LIGHT, RED/BLUE 911 EP, LS12RBSW	LED WARNING LIGHT, RED/BLUE 911 EP, LS12RBSW
	BIDDER'S PART NUMBER:	LS12RBSW	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$360.00	\$360.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$270.00	\$306.00		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Warning</u> Equipment)	\$338.25	\$351.00		

APPROVED BY: lsl

DATE: 1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION

BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX			
<b>PART C: SAMPLE PRICING</b>		<b>SAMPLE PRICING WITH INSTALLATION OF WARNING EQUIPMENT</b>			
6.	DESCRIPTION/MANUFACTURER PART NUMBER:	RUBBER SWIVEL HOUSING WHELEN, RBRHSG1	RUBBER SWIVEL HOUSING WHELEN, RBRHSG1	SPOTLIGHT HANDLE WHELEN, RBRHSG1	RUBBER SWIVEL HOUSING WHELEN, RBRHSG1
	BIDDER'S PART NUMBER:	RBRHSG1	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$35.50	\$35.50		
	CITY'S COST (after Discount or Mark-up or Net):	\$26.63	\$28.40		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Warning Equipment</u> )	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Warning Equipment</u> )	\$94.88	\$73.40		
7.	DESCRIPTION/MANUFACTURER PART NUMBER:	CUP HOLDER ASSEMBLY JOTTO DESK, 425-3041	CUP HOLDER ASSEMBLY JOTTO DESK, 425-3041	CUP HOLDER ASSEMBLY JOTTO DESK, 425-3041	CUP HOLDER ASSEMBLY JOTTO DESK, 425-3041
	BIDDER'S PART NUMBER:	425-3041	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$50.00	\$50.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$45.00	\$40.00		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Warning Equipment</u> )	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Warning Equipment</u> )	\$113.25	\$85.00		
<b>PART C: SAMPLE PRICING</b>		<b>SAMPLE PRICING WITH INSTALLATION OF COMMUNICATION MOUNTING EQUIPMENT</b>			
8.	DESCRIPTION/MANUFACTURER PART NUMBER:	MOUNTING INTERFACE PLATE, GAMBER JOHNSON, 7160-0043	MOUNTING INTERFACE PLATE, GAMBER JOHNSON, 7160-0043	MOUNTING INTERFACE PLATE, GAMBER JOHNSON, 7160-0043	MOUNTING INTERFACE PLATE, GAMBER JOHNSON, 7160-0043
	BIDDER'S PART NUMBER:	7160-0043	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$83.00	\$83.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$58.10	\$62.25		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$126.35	\$107.25		

APPROVED BY:   /s/  

DATE:   1/29/10

# CITY OF EL PASO BID TABULATION

BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION

BID # 2010-011

BID DATE: DECEMBER 30, 2009

DEPARTMENT: GENERAL SERVICES - FLEET

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX			
<b>PART C: SAMPLE PRICING</b>		<b>SAMPLE PRICING WITH INSTALLATION OF COMMUNICATION MOUNTING EQUIPMENT</b>			
<b>9.</b>	DESCRIPTION/MANUFACTURER PART NUMBER:	TRUNK TRAY MOUNTING BRACKETS TROY, AC-IMPTT	TRUNK TRAY MOUNTING BRACKETS TROY, AC-IMPTT	TRUNK TRAY MOUNTING BRACKETS TROY, AC-IMPTT	TRUNK TRAY MOUNTING BRACKETS TROY, AC-IMPTT
	BIDDER'S PART NUMBER:	AC-IMPTT	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$55.00	\$55.00		
	CITY'S COST (after Discount or Mark-up or Net):	\$41.25	\$46.75		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$109.50	\$91.75		
<b>10.</b>	DESCRIPTION/MANUFACTURER PART NUMBER:	EAGLE II WIRED REMOTE KUSTOM SIGNAL, 860	EAGLE II WIRED REMOTE KUSTOM SIGNAL, 860	EAGLE II WIRED REMOTE KUSTOM SIGNAL, 860	EAGLE II WIRED REMOTE KUSTOM SIGNAL, 860
	BIDDER'S PART NUMBER:	860 (LIST \$98.75)	NONE STATED		
	PRICE LIST COST (before Discount or Mark-up):	\$76.25 (1 EA)	\$98.75		
	CITY'S COST (after Discount or Mark-up or Net):	\$76.25 (1EA)	\$83.93		
	LABOR COST (assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$68.25	\$45.00		
	TOTAL COST (City's cost + labor cost [assume one [1] hour labor from PART B regular rate - <u>Communication Mounting Equipment</u> )	\$152.50	\$128.93		

APPROVED BY:   lsl  

DATE:   1/29/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: EMERGENCY LIGHTING, WARNING AND COMMUNICATION MOUNTING EQUIPMENT AND INSTALLATION** **BID # 2010-011**  
**BID DATE: DECEMBER 30, 2009** **DEPARTMENT: GENERAL SERVICES - FLEET**

	ALAMO INDUSTRIES, INC. DBA ALAMO AUTO SUPPLY EL PASO, TX	R.T.C., INC. EL PASO, TX		
<p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE FILING PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>NO OPTION OFFERED</p>	<input type="checkbox"/>   <input checked="" type="checkbox"/>   <input type="checkbox"/>	<p><u>NONE STATED</u></p> <input type="checkbox"/>   <input type="checkbox"/>   <input type="checkbox"/>		
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>		
<b>ADDITIONAL PAYMENT TERMS: BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:</b>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>		
<b>BIDDER'S PROMISED DELIVERY:</b>				
Within ___ consecutive hours	24	<b>NONE STATED</b>		
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	8	<b>NONE STATED</b>		
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.				
<b>BIDS SOLICITED: 8</b>	<b>BIDS RECEIVED: 2</b>	<b>BIDS LOCAL: 7</b>	<b>NO BIDS: 0</b>	

APPROVED BY:   /s/  

DATE:   1/29/10

4-WHEEL CENTER  
7210 GATEWAY EAST  
EL PASO, TEXAS 79915

ALAMO INDUSTRIES, INC. DBA ALAMO  
AUTO SUPPLY  
5923 GATEWAY WEST  
EL PASO, TEXAS 79925

AUTO RESTYLING HI-TECH  
9910 DYER STREET  
EL PASO, TEXAS 79924

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

NEW MEXICO EMERGENCY  
PRODUCTS, LLC  
420 HAINES AVENUE NORTHWEST  
ALBUQUERQUE, NEW MEXICO 87102

VALUE COMMUNICATION  
PRODUCTS  
6800 COMMERCE, UNIT F  
EL PASO, TEXAS, 79915

VIVA CHEVROLET  
5915 MONTANA AVE  
EL PASO, TEXAS 79925