

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

**DEPARTMENT:** General Services - Fleet Division

**AGENDA DATE:** May 25, 2010

EH

**CONTACT PERSON/PHONE:** Stuart Ed – Director, General Services - Fleet Division (915) 621-6822  
Carmen Arrieta-Candelaria – Chief Financial Officer (915) 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.

Award the following solicitation: 2010-136 – Navistar (International) Proprietary Parts and Service

To: RJ Border Management, LLC of El Paso, TX

Estimated Annual Expenditures: \$130,000.00

Total Estimated Expenditures: \$260,000.00 for two (2) years

**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 General Services - Fleet Division is recommending the award of the above bid. RJ Border Management, LLC was the sole responsive, responsible bidder. The city currently owns 96 heavy duty vehicles that require the use of Navistar/International parts. The approval of this contract would allow for the continual maintenance and upkeep of these vehicles. This allows for consistent, safe and efficient operation of these vehicles while maintaining maximum reliability. Local business is being supported.

**PRIOR COUNCIL ACTION:**

Has the Council previously considered this item or a closely related one?

Yes. The previous contract, 2007-091, was awarded on 3/20/07.

**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?

Department: General Services - Fleet Division

Amount: \$260,000.00

Funds Available: 37370510-503121-45202-37000 and/or 37370510-503125-45202-37000

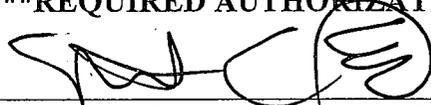
Funds Source: General Services Dept, Internal Service Fund

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

N/A.

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



**DEPARTMENT HEAD:**

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

*Information copy to appropriate Deputy City Manager*

PROJECT FORM

DATE: May 10, 2010

PROJECT: Navistar (International) Proprietary Parts and Service **EX**  
SOLICITATION NO: 2010-136  
DEPARTMENT: General Services - Fleet Division  
FUNDING SOURCE: Internal Service Fund  
REPRESENTATIVE DISTRICT(S): All

\*\*\*\*\*

RECOMMENDATION: Vendor: RJ Border Management, LLC  
El Paso, TX  
Item: All  
Amount: \$130,000.00 estimated annual expenditures

The General Services and Financial Services Departments recommend award to the sole responsive, responsible Bidder.

This is a twenty-four (24) month requirements type contract. Vendor offers the City the option to extend the term of the contract at the same unit price for an additional one (1) year 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: 11 (5 local)  
BIDS RECEIVED: 1  
"NO BID" RECEIVED: 0

TOTAL RECOMMENDED AWARD: \$260,000.00  
Estimated Total 2 yr Expenditures

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COUNCIL APPROVED  REJECTED  MUNICIPAL CLERK \_\_\_\_\_

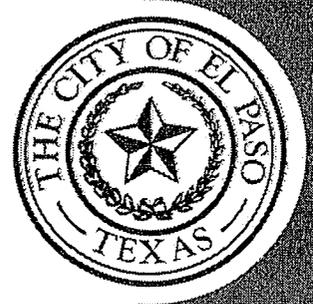
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APPROVED: \_\_\_\_\_ COUNCIL MEETING DATE: May 25, 2010

\_\_\_\_\_  
Carmen Arrieta-Candelaria  
Chief Financial Officer  
Financial Services Department, Purchasing Division

*Dedicated to Outstanding Customer Service for a Better Community*

**S E R V I C E   S O L U T I O N S   S U C C E S S**



To: Ed Hyatt, Administrative Analyst  
From: Stuart C. Ed, General Services Director  
Date: April 28, 2010  
Re: 2010-136 – Navistar/International Proprietary Parts and Service

The General Services Department – Fleet Division recommends the approval of RJ Border Management, LLC of El Paso, TX for the purchase of Navistar/International Proprietary Parts and Service as specified in bid #2010-136 which is a low bid solicitation. The total award is for \$260,000 over two (2) years.

The evaluation committee members for solicitation number 2010-136 were Edel Romero and René Barraza. The solicitation was evaluated based on the lowest pricing for the items and labor rates listed.

Because RJ Border Management, LLC was the only vendor to submit a bid, a price analysis for parts and labor was conducted. When comparing prices from 2009 to prices found in bid 2010-136, there was an average increase of 6%. The regular labor rate of \$75 p/hr and holiday labor rate of \$112.50 remained the same as the last contract.

The committee found the pricing to be fair and recommends RJ Border Management, LLC as the supplier of Navistar/International parts and service.

Should you have any questions, please do not hesitate to contact me or our Department Administrative Manager, René Barraza at (915) 621-6831.

**Mayor**  
John F. Cook

**City Council**

*District 1*  
Ann Morgan Lilly

*District 2*  
Susannah M. Byrd

*District 3*  
Emma Acosta

*District 4*  
Carl L. Robinson

*District 5*  
Rachel Quintana

*District 6*  
Eddie Holguin Jr.

*District 7*  
Steve Ortega

*District 8*  
Beto O'Rourke

**City Manager**  
Joyce A. Wilson

**General Services  
Director**  
Stuart C. Ed

GENERAL SERVICES DEPARTMENT

1059 Lafayette Drive - El Paso, Texas 79907 - (915) 621-6822

# CITY OF EL PASO BID TABULATION

BID ITEM: NAVISTAR (INTERNATIONAL) PROPRIETARY PARTS AND SERVICE BID # 2010-136  
 BID DATE: MARCH 17, 2010 DEPARTMENT: GENERAL SERVICES - FLEET

		RJ BORDER MANAGEMENT, LLC EL PASO, TX		
<b>PART A: SERVICE LABOR RATES</b>		PER HOUR		
SHOP BILLING RATE: REGULAR:		\$75.00		
SHOP BILLING RATE: HOLIDAY		\$112.50		
<b>PART B: PRICE LIST PRICING</b>		<b>PRICE ADJUSTMENT FACTOR</b>		
ITEM NO.	DESCRIPTION			
1.	NAVISTAR (INTERNATIONAL) PROPRIETARY PARTS	NET <input type="checkbox"/>		
		- ___ % DISCOUNT <input type="checkbox"/>		
		+ <u>25</u> % MARKUP <input checked="" type="checkbox"/>		
PRICE LIST OR CATALOG <u>NAVISTAR (INTERNATIONAL)</u> <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>		<b>(SEE NOTE BELOW)</b>		
List Number _____ Dated _____		<u>PL-313-ZA</u> <u>12-28-2009</u> <u>2-22-2010</u>		
TYPE OF PRICE LIST		<input type="checkbox"/> WHOLESALER		
		<input type="checkbox"/> DISTRIBUTOR		
		<input type="checkbox"/> JOBBER		
		<input checked="" type="checkbox"/> DEALER		
		<input type="checkbox"/> RETAILER		
		<input type="checkbox"/> _____ OTHER		
		(PRICE LIST CONSISTS OF TWO EDITIONS: ONE: US PARTS PRICE LIST PL313-ZA EFFECTIVE DEC. 28, 2009 TWO: PRICE SUPPLEMENT PL313-ZA EFFECTIVE FEB. 22, 2009.)		

APPROVED BY: EH  
 DATE: 4/14/10

# CITY OF EL PASO BID TABULATION

BID ITEM: NAVISTAR (INTERNATIONAL) PROPRIETARY PARTS AND SERVICE

BID # 2010-136

BID DATE: MARCH 17, 2010

DEPARTMENT: GENERAL SERVICES - FLEET

	RJ BORDER MANAGEMENT, LLC EL PASO, TX		
TWO (2) ELECTRONIC COPIES (OR HARD COPIES) SUBMITTED WITH BID PACKAGE OF MANUFACTURER'S PRICE LIST(S):		YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
ITEM NO.	PART C: SAMPLE PRICING	COST	
1.	DESCRIPTION:	SPLASH GUARD ENGINE	
	MANUFACTURER PART NUMBER:	1666912C92	
	BIDDER PART NUMBER:	1666912C92	
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$61.51	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	\$76.89	
2.	DESCRIPTION:	FAN DRIVE	
	MANUFACTURER PART NUMBER:	1617899C91	
	BIDDER PART NUMBER:	3696123C91	
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$589.82	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	\$737.28	
3.	DESCRIPTION:	COOLANT LEVEL SENSOR	
	MANUFACTURER PART NUMBER:	1673785C92	
	BIDDER PART NUMBER:	1673785C92	
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$37.69	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	\$47.12	
4.	DESCRIPTION:	ACCELERATOR CABLE	
	MANUFACTURER PART NUMBER:	2010529C91	
	BIDDER PART NUMBER:	2010529C91	
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$34.16	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	\$42.70	

APPROVED BY: \_\_\_\_\_

DATE: 4/14/10

# CITY OF EL PASO BID TABULATION

BID ITEM: NAVISTAR (INTERNATIONAL) PROPRIETARY PARTS AND SERVICE  
 BID DATE: MARCH 17, 2010

BID # 2010-136

DEPARTMENT: GENERAL SERVICES - FLEET

		<b>RJ BORDER MANAGEMENT, LLC EL PASO, TX</b>		
<b>ITEM NO.</b>	<b>PART C: SAMPLE PRICING</b>	<b>COST</b>		
<b>5.</b>	DESCRIPTION:	<b>DOOR HANDLE</b>		
	MANUFACTURER PART NUMBER:	<b>3550931C91</b>		
	BIDDER PART NUMBER:	<b>3550931C91</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$38.80</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$48.50</b>		
<b>6.</b>	DESCRIPTION:	<b>TURBO BOOT</b>		
	MANUFACTURER PART NUMBER:	<b>2004161C1</b>		
	BIDDER PART NUMBER:	<b>2004161C1</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$35.95</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$44.95</b>		
<b>7.</b>	DESCRIPTION:	<b>PIPE, EXHAUST</b>		
	MANUFACTURER PART NUMBER:	<b>532395C1</b>		
	BIDDER PART NUMBER:	<b>532395C1</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$52.60</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$65.75</b>		
<b>8.</b>	DESCRIPTION:	<b>A/C HOSE</b>		
	MANUFACTURER PART NUMBER:	<b>2012206C92</b>		
	BIDDER PART NUMBER:	<b>2012206C92</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$48.45</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$60.57</b>		

APPROVED BY: EH  
 DATE: 4/14/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: NAVISTAR (INTERNATIONAL) PROPRIETARY PARTS AND SERVICE**  
**BID DATE: MARCH 17, 2010**

**BID # 2010-136**

**DEPARTMENT: GENERAL SERVICES - FLEET**

		<b>RJ BORDER MANAGEMENT, LLC EL PASO, TX</b>		
<b>ITEM NO.</b>	<b>PART C: SAMPLE PRICING</b>	<b>COST</b>		
<b>9.</b>	DESCRIPTION:	<b>AIR HORN</b>		
	MANUFACTURER PART NUMBER:	<b>244283R91</b>		
	BIDDER PART NUMBER:	<b>244283R91</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$94.44</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$118.05</b>		
<b>10.</b>	DESCRIPTION:	<b>COOLING TANK RESERVOIR</b>		
	MANUFACTURER PART NUMBER:	<b>2002105C3</b>		
	BIDDER PART NUMBER:	<b>2002105C3</b>		
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	<b>\$73.01</b>		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP):	<b>\$91.27</b>		
<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 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 CONTRACT.</p> <p>NO OPTION OFFERED.</p>		<input checked="" type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>		

APPROVED BY: EH

DATE: 4/14/10



BORDER INTERNATIONAL TRUCKS  
ATTN: VICTOR RAMIREZ  
12283 ROJAS  
EL PASO, TX 79936

TRUCK ENTERPRISES  
ATTN: DANNY QUINTANA  
13675 GATEWAY WEST  
EL PASO, TX 79928

SOUTHWEST INTERNATIONAL  
TRUCKS, INC.  
P O BOX 569685  
DALLAS, TX 75356-0685

R L ANDERSON INTERNATIONAL  
617 N BELL ST.  
SAN ANGELO, TX 76903

FREEMAN EQUIPMENT CO.  
P O BOX 587  
ENID, OK 73701

LONGHORN INTERNATIONAL  
EQUIPMENT, INC.  
P O BOX 6260  
AUSTIN, TX 78762

OLYMPIC INTERNATIONAL  
TRUCKS, INC.  
8900 N LOOP E.  
HOUSTON, TX 77029

SANTEX INTERNATIONAL TRUCKS  
1380 ACKERMAN ROAD  
SAN ANTONIO, TX 78219

RUSH TRUCK CENTERS  
12253 GATEWAY BLVD WEST  
EL PASO, TX 79936

WESTSIDE TRUCKS, LLC  
ATTN: LORENZO PAZ  
520 VINTON RD.  
VINTON / EL PASO, TX 79821

ALCO INDUSTRIAL CO.  
3525 B HUECO STREET  
EL PASO, TX 79903