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

DEPARTMENT: General Services-Fleet Services

AGENDA DATE: June 23, 2009

CONTACT PERSON/PHONE: Stuart Ed, Director, General Service (Dept head)
Terrence Freiburg, Purchasing Manager, 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.

Approve Casa Ford, as the authorized dealer and distributor of Ford proprietary parts and service. Casa Ford was the lowest bidder for parts and service and additionally could serve as a warranty repair center. Total estimated expenditures over three (3) years $1,230,000.

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 a large number of Ford vehicles. These vehicles are used by all the departments to include the Police, Streets and Enviromental Services Department. Even though the city will be replacing some of the older vehicles, the city will still need to continue to support the remaining Ford fleet.

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

Yes, council previously awarded Ford Proprietary parts and service under contract 2007-115

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?

37370510-503121 or 503125-45202-3700, General Services Dept, Internal Service Fund

BOARD / COMMISSION ACTION:
Enter appropriate comments or N/A

N/A

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

LEGAL: _____ (If required) **FINANCE:** _____ (If required)

DEPARTMENT HEAD: _____
Name Signature Date

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

APPROVED FOR AGENDA:

CITY MANAGER: _____ **DATE:** _____

PROJECT FORM

DATE: May 29, 2009

PROJECT: Ford Motor Company Proprietary Parts and Service
SOLICITATION NO: 2009-131
DEPARTMENT: General Services
BUDGET NO: 37370510-503121-45202
37370510-503125-45202
FUNDING SOURCE: Internal Service Fund
REPRESENTATIVE DISTRICT(S): All

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RECOMMENDATION: Vendor: Casa Ford, Inc.
El Paso, Texas
Item: All Items: Part A and B
Amount: $410,000.00 estimated annual expenditures

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

This is a thirty-six (36) month requirements type contract for Ford Motor Company Proprietary Parts and Service. 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- 4 (4 local)
BIDS RECEIVED- 3
"NO BID" RECEIVED 0

TOTAL RECOMMENDED AWARD: $1,230,000.00
Estimated total 3 yr expenditures

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COUNCIL APPROVED ☐ / REJECTED ☐ MUNICIPAL CLERK _____

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APPROVED:

Terrence Freiburg
Purchasing Manager
Financial Services Department, Purchasing Division

COUNCIL MEETING DATE: June 23, 2009

Reviewed by Edward Hyatt
Administrative Analyst

cc: Bid File

Prepared by Michael Lau

CITY OF EL PASO BID TABULATION

BID ITEM: FORD MOTOR COMPANY PROPRIETARY PARTS AND SERVICE — BID # 2009-131

BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART A: PRICE LIST PRICING		**PRICE ADJUSTMENT FACTOR**		
ITEM DESCRIPTION		**NET OR % DISCOUNT OR MARKUP**	**NET OR % DISCOUNT OR MARKUP**	**NET OR % DISCOUNT OR MARKUP**
GROUP I	FORD PROPRIETARY PARTS FOR LIGHT-DUTY VEHICLES	NET ☐ - ____ % DISCOUNT ☐ + 9.99% MARKUP ☒	NET ☐ - ____ % DISCOUNT ☐ + 20% MARKUP ☒	NET ☐ - ____ % DISCOUNT ☐ + 18% MARKUP ☒
Discount/Mark-up or net proposed from the FORD MOTOR COMPANY Price List or Catalog (MANUFACTURER OR BRAND NAME)				
List Number Dated		FPS-3642-CD 01/09	NONE STATED 4/6/09	NONE STATED NONE STATED
FROM PRICE LIST FOR MARKETING LEVEL:				
WHOLESALER		☐	☐	☐
DISTRIBUTOR		☐	☐	☐
JOBBER		☐	☐	☐
DEALER		☐	☐	☒
RETAILER		☐	☐	☐
OTHER		☒ FORD	☒ COST	☐ _____

APPROVED BY: /S/

DATE: 04/27/2009

Prepared by Michael Lau

CITY OF EL PASO BID TABULATION

BID ITEM: FORD MOTOR COMPANY PROPRIETARY PARTS AND SERVICE — BID # 2009-131

BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

	CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART A: PRICE LIST PRICING	PRICE ADJUSTMENT FACTOR		
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
GROUP II — FORD PROPRIETARY PARTS FOR MEDIUM & HEAVY-DUTY TRUCKS	NET ☐ - ____ % DISCOUNT ☐ + 9.99% MARKUP ☒	NET ☐ - ____ % DISCOUNT ☐ + 20% MARKUP ☒	NET ☐ - ____ % DISCOUNT ☐ + ____ % MARKUP ☐
Discount/Mark-up or net proposed from the FORD MOTOR COMPANY Price List or Catalog (MANUFACTURER OR BRAND NAME)			
List Number ____ Dated ____	FPS 3642 CD 01/09	NONE STATED 4/6/09	NONE STATED NONE STATED
FROM PRICE LIST FOR MARKETING LEVEL:			NONE STATED
WHOLESALER	☐	☐	☐
DISTRIBUTOR	☐	☐	☐
JOBBER	☐	☐	☐
DEALER	☐	☐	☐
RETAILER	☐	☐	☐
OTHER ____	☒ FORD	☒ COST	☐ ____

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CITY OF EL PASO BID TABULATION

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

PRICE LIST		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
ITEM	MANUFACTURER'S PRICE LIST IDENTIFICATION:			
1.	MANUFACTURER	FORD	FORD MOTOR CO. (REYNOLDS & REYNOLDS)	FORD MOTOR COMPANY
	FORM NUMBER AND/OR DATE	FPS 3642 01/09	FEB 09 / MARCH 09	MASTER PRICE APRIL 2009
2.	MANUFACTURER			
	FORM NUMBER AND/OR DATE			
3.	MANUFACTURER			
	FORM NUMBER AND/OR DATE			
4.	MANUFACTURER			
	FORM NUMBER AND/OR DATE			
TWO (2) COPIES (EITHER HARDCOPY OR CD) OF EACH CATALOG/PRICE LIST ARE INCLUDED WITH THE BID PACKAGE.		YES ☐ / NONE STATED / NO ☐	YES ☒ / NO ☐	YES ☒ / NO ☐
PART B: SERVICE LABOR RATES		PER HOUR	PER HOUR	PER HOUR
SHOP BILLING RATE: REGULAR		$68.95	$65.00	$70.00
SHOP BILLING RATE: HOLIDAY		$68.95	$65.00	$70.00
		* F550 AND UNDER ONLY***		

APPROVED BY: /S/

DATE: 04/27/2009

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CITY OF EL PASO BID TABULATION

BID ITEM: FORD MOTOR COMPANY PROPRIETARY PARTS AND SERVICE — BID # 2009-131

BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		**MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)**		
GROUP I: FORD PROPRIETARY PARTS FOR LIGHT-DUTY VEHICLES				
ITEM 1.	DESCRIPTION:	ALTERNATOR	ALTERNATOR	ALTERNATOR
	SAMPLE PRODUCT PART NUMBER:	AF8AZ-10V346-ABRM	AF8AZ-10V346-ABRM	AF8AZ-10V346-ABRM
	YOUR (BID) PRODUCT PART NUMBER:	F8AZ-10V346-ABRM	F8AZ-10V346-ABRM	F8AZ-10V346-ABRM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$216.65	$216.65 + $60.00 CORE	$216.65
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$142.98	$155.99	$153.38 $60.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$211.93	$220.99	NONE STATED
ITEM 2.	DESCRIPTION:	ALTERNATOR	ALTERNATOR	ALTERNATOR
	SAMPLE PRODUCT PART NUMBER:	6W1Z-10346-AA	6W1Z-10346-AA	6W1Z-10346-AA
	YOUR (BID) PRODUCT PART NUMBER:	6W1Z-10346-AARM	6W1Z-10346-AARM	6W1Z-10346-AARM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$243.92	$243.92 + $75.00 CORE	$243.92
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$160.97	$175.62	$172.69 $75.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$229.92	$240.62	NONE STATED

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		**MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)**		
GROUP I: FORD PROPRIETARY PARTS FOR LIGHT-DUTY VEHICLES				
ITEM 3.	DESCRIPTION:	RADIATOR FAN W/MOTOR ASSY	RADIATOR FAN W/MOTOR ASSY	RADIATOR FAN W/MOTOR ASSY
	SAMPLE PRODUCT PART NUMBER:	3W1Z-8C607-BD	3W1Z-8C607-BD	3W1Z-8C607-BD
	YOUR (BID) PRODUCT PART NUMBER:	3W1Z-8C607-BD	3W1Z-8C607-BD	3W1Z-8C607-BD
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$509.80	$509.80	$509.80
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$308.40	$336.47	$330.86
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$377.35	$401.47	NONE STATED
ITEM 4.	DESCRIPTION:	HEATER CORE	HEATER CORE	HEATER CORE
	SAMPLE PRODUCT PART NUMBER:	YW7Z-18476-AA	YW7Z-18476-AA	YW7Z-18476-AA
	YOUR (BID) PRODUCT PART NUMBER:	YW7Z-18476-AA	YW7Z-18476-AA	YW7Z-18476-AA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$82.79	$82.79	$82.79
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$63.74	$69.54	$68.38
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$132.69	$134.54	NONE STATED

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)		
GROUP I: FORD PROPRIETARY PARTS FOR LIGHT-DUTY VEHICLES				
ITEM 5.	DESCRIPTION:	WHEEL COVER	WHEEL COVER	WHEEL COVER
	SAMPLE PRODUCT PART NUMBER:	F8AZ-1130-AA	F8AZ-1130-AA	F8AZ-1130-AA
	YOUR (BID) PRODUCT PART NUMBER:	1W7Z-1130-AA	1W7Z-1130-AA	1W
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$62.01	$62.01	$62.01
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$54.57	$59.54	$58.53
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$123.52	$124.54	NONE STATED
ITEM 6.	DESCRIPTION:	STEERING GEAR BOX ASSY	STEERING GEAR BOX ASSY	STEERING GEAR BOX ASSY
	SAMPLE PRODUCT PART NUMBER:	XW7Z-3504-ABRM	XW7Z-3504-ABRM	XW7Z-3504-ABRM
	YOUR (BID) PRODUCT PART NUMBER:	SAME	XW7Z-3504-ABRM	XW7Z-3504-ABRM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$366.43	$366.43 + $150.00 CORE	$366.43
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$302.27	$329.79	$324.28 $150.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$371.22	$394.79	NONE STATED

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)		
GROUP I: FORD PROPRIETARY PARTS FOR LIGHT-DUTY VEHICLES				
ITEM 7.	DESCRIPTION:	POWER STEERING PUMP	POWER STEERING PUMP	POWER STEERING PUMP
	SAMPLE PRODUCT PART NUMBER:	7W1Z-3A674-A	7W1Z-3A674-A	7W1Z-3A674-A
	YOUR (BID) PRODUCT PART NUMBER:	SAME	8W7Z-3A674-B	8W7Z-3A674-B
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$153.36	$128.47 + $70.00 CORE	$128.47
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$126.51	$115.62	$113.69 $70.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$195.46	$180.62	NONE STATED
ITEM 8.	DESCRIPTION:	STARTER	STARTER	STARTER
	SAMPLE PRODUCT PART NUMBER:	SA848RM	SA848RM	SA848RM
	YOUR (BID) PRODUCT PART NUMBER:	F7UZ 11002 AARM	F7UZ-11002-AARM	F7UZ-11002-AARM
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$152.93	$152.93 +$75.00 CORE	$152.93
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$100.93	$110.12	$108.27 $75.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$169.88	$175.12	NONE STATED

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)		
GROUP II: FORD PROPRIETARY PARTS FOR MEDIUM & HEAVY-DUTY TRUCKS				
ITEM 1.	DESCRIPTION:	UPPER RADIATOR HOSE	UPPER RADIATOR HOSE	UPPER RADIATOR HOSE
	SAMPLE PRODUCT PART NUMBER:	YC3Z-8260-AB	YC3Z-8260-AB	YC3Z-8260-AB
	YOUR (BID) PRODUCT PART NUMBER:	SAME	YC3Z-8260-AB	YC3Z-8260-AB
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$40.27	$40.27	$40.27
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$19.93	$21.75	$21.38
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$88.88	$86.75	NONE STATED
ITEM 2.	DESCRIPTION:	AIR FILTER CLEANER ASSY	AIR FILTER CLEANER ASSY	AIR FILTER CLEANER ASSY
	SAMPLE PRODUCT PART NUMBER:	YC3Z-9600-BA	YC3Z-9600-BA	YC3Z-9600-BA
	YOUR (BID) PRODUCT PART NUMBER:	SAME	YC3Z-9600-BA	YC3Z-9600-BA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$288.80	$288.80	$288.80
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$190.59	$207.94	$204.47
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$259.54	$272.94	NONE STATED

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)		
GROUP II: FORD PROPRIETARY PARTS FOR MEDIUM & HEAVY-DUTY TRUCKS				
ITEM 3.	DESCRIPTION:	TURN SIGNAL SWITCH	TURN SIGNAL SWITCH	TURN SIGNAL SWITCH
	SAMPLE PRODUCT PART NUMBER:	Y852-13K359-CA	Y852-13K359-CA	Y6852-13K359-CA
	YOUR (BID) PRODUCT PART NUMBER:	Y85Z 13K359-CA	Y85Z-13K359-CA	Y85Z-13K359-CA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$166.53	$166.53	$166.53
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$82.43	$89.93	$88.42
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$151.38	$154.93	NONE STATED
ITEM 4.	DESCRIPTION:	INJECTOR DRIVER MODULE	INJECTOR DRIVER MODULE	INJECTOR DRIVER MODULE
	SAMPLE PRODUCT PART NUMBER:	XC3Z-12B599-AA	XC3Z-12B599-AA	XC3Z-12B599-AA
	YOUR (BID) PRODUCT PART NUMBER:	SAME	XC3Z-12B599-AA	XC3Z-12B599-AA
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$854.98	$854.98 + $100.00 CORE	$854.98
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$564.24	$615.59	$605.32 $100.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$633.19	$680.59	NONE STATED

APPROVED BY: /S/

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BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		**MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)**		
GROUP II: FORD PROPRIETARY PARTS FOR MEDIUM & HEAVY-DUTY TRUCKS				
	DESCRIPTION:	PCM	PCM	PCM
	SAMPLE PRODUCT PART NUMBER:	1U7Z-12A650-FVA	1U7Z-12A650-FVA	1U7Z-12A650-FVA
	YOUR (BID) PRODUCT PART NUMBER:	SAME	1U7Z-12A650-FVA	1U7Z-12A650-FVA
ITEM	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$475.54	$475.54 + $100.00 CORE	$475.54
5.	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$339.98	$370.92	$364.73 $100.00/CORE
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$408.93	$435.92	NONE STATED
	DESCRIPTION:	FRONT BRAKE MOTOR	FRONT BRAKE MOTOR	FRONT BRAKE MOTOR
	SAMPLE PRODUCT PART NUMBER:	F81Z-1125-AB	F81Z-1125-AB	F81Z-1125-AB
	YOUR (BID) PRODUCT PART NUMBER:	SAME	F81Z-1125-AB	F81Z-1125-AB
ITEM	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$172.50	$172.50	$172.50
6.	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$113.84	$124.20	$122.13
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$182.79	$189.20	NONE STATED

APPROVED BY: /S/

DATE: 04/27/2009

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		CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
PART C: SAMPLE PRICING EVALUATION		MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED)		
GROUP II: FORD PROPRIETARY PARTS FOR MEDIUM & HEAVY-DUTY TRUCKS				
ITEM 7.	DESCRIPTION:	PEDAL ASSY	PEDAL ASSY	PEDAL ASSY
	SAMPLE PRODUCT PART NUMBER:	1C3Z-9F836-BA	1C3Z-9F836-BA	1C3Z-9F836-BA
	YOUR (BID) PRODUCT PART NUMBER:	1C3Z-9F836-C	1C3Z-9F836-C	1C3Z-9F836-C
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$136.70	$136.70	$136.70
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$70.67	$77.10	$75.81
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$139.62	$142.10	NONE STATED
ITEM 8.	DESCRIPTION:	THERMOSTAT	THERMOSTAT	THERMOSTAT
	SAMPLE PRODUCT PART NUMBER:	YC3Z-8575-AC	YC3Z-8575-AC	YC3Z-8575-AC
	YOUR (BID) PRODUCT PART NUMBER:	SAME	YC3Z-8575-AC	YC3Z-8575-AC
	YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$39.24	$39.24	$39.24
	A. CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$21.58	$23.55	$23.15
	B. LABOR COST [ASSUME ONE (1) REGULAR HOUR TO REPLACE/INSTALL]: (BASED ON SECTION A: PART B, SERVICE LABOR RATES)	$68.95	$65.00	NONE STATED
	C. TOTAL COST [A (PART) + B (LABOR)] TO REPLACE/INSTALL:	$90.53	$88.55	NONE STATED

APPROVED BY: /S/

DATE: 04/27/2009

Prepared by Michael Lau

CITY OF EL PASO BID TABULATION

BID ITEM: FORD MOTOR COMPANY PROPRIETARY PARTS AND SERVICE — BID # 2009-131

BID DATE: APRIL 8, 2009 — DEPARTMENT: GENERAL SERVICES - FLEET

	CASA FORD INC EL PASO, TEXAS	SHAMALEY FORD EL PASO, TEXAS	VIVA FORD EL PASO, TEXAS
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 TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
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.	☐	☐	☒
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.	☒	☒	☐
NO OPTION OFFERED.	☐	☐	☐
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	NONE STATED	YES ☒ NO ☐	YES ☒ NO ☐
CITY'S REQUIRED DELIVERY: In cases of emergency delivery must be made within ___ hours or the next morning	24	24	TWO (2)
BIDDER'S PROMISED DELIVERY: Within ___ hours.	24	NONE STATED	FOUR (4)
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	24	24	TWO (2)

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: 4 BIDS RECEIVED: 3 BIDS LOCAL: 4 NO BIDS: 0

APPROVED BY: /S/

DATE: 04/27/2009

Prepared by Michael Lau

MHC Sterling
Attn: Gary Warren
10901 Gateway West
El Paso, TX 79935

Casa Ford
Attn: Ray Rocha
5815 Montana Ave.
El Paso, TX 79925

Expressway Ford
Attn: Henry Lopez
5550 North Desert Blvd.
El Paso, TX 79932

Shamaley Ford
Attn: Carlos Gonzales
11301 Gateway West
El Paso, TX 79936