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

DEPARTMENT: **General Services**

AGENDA DATE: **July 9, 2013**

CONTACT PERSON/PHONE: **Stuart C. Ed, General Services Director, 621-6822**
Monica Lombrana, Department of Aviation Director, 780-4793
Bruce D. Collins, Purchasing Manager, 541-4313

DISTRICT (S) AFFECTED: **ALL**

SUBJECT:
Solicitation No. 2013-198, Ford Proprietary Parts and Service

Discussion and action that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order(s) to Casa Ford, Inc. effective the date of the award for an initial term of three (3) years with a two year option to renew. General Services' estimated annual expenditures are $410,000.00 ($400,000.00 – Parts; $10,000.00 – Service) and the Department of Aviation's annual expenditures are $50,000 ($30,000 – Parts; $20,000 Service) with an estimated total expenditure of $1,380,000.00.

BACKGROUND / DISCUSSION:
The General Services - Fleet Division is recommending the award of the above bid to Casa Ford, Inc. who was the most, responsive, responsible bidder. This contract will be used to support the maintenance of Ford brand vehicles which make up about 60% of the City's current light vehicle fleet. The approval would allow for the continual maintenance and upkeep of these vehicles while providing consistent, safe and efficient operation for maximum reliability. Local business is being supported.

PRIOR COUNCIL ACTION:
Yes. Council previously approved contract 2009-131 on June 23, 2009 Item 13.

SELECTION SUMMARY:
This solicitation was advertised on April 16, 2013 and April 23, 2013, and opened on September 8, 2013. On April 16, 2012 bid notification postcards were mailed out, the solicitation was posted on the City's website and the email (Purmail) notification was sent out. Six (6) local bidders were solicited and one (1) local bidder responded.

AMOUNT AND SOURCE OF FUNDING:

Department:	General Services ($1,230,000) Department of Aviation ($150,000)
Total Amount	$1,380,000.00
Funds Available:	Dept: 231 Div: 37020 Acct: 531210 Fund: 3600 Program Code: P3711
	Dept: 231 Div: 37020 Acct: 531250 Fund: 3600 Program Code: P3701
	Dept: 562 Div: 62050 Acct: 531220 Fund: 3000
Funds Source:	General Services Dept – Internal Service Fund (2 Accts.)
	Department of Aviation – Airport Operation - Maintenance Supply

BOARD / COMMISSION ACTION:
N/A

**********AUTHORIZATION**********

DEPARTMENT HEAD:

Stuart Ed, General Services Director

COUNCIL PROJECT FORM
(REQUIREMENTS OR BEST VALUE BID)

**********POSTING LANGUAGE BELOW**********

Please place the following item on the **REGULAR** agenda for the Council Meeting of **July 09, 2013**.

Discussion and action on the award of Solicitation No. 2013-198 (Ford Proprietary Parts & Service) to Casa Ford, Inc for an initial term award of $1,380,000.00.

Department:	General Services – Fleet Division
Award to Vendor:	Casa Ford, Inc. El Paso, Texas
Item(s):	Group 1 & 2
Option to Extend:	2 years
Estimated 1 Year Award:	$ 460.000.00
Total Initial Term Estimated Award:	$1,380,000.00 (3 Years)
Option Amount:	$ 920,000.00 (2Years)
Total Estimated Award:	$2,300,000.00 (5 Years)
Account No.:	231-37020-531210-3600- P3711 231-37020-531250-3600- P3701
Funding Source:	General Services Internal Service Fund
District(s):	All

This is a Best Value, unit price contract.

The Financial Services - Purchasing Division and General Services – Fleet Division recommend award as indicated to Casa Ford, Inc, the best value bidder. It is also recommended that Leif Johnson Ford II LTD be deemed non-responsive for not bidding on all sections as specified in the bid.

**********ADDITIONAL INFO BELOW**********

COMMITTEE SCORE SHEET

BID NO.: **2013 - 198**

BID TITLE: **Ford Proprietary Parts & Service**
GENERAL SERVICES DEPARTMENT

		CASA FORD, Inc EL PASO, TX		
Cost (# points/percent max) **60**		$3,766.70 60.00		
Reputation & Quality of the Bidder's Services (# points/percent max) **15**		7.67		
Employee Medical Benefits and Incentives **10**		8.00		
Bidder's Operational Information				
Local Maintenance and Service Facility **10**		10.00		
Past Performance (# points/percent max) **5**		5.00		
GRAND TOTAL **100** (100 points/percent max)		**90.67**		

Cost based on comparable items

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

	CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
GROUP 1-A: FORD PROPRIETARY PARTS - LIGHT DUTY VEHICLES	PRICE ADJUSTMENT FACTOR		
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1: FORD PROPRIETARY PARTS	NET ☐ - ____ % DISCOUNT ☐ + COST +10% MARKUP [X]	NET ☐ - ____ % DISCOUNT ☐ + ____ % MARKUP [X] Wins Cost -9% Non-Wins Cost +4.5%	NET ☐ - ____ % DISCOUNT ☐ + ____ % MARKUP ☐
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)	FORD	FORD	
List Number_____ Dated_____	FPS-3642 04/13	FPS-3642 4/1/2013	
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER_____	☐ ☐ ☐ [X] ☐ ☐ _____	☐ ☐ ☐ [X] ☐ ☐ _____	☐ ☐ ☐ ☐ ☐ ☐ _____
TWO (2) COPIES (EITHER HARDCOPY OR CD) OF EACH CATALOG/PRICE LIST ARE INCLUDED WITH THE BID PACKAGE.	YES [X] NO ☐	YES [X] NO ☐	YES ☐ NO ☐

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.
NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED BY:

DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX		LEIF JOHNSON FORD II LTD AUSTIN, TX	
GROUP 1-B: SERVICE LABOR RATES - LIGHT DUTY VEHICLES					
SERVICE AND REPAIR OF VARIOUS GMC / CHEVROLET MODELS PERFORMED BY MECHANICS CERTIFIED BY GMC / CHEVROLET.					
REGULAR HOURS:		$79.95 / Per Hour		N/A	$0.00 / Per Hour
AFTER HOURS/ EMERGENCY:		N/A		N/A	$0.00 / Per Hour
GROUP 1-C: SAMPLE PRICING - LIGHT DUTY VEHICLES					
ITEM 1.	DESCRIPTION / MANUFACTURER PART NUMBER:	ALTERNATOR PART #AF8AZ-10V346-ABRM		ALTERNATOR PART #AF8AZ-10V346-ABRM	ALTERNATOR PART #AF8AZ-10V346-ABRM
	BIDDER PART NUMBER:	F8AZ-10V346-ABRM		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $75.00	$244.72	$146.83	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $75.00	$161.51	$133.62	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $316.46	$241.46	$133.62	
ITEM 2.	DESCRIPTION / MANUFACTURER PART NUMBER:	ALTERNATOR PART #26W1Z-10346-AA		ALTERNATOR PART #26W1Z-10346-AA	ALTERNATOR PART #26W1Z-10346-AA
	BIDDER PART NUMBER:	6W1Z-10346-AA		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $75.00	$295.15	177.09	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $75.00	$194.80	$161.15	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $349.75	$269.80	$161.15	

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DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
	SAMPLE PRICING			
ITEM 3.	DESCRIPTION / MANUFACTURER PART NUMBER:	RADIATOR FAN W/MOTOR ASSY PART 3W1Z-8C607-BD	RADIATOR FAN W/MOTOR ASSY PART 3W1Z-8C607-BD	RADIATOR FAN W/MOTOR ASSY PART 3W1Z-8C607-BD
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$578.11	$317.96	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$349.26	$289.34	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	$429.71	$289.34	
ITEM 4.	DESCRIPTION / MANUFACTURER PART NUMBER:	HEATER CORE PART #YW7Z-18476-AA	HEATER CORE PART #YW7Z-18476-AA	HEATER CORE PART #YW7Z-18476-AA
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$113.92	$56.96	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$62.66	$51.83	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	$142.61	$51.83	
ITEM 5.	DESCRIPTION / MANUFACTURER PART NUMBER:	STEERING GEAR BOX ASSY PART #XW7Z-3504-ABRM	STEERING GEAR BOX ASSY PART #XW7Z-3504-ABRM	STEERING GEAR BOX ASSY PART #XW7Z-3504-ABRM
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $150.00 $372.77	$242.30	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $150.00 $266.53	$220.49	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $496.48 $346.48	$220.49	

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DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX		LEIF JOHNSON FORD II LTD AUSTIN, TX	
	SAMPLE PRICING				
ITEM 6.	DESCRIPTION / MANUFACTURER PART NUMBER:	POWER STEERING PUMP PART #8W7Z-3A67A-B		POWER STEERING PUMP PART #8W7Z-3A67A-B	POWER STEERING PUMP PART #8W7Z-3A67A-B
	BIDDER PART NUMBER:	SAME		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $70.00	$174.57	$105.80	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $70.00	$115.21	$96.28	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $165.16	$195.16	$96.28	
ITEM 7.	DESCRIPTION / MANUFACTURER PART NUMBER:	STARTER PART #SA848RM		STARTER PART #SA848RM	STARTER PART #SA848RM
	BIDDER PART NUMBER:	F7UZ-11002AARM		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $75.00	$169.25	$101.55	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $75.00	$111.71	$92.41	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $346.61	$191.66	$92.41	
GROUP 1-C TOTAL COST (ITEMS 1-7)		**$1,816.88**		**$1,045.12**	**$0.00**

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APPROVED BY:

DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso All-America City 2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

	CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
GROUP 2-A: FORD PROPRIETARY PARTS - MEDIUM & HEAVY DUTY VEHICLES	PRICE ADJUSTMENT FACTOR		
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1: FORD PROPRIETARY PARTS	NET ☐ - ____ % DISCOUNT ☐ + COST +10% MARKUP ☒	NET ☐ - ____ % DISCOUNT ☐ + ____ % MARKUP ☒ Wins Parts Cost -9% Non-Wins Cost +4.5%	NET ☐ - ____ % DISCOUNT ☐ + ____ % MARKUP ☐
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)	FORD	FORD	FORD
List Number_____ Dated_____	FPS-3642 04/13	FPS-3642 4/1/2013	
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER_____	☐ ☐ ☐ ☒ ☐ ☐ _____	☐ ☐ ☐ ☒ ☐ ☐ _____	☐ ☐ ☐ ☐ ☐ ☐ _____
TWO (2) COPIES (EITHER HARDCOPY OR CD) OF EACH CATALOG/PRICE LIST ARE INCLUDED WITH THE BID PACKAGE.	YES ☒ NO ☐	YES ☒ NO ☐	YES ☐ NO ☐

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APPROVED BY: [illegible]

DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
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BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
GROUP 2-B: SERVICE LABOR RATES - MEDIUM & HEAVY DUTY VEHICLES				
SERVICE AND REPAIR OF VARIOUS GMC / CHEVROLET MODELS PERFORMED BY MECHANICS CERTIFIED BY GMC / CHEVROLET.				
REGULAR HOURS:		$79.95 / Per Hour	N/A	$0.00 / Per Hour
AFTER HOURS/ EMERGENCY:		N/A	N/A	$0.00 / Per Hour
GROUP 2-C: SAMPLE PRICING - MEDIUM & HEAVY DUTY VEHICLES				
ITEM 1.	DESCRIPTION / MANUFACTURER PART NUMBER:	RADIATOR HOSE PART #YC3Z-8260-AB	RADIATOR HOSE PART #YC3Z-8260-AB	RADIATOR HOSE PART #YC3Z-8260-AB
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$45.07	$20.28	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$22.31	$18.45	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	$102.26	$18.45	
ITEM 2.	DESCRIPTION / MANUFACTURER PART NUMBER:	AIR FILTER CLEANER ASSY PART #YC3Z-9600-BA	AIR FILTER CLEANER ASSY PART #YC3Z-9600-BA	AIR FILTER CLEANER ASSY PART #YC3Z-9600-BA
	BIDDER PART NUMBER:	SEE ATTACHED COPY OBSOLETE	BAD #	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	N/A	NO BID	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	NO BID	NO BID	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	NO BID	NO BID	
	TOTAL COST (CITY'S COST + LABOR COST)	NO BID	NO BID	

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APPROVED BY: [illegible]

DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX		LEIF JOHNSON FORD II LTD AUSTIN, TX	
	SAMPLE PRICING				
ITEM 3.	DESCRIPTION / MANUFACTURER PART NUMBER:	TURN SIGNAL SWITCH PART #Y852-13K359-CA		TURN SIGNAL SWITCH PART #Y852-13K359-CA	TURN SIGNAL SWITCH PART #Y852-13K359-CA
	BIDDER PART NUMBER:	Y852-13K359CA		BAD #	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$163.62		NO BID	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$98.99		NO BID	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		NO BID	
	TOTAL COST (CITY'S COST + LABOR COST)	$173.99		NO BID	
ITEM 4.	DESCRIPTION / MANUFACTURER PART NUMBER:	INJECTOR DRIVER MODULE PART #XC3Z-12B599-AA		INJECTOR DRIVER MODULE PART #XC3Z-12B599-AA	INJECTOR DRIVER MODULE PART #XC3Z-12B599-AA
	BIDDER PART NUMBER:	SAME		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $100.00	$915.82	$549.49	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $100.00	$604.44	$574.22	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $784.39	$684.39	$574.22	
ITEM 5.	DESCRIPTION / MANUFACTURER PART NUMBER:	PCM PART #1U7Z-12A650-FVA		PCM PART #1U7Z-12A650-FVA	PCM PART #1U7Z-12A650-FVA
	BIDDER PART NUMBER:	SAME		SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	w/Exchange +Core $100.00	$896.17	$537.70	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	w/Exchange +Core $100.00	$591.47	$561.90	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95		N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	w/Exchange +Core $771.42	$671.42	$561.90	

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DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

		CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
SAMPLE PRICING				
ITEM 6.	DESCRIPTION / MANUFACTURER PART NUMBER:	FRONT BRAKE ROTOR- PART #YL3Z-1V125-EA	FRONT BRAKE ROTOR- PART #YL3Z-1V125-EA	FRONT BRAKE ROTOR- PART #YL3Z-1V125-EA
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$99.97	$59.98	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$65.98	$54.58	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	$145.93	$54.58	
ITEM 7.	DESCRIPTION / MANUFACTURER PART NUMBER:	PEDAL PART #1C3Z-9F836-C	PEDAL PART #1C3Z-9F836-C	PEDAL PART #1C3Z-9F836-C
	BIDDER PART NUMBER:	SAME	SAME	
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	$177.72	$33.53	
	CITY'S COST, AFTER DISCOUNT/MARK-UP (NET):	$91.88	$35.04	
	LABOR COST (ASSUME (1) HOUR OF LABOR FROM PART B	$79.95	N/A	
	TOTAL COST (CITY'S COST + LABOR COST)	$171.83	$35.04	
GROUP 2-C TOTAL COST (ITEMS 1-7)		$1,949.82	$1,244.19	$0.00
GROUP 1-C TOTAL COST (ITEMS 1-7)		$1,816.88	$1,045.12	$0.00
TOTAL COST - GROUP 1 & 2		$3,766.70	$2,289.31	$0.00

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APPROVED BY: RA

DATE: 5/29/2013

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: FORD PROPRIETARY PARTS AND SERVICE
BID DATE: MAY 8, 2013

BID # 2013-198
DEPARTMENT: GENERAL SERVICES

	CASA FORD INC. EL PASO, TX	LEIF JOHNSON FORD II LTD AUSTIN, TX	
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.	X	X	☐
NO OPTION OFFERED.	☐	☐	☐
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES X NO ☐	YES X NO ☐	YES ☐ NO ☐
BIDDER'S PROMISED DELIVERY: Within ___ consecutive calendar days.	1	1	
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	4	*All orders delivered on the following day.	

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: 6 BIDS RECEIVED: 2 BIDS LOCAL: 1 NO BID: 0

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APPROVED BY:

DATE: 5/29/2013

CASA FORD
5815 MONTANA AVE.
EL PASO, TX 79925

SHAMALEY FORD
11301 GATEWAY WEST
EL PASO, TX 79936

VIVA FORD
5550 N. DESERT BLVD
EL PASO, TX 79912

FORD MOTOR COMPANY
1270 DON HASKINS DRIVE # C
EL PASO, TX 79936-7805

MNC STERLING
ATTN: GARY WARREN
10901 GATEWAY WEST
EL PASO, TX 79935

EXPRESSWAY FORD
ATTN: HENRY LOPEZ
5550 NORTH DESERT BLVD.
EL PASO, TX 79932