

DATE: July 10, 2006  
TO: Municipal Clerk  
FROM: Terrence Freiburg  
Purchasing Manager, ext.4308  
THRU: Aurora Wells  
Bid Clerk ext. 4038

Please place the following item on the **REGULAR** agenda for the Council Meeting of **JULY 25, 2006**.

Item should read as follows:

Solicitation No. 2006-151 Golf & Turf, Equipment and Implements  
Award to: Austin Turf & Tractor  
Marble Falls, TX  
Item(s): 1 and 2 (All Options)  
Amount: \$900,000.00 (Not To Exceed)  
Department: Department of Aviation  
Funds available: 62620026 – 508027 – 41063 - PAP0023  
Funding source: Airport Resort Project  
Total award: \$900,000.00 (Not To Exceed)  
District (s): 3

The Department of Aviation and the Financial Services Department-Purchasing Division recommend award to the lowest responsive, responsible bidder.

The contract will be for twelve (12) months or not to exceed amount of \$900,000.00, whichever comes first, for the Department of Aviation.

Contact person: Enrique Acosta, Jr., Procurement Analyst at 541-4267.

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AGENDA FOR: **JULY 25, 2006**  
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**CITY OF EL PASO, TEXAS  
REQUEST FOR COUNCIL ACTION (RCA)**

**DEPARTMENT:** Financial Services Department-Purchasing Division  
**AGENDA DATE:** <sup>25</sup>July 18, 2006 *A. Well*  
**CONTACT PERSON/PHONE:** Enrique Acosta, C.P.M.- Procurement Analyst, 541-4321  
**DISTRICT(S) AFFECTED:** 3

**SUBJECT:**

This item is to approve the award of Solicitation 2006-151, titled "Golf & Turf, Equipment and Implements" to Austin Turf & Tractor for Item 1 and Item 2 (All Options). The contract will be for Twelve (12) Months or not to exceed amount of \$900,000.00, whichever comes first, for the Department of Aviation.

**BACKGROUND / DISCUSSION:**

This contract will meet a Department of Aviation need for "Golf & Turf, Equipment and Implements". Approval of the contract will provide approximately 60 pieces of essential equipment necessary to maintain the Butterfield Trail Golf Course, including various types of mowers, sprayers, sod cutters, bunker rakes, and backhoes. All items will have a capital life of at least ten years.

**PRIOR COUNCIL ACTION:**

N/A.

**AMOUNT AND SOURCE OF FUNDING:**

The funding to be used is Airport Resort Project in an amount not to exceed the amount of \$900,000.00. Funding is available in 62620026 - 508027 - 41063 - PAP0023.

**BOARD / COMMISSION ACTION:**

N/A

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

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:** *Patrick Aheo*  
(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:** \_\_\_\_\_





# EL PASO INTERNATIONAL AIRPORT

TO: Enrique Acosta  
Purchasing Division

FROM: Patrick T. Abeln, A.A.E.  
Director of Aviation

A handwritten signature in black ink, appearing to read 'Patrick T. Abeln', is written over the 'FROM:' line.

DATE: June 28, 2006

**SUBJECT: AWARD OF 2006-151, "GOLF & TURF, EQUIPMENT  
AND IMPLEMENTS"**

## **RECOMMENDATION**

Award the contract to Austin Turf & Tractor for Item 1 and Item 2 (All Options), in the solicitation schedule for Twelve (12) Months or not to exceed amount of \$900,000.00, whichever comes first.

They are the low, responsive and responsible bidder meeting specifications.

Funding is available in 62620026 – 508027 – 41063 - PAP0023—Airport Resort Project

# CITY OF EL PASO BID TABULATION

BID ITEM: GOLF & TURF, EQUIPMENT AND IMPLEMENTS BID DATE: JUNE 21, 2006		BID # 2006-151 DEPARTMENT: AVIATION		
	AUSTIN TURF & TRACTOR MARBLE FALLS, TX	ELLEN EQUIPMENT ALBUQUERQUE, NM	SIMPSON NORTON CORPORATION ALBUQUERQUE, NM	
PRICE ADJUSTMENT FACTOR (Check appropriate block)				
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
<input checked="" type="checkbox"/> ITEM 1: GOLF, EQUIPMENT AND IMPLEMENTS	NET <input type="checkbox"/> - 31.5% DISCOUNT <input checked="" type="checkbox"/> + _____ % MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - 29% DISCOUNT <input checked="" type="checkbox"/> + _____ % MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - 22% DISCOUNT <input checked="" type="checkbox"/> + _____ % MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____ % DISCOUNT <input type="checkbox"/> + _____ % MARKUP <input type="checkbox"/>
Discount/Mark-up proposed from the _____ Price List	GOLF & TURF (SAMPLE ITEM A)	JACOBSEN 2006	2006-151	_____
List Number _____ Dated _____	GOLF & TURF June 1, 2006	90-040 JAN. 1, 2006	_____ _____	_____ _____
FROM PRICE LIST FOR MARKETING LEVEL: (Check appropriate block)				
WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <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 checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

APPROVED BY: *F. [Signature]*  
 DATE: 6-23-06

# CITY OF EL PASO BID TABULATION

BID ITEM: GOLF & TURF, EQUIPMENT AND IMPLEMENTS

BID # 2006-151

BID DATE: JUNE 21, 2006

DEPARTMENT: AVIATION

		AUSTIN TURF & TRACTOR MARBLE FALLS, TX	ELLEN EQUIPMENT ALBUQUERQUE, NM	SIMPSON NORTON CORPORATION ALBUQUERQUE, NM	
<b>ITEM</b>	<b>MANUFACTURER'S PRICE LIST IDENTIFICATION:</b>				
01.	MANUFACTURER	JOHN DEERE	JACOBSEN	THE TORO COMPANY	
	PRICE LIST FORM NUMBER	6/1/06 (VEHICLES)	62701 OR 62378	2006-151 PRICE LIST	
	AND DISCOUNT	18% DISCOUNT OFF LIST	(SEE SPECS)	WITH 22% DISCOUNT	
02.	MANUFACTURER	JOHN DEERE	JACOBSEN	REDEXIM	
	PRICE LIST FORM NUMBER	6/1/06 (COMPACT & UTILITY TRACTORS)	68080	2006 PRICE LIST	
	AND DISCOUNT	18% DISCOUNT OFF LIST		WITH NET PRICING	
03.	MANUFACTURER	JOHN DEERE			
	PRICE LIST FORM NUMBER	6/1/06 (COMMERCIAL ROTARY MOWERS)			
	AND DISCOUNT	22% DISCOUNT OFF LIST			
04.	MANUFACTURER	SEE ATTACHED FOR			
	PRICE LIST FORM NUMBER	ALLIED PRICE LIST &			
	AND DISCOUNT	DISCOUNTS			

APPROVED BY: 

DATE: 6-23-06

# CITY OF EL PASO BID TABULATION

BID ITEM: GOLF & TURF, EQUIPMENT AND IMPLEMENTS

BID # 2006-151

BID DATE: JUNE 21, 2006

DEPARTMENT: AVIATION

	AUSTIN TURF & TRACTOR MARBLE FALLS, TX	ELLEN EQUIPMENT ALBUQUERQUE, NM	SIMPSON NORTON CORPORATION ALBUQUERQUE, NM	
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SAMPLE PRICING: MANDATORY REQUIREMENT (EVEN IF BIDDING AS SPECIFIED):

SAMPLE PRICING EVALUATION

"SAMPLE ITEM A" - ITEM 1.	DESCRIPTION				
<b>Sample Product</b> <b>Part Number:</b> JOHN DEERE P/N 2500A	Triplex Greens Mover, Diesel with 3 WD, 11 Blades, 18 HP, Height of Cut 5/64 to 1.25"				
Your (Bid) Product Part Number:	JOHN DEERE 2500 A	JACOBSEN G-PLEXIII #62701 OR JACOBSEN GREENSKING IV #62378	TORO P/N 04383 (GR3250-D)		
Your List Price, Before Discount/Mark-up	\$34,261.00	\$30,665.00 OR \$34,159.00	\$34,554.00		
City's Cost, After Discount/Mark-up:	\$23,468.00	\$21,773.00 OR \$24,252.00	\$26,952.12		
"SAMPLE ITEM B" - ITEM 1.	DESCRIPTION				
<b>Sample Product</b> <b>Part Number:</b> JOHN DEERE P/N 3245C	Independent Deck Mower, Diesel, 41 HP, Height of Cut 1 - 4" and Width of Cut 90"				
Your (Bid) Product Part Number:	JOHN DEERE 3245 C	JACOBSEN AR-5	TORO P/N 30856 (GM4500-D)		
Your List Price, Before Discount/Mark-up	\$50,207.00	\$49,619.00	\$53,901.00		
City's Cost, After Discount/Mark-up:	\$29,622.00	\$35,230.00	\$42,042.78		

APPROVED BY: 

DATE: 6-23-06

# CITY OF EL PASO BID TABULATION

BID ITEM: GOLF & TURF, EQUIPMENT AND IMPLEMENTS

BID # 2006-151

BID DATE: JUNE 21, 2006

DEPARTMENT: AVIATION

	AUSTIN TURF & TRACTOR MARBLE FALLS, TX	ELLEN EQUIPMENT ALBUQUERQUE, NM	SIMPSON NORTON CORPORATION ALBUQUERQUE, NM	
PRICE ADJUSTMENT FACTOR (Check appropriate block)				
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
<input checked="" type="checkbox"/> ITEM 2: TURF, EQUIPMENT AND IMPLEMENTS	NET <input type="checkbox"/> - 31.9% DISCOUNT <input checked="" type="checkbox"/> + _____% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>	NO BID ITEM 2	NET <input type="checkbox"/> - _____% DISCOUNT <input type="checkbox"/> + _____% MARKUP <input type="checkbox"/>
Discount/Mark-up proposed from the _____ Price List	<b>INDUSTRIAL</b> (SAMPLE ITEM C ITEM 2)	_____	_____	_____
List Number _____ Dated _____	<b>ITEM 2 INDUSTRIAL</b> June 12, 2006	_____	_____	_____
<b>FROM PRICE LIST FOR MARKETING LEVEL:</b> (Check appropriate block) WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

APPROVED BY: R. [Signature]

DATE: 6-23-06

# CITY OF EL PASO BID TABULATION

BID ITEM: GOLF & TURF, EQUIPMENT AND IMPLEMENTS

BID # 2006-151

BID DATE: JUNE 21, 2006

DEPARTMENT: AVIATION

		AUSTIN TURF & TRACTOR MARBLE FALLS, TX	ELLEN EQUIPMENT ALBUQUERQUE, NM	SIMPSON NORTON CORPORATION ALBUQUERQUE, NM	
<b>ITEM</b>	<b>MANUFACTURER'S PRICE LIST IDENTIFICATION:</b>				
01.	MANUFACTURER		NO BID	NO BID ITEM 2	
	PRICE LIST FORM NUMBER				
	AND DISCOUNT				
02.	MANUFACTURER				
	PRICE LIST FORM NUMBER				
	AND DISCOUNT				
03.	MANUFACTURER				
	PRICE LIST FORM NUMBER				
	AND DISCOUNT				
04.	MANUFACTURER				
	PRICE LIST FORM NUMBER				
	AND DISCOUNT				

APPROVED BY: 

DATE: 6-23-06





TOM GROWNEY EQUIPMENT INC.  
ATTN: BRANCH MANAGER  
11323 ROJAS DRIVE  
EL PASO, TEXAS 79936

RTS

STILLWATER EQUIPMENT CO.  
ATTN: ALAN NIETENHOEGER  
604 EASTGATE  
STILLWATER, OK 74074

AUSTIN TURF & TRACTOR  
904 NORTH HIGHWAY 313  
BERNALILLO, NM 87004

RTS

BROOKSIDE EQUIPMENT COMPANY  
ATTN: JOHN FREEMAN  
7707 MOSLEY ROAD  
HOUSTON, TEXAS 77017

ARIZONA MACHINERY, LLC.  
197 WEST WARNER ROAD  
CHANDLER, ARIZONA 85225

AUTSIN TURF & TRACTOR  
ATTN: CHAD MOBLEY  
1707 COLT CIRCLE  
MARBLE FALLS, TEXAS 78654