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

DEPARTMENT: General Services – Fleet Division

AGENDA DATE: July 27, 2010

CONTACT PERSON/PHONE: Stuart Ed – Director, General Services Department – 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 purchase order to Time Manufacturing Company for the purchase of four (4) Versalift Aerial Lift Trucks under State Contract TXMAS-6-23V020 in the amount of \$83,859.30 each and a total expenditure of \$335,437.20.

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 purchase. The city is currently in the process of replacing the old fleet through a Fleet Replacement Program that targets vehicles that have met their life expectancy. Once identified, they are replaced with new, more cost effective vehicles that operate more efficiently and are environmentally-friendly. The proposed purchase will replace larger sized vehicles in the current fleet with smaller, more economical units that are less costly to run and maintain.

PRIOR COUNCIL ACTION:

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

Yes. The previous purchase under TXMAS-6-23V020 was approved on 06/22/10.

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: \$335,437.20
Funds Available: 37150068 – 508055 – 27265 – PFLESVC01
Funds Source: General Services – Buses and Large Trucks

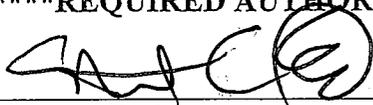
BOARD / COMMISSION ACTION:

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



To: Carmen Arrieta-Candelaria, CFO
From: Stuart Ed, General Services Director
Date: July 12, 2010
Re: Aerial Trucks – Maintenance Cost / Price Analysis

This memo provides additional backup information regarding the purchase of the aerial trucks currently scheduled for the agenda on the 27th of July. This purchase is for the Street and Parks Department through General Services.

Below is a very brief cost-benefit analysis analyzing maintenance expenses for the existing vehicles that will be replaced if council approves this purchase:

1. The proposed aerial trucks to be replaced were originally purchased starting in 1984. Useful life for the vehicle is 7 years depending on the equipments' use. These vehicles currently service all areas of the City helping with the installation of street lighting. This purchase would allow us to maintain our current vehicle replacement schedule.
2. Original cost of the proposed vehicles for replacement was approximately \$94,494. Total maintenance costs for these units have been \$183,764 life-to-date so almost half of the original costs have been spent in maintenance during the vehicles' lifetime.
3. The increasing age of the vehicles has proven to be detrimental. The availability and reliability of these vehicles are becoming unpredictable to the user department as the vehicles were only available for use 74% of the time due to unscheduled breakdowns. As the units age, the breakdowns will become more and more frequent and will reach a point to where the user department will not be able to fulfill their mission.
4. Price for a new replacement vehicle totals \$83,859.00 each. The total purchase price includes a full warranty of the vehicle that covers parts and service for the next 3 yrs or 36,000 miles on the chassis. This essentially will provide a worry free vehicle for the next 3 years and the city will only incur routine expenses such as on fuel and preventative maintenance.
5. Fleet Services performed an analysis of the prices comparing the current price of the vehicles against the Bureau of Labor Statistics, Consumer Price Index. It was determined that the prices were reasonable as the current price is lower than what the Consumer Price Index indicates by a difference of 23%.

Mayor
John F. Cook

City Council

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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



To: Carmen Arrieta-Candelaria, CFO
From: Stuart C. Ed, General Services Director
Date: 7/12/10
Subject: TXMAS – Contract #6-23-V020

The General Services Department recommends utilizing the Texas Procurement and Support Services program through Texas Multiple Award Schedule (TXMAS) to issue a \$335,437.20 purchase order to Time Manufacturing Company. for the acquisition of four (4) Versalift Aerial Lift Trucks. The following are the factors used to evaluate the use of this procurement program as the best approach:

1. Is there an urgent need for the product/service? In other words, is time of the essence?

The city is currently in the process of replacing the old fleet through a Fleet Replacement Program. The program targets vehicles that have met their life expectancy and replacing them with vehicles that operate more efficiently and at a lower cost to the city. The new aerial lift trucks would replace a models purchased starting in 1984. The life expectancy of this type of vehicle is intended to be seven years. The replacement of these units would keep the city on track with its replacement schedule.

2. Does the purchase through the Program promote the standardization of equipment?

Yes, the city currently owns 12 other aerial lift trucks that have been in service since 1984. These units have been assigned to the Street and Parks Department to help them meet their mission requirements.

3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?

This purchase does not support local business and neither Fleet Services nor the Street Department is aware of a local business that can sell the required equipment.

4. Do the available vendors have prior work experience and/or familiarity with the City?

Yes, the city has previously purchased equipment from the recommended vendor in the past. The vendor has been responsive to the City's needs. The city recently purchases a similar vehicle for the Airport Department.

5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?

Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of the contract.

The participation by the City of El Paso in the Texas Procurement and Support Services (TPASS) State Contracts Program was approved by Mayor and City Council on February 27, 2007.

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General Services
Director
Stuart C. Ed

GENERAL SERVICES DEPARTMENT

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



7601 Imperial Drive
P.O. Box 20368 • Waco, Texas 76702-0368
Fax Number: (254) 339-2651

To: City of El Paso
7968 San Paulo Dr.
EL PASO Texas 79907

Att: Israel Toro
Joe Melendez

Subject: TXMAS contact **TXMAS-6-23V020** for **VERSALIFT VO-40-MHI**

Per our conversations last week. Please review and order the following units from the TXMAS contract. The units are VO-40-MHI and must be ordered from TXMAS on TXMAS contract TXMAS-6-23V020. 1ea \$71,491.00

VERSALIFT DESCRIPTION:

(2)- VO-4-MHI

VERSALIFT AERIAL:

Insulated side mounted 39 ft. 10 in. aerial
Overcenter unit
Articulated material handling aerial platform lift
350 lb. Platform capacity
Low stow

CHASSIS:

Mounted on a Ford F550 Chassis
17,500 lb GVWR cab and chassis
84 IN. Cab to Axle
6.8L V10 gas engine
AMFM radio

SERVICE BODY:

Steel service body
132 in. steel service body with standard compartments
Tread plate tops and floor
24 in. tail shelf

INSTALLATION:

Install Versalift VO-40-MHI and service body on chassis
Installation of PTO and pump
Install A- frame out riggers
Paint body to match chassis

SUBTOTAL

\$285,964.00 4 EACH

Generator with cover (standard listed txmas option)	\$ 3,191.00
Emergency Power (standard listed txmas option)	\$ 406.00
FORD automatic transmission w/gas (standard listed txmas option)	\$ 1,090.00
FORD Air conditioning (standard listed txmas option)	\$ 1,511.00
Central locking (standard listed txmas option)	\$ 270.00
Chock block holders (standard listed txmas option)	\$ 154.00
Compartment lighting (standard listed txmas option)	\$ 696.00
Flood lights (standard listed txmas option)	\$ 616.00
Strobe light (standard listed txmas option)	\$ 418.00
Back up alarm (standard listed txmas option)	\$ 197.00
Outrigger boom interlock (standard listed txmas option)	\$ 813.00
Hydraulic tool power at rear (standard listed txmas option)	\$ 317.00
24 x 30 Platform (standard listed txmas option)	\$ 158.00
Liner and cover for 24x30 platform (standard listed txmas option)	\$ 227.00
Pintle and plug (standard listed txmas option)	\$ 730.00
Bed access step and grab handle (standard listed txmas option)	\$ 335.00

Total price including Txmas listed options: \$82,620.00
TXMAS SmartBuy Fee (1.5% of total price): \$ 1,239.30

Complete Total Price F.O.B. Destination: \$83,859.30
X4

Grand total \$335,437.20 4 EACH

Thank you and please call or e-mail with any questions.

Have a great day.

Jeffrey Drews
Sales Administration Manager
Versalift Southwest
1200 Texas Central Parkway
Waco, Texas 76712
(254) 420-5321