

**CITY OF EL PASO, TEXAS  
REQUEST FOR COUNCIL ACTION (RCA)**

**DEPARTMENT:** Environmental Services

**AGENDA DATE:** ~~March 20, 2007~~ August 14, 2007

**CONTACT PERSON/PHONE:** Terrence Freiburg, Purchasing Manager, 541-4308  
Ellen Smyth, Director of Environmental Services, 621-6700

**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 Solicitation No. 2007-054, Landfill Compactor, Item Nos. 1A-1, 1A-2, 1A-3, O-1 and O-2 to Wagner Equipment Company in the total amount of \$647,644.00. This is a Total Cost Bid and includes the purchase price of the compactor, Repair Expenses for five years/10,000 hours, and a Guaranteed Minimum Repurchase Price in 5 years/10,000 hours. Wagner Equipment Company offered the best value bid.

**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?

Compactor is needed to properly maintain the landfill in accordance with TCEQ requirements.

**PRIOR COUNCIL ACTION:**

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

Bid 2002-060C was awarded in FY2002 for the purchase of a compactor.

**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?

The funding source for this purchase is 34010289-508029-40403, SWM Heavy/Off Road Equipment.

**BOARD / COMMISSION ACTION:**

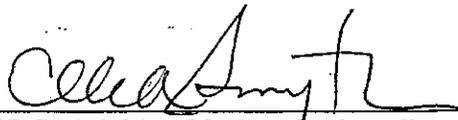
Enter appropriate comments or N/A

N/A

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

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

**DEPARTMENT HEAD/CLIENT DEPT:**  
(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: August 9, 2007

PROJECT: Landfill Compactor
BID NO: 2007-054
BUDGET NO: 34010289-508029-40403
FUNDING SOURCE: SWM Heavy/Off Road Equipment
REPRESENTATIVE DISTRICT(S): All

DEPARTMENT: Environmental Services

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RECOMMENDATION:

Vendor: Wagner Equipment Company
El Paso, TX
Item: Item 1A-1 - Landfill Compactor \$765,000.00
Item 1A-2 - 5 Year Repair Expenses +171,500.00 (Not to Exceed)
\$936,500.00
Item 1A-3 - Guaranteed Repurchase Price -185,000.00 (Minimum)
\$751,500.00
Item O-1 and O-2 -103,856.00
\$647,644.00 (Total Cost)

The award of Solicitation No. 2007-054, Landfill Compactor, to Wagner Equipment Company for a total amount of \$647,644.00.

This is a fixed-price, single (one-time) purchase. Vendor offers an option to purchase up to one hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within one hundred eighty (180) days from the date of award of the contract. No prompt payment discount was offered.

The General Services, Environmental Services and Financial Services Departments recommend award as indicated to the vendor offering the best value bid.

BIDS SOLICITED- 18 (15 local)
BIDS RECEIVED- 02
"NO BID" RECEIVED 00

CURRENT TAXES PAID
OUT-OF-TOWN

TOTAL RECOMMENDED AWARD: \$647,644.00

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COUNCIL APPROVED [ ] REJECTED [ ] MUNICIPAL CLERK \_\_\_\_\_

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APPROVED:

COUNCIL MEETING DATE: August 14, 2007

Handwritten signature of Terrence Freiburg
Terrence Freiburg
Purchasing Manager

Handwritten initials 'AZ'

BEST VALUE PROCUREMENT

LANDFILL COMPACTOR  
SOLICITATION NO. 2007-054

	WAGNER EQUIPMENT CO	SIERRA MACHINERY, INC.
<b>Purchase Price *</b> (60 points)  Wagner Equipment Co. = \$647,644.00 Sierra Machinery Inc. = \$724,560.00	60.00	53.63
<b>Number &amp; Location of machines currently in operation in El Paso, West Texas, NM, and AZ</b> (10 points)  Wagner Equipment Co. = 2 Sierra Machinery Inc. = 6	3.33	10.00
<b>Number of factory trained &amp; certified technicians in El Paso</b> (10 points)  Wagner Equipment Co. = 31 Sierra Machinery Inc. = 2	10.00	0.65
<b>Length of time vendor has been servicing these types of machines</b> (10 points)  Wagner Equipment Co. = 20+ years Sierra Machinery Inc. = 12 years	10.00	6.00
<b>Average response time for warranty and field repairs</b> (5 points)  Wagner Equipment Co. = 4 hours Sierra Machinery Inc. = 48 hours	5.00	0.42
<b>Average turn-around time for warranty repairs</b> (5 points)  Wagner Equipment Co. = 48 hours Sierra Machinery Inc. = 96 hours	5.00	2.50
<b>TOTAL POINTS</b>	<b>93.33</b>	<b>73.19</b>

# CITY OF EL PASO BID TABULATION

BID ITEM: LANDFILL COMPACTOR BID DATE: FEBRUARY 7, 2007			BID # 2007-054 DEPARTMENT: ENVIRONMENTAL SERVICES			
<b>BID ITEM NO. 1: TOTAL COST BID</b>			SIERRA MACHINERY, INC. EL PASO, TX	WAGNER EQUIPMENT CO. EL PASO, TX		
ITEM	QTY.	DESCRIPTION OF ITEM	UNIT PRICE	UNIT PRICE	UNIT PRICE	
1A-1	1 EACH	LANDFILL COMPACTOR (110,000 + POUNDS)	\$867,082.00	\$765,000.00		
MANUFACTURER			TEREX - CMI	CATERPILLAR		
MODEL NUMBER			TC550	836H		
1A-2		REPAIR EXPENSES FOR 5 YEARS/10,000 HOURS. SHALL NOT EXCEED	\$89,076.00	\$171,500.00		
1A-3		GUARANTEED MINIMUM REPURCHASE PRICE IN 5 YEARS/10,000 HOURS	\$100,000.00	\$185,000.00		
TOTAL COST (Item 1A-1 Plus 1A-2, Less Item 1A-3):			\$856,158.00	\$751,500.00		
OPTIONAL ITEMS, SUBJECT TO THE AVAILABILITY OF FUNDING. THE COST OF THESE OPTIONS WILL BE ADDED/DEDUCTED FROM THE PURCHASE PRICE LISTED ON LINE 1A-1 ABOVE.						
ITEM	DESCRIPTION OF ITEM		AMOUNT	AMOUNT	AMOUNT	AMOUNT
O-1	MANUFACTURERS WHEELS		DISCOUNT <input checked="" type="checkbox"/> OR \$109,338.00 MARK-UP <input type="checkbox"/>	DISCOUNT <input checked="" type="checkbox"/> OR \$95,947.00 MARK-UP <input type="checkbox"/>		
O-2	MANUFACTURERS BLADE		DISCOUNT <input checked="" type="checkbox"/> OR \$22,260.00 MARK-UP <input type="checkbox"/>	DISCOUNT <input checked="" type="checkbox"/> OR \$7,909.00 MARK-UP <input type="checkbox"/>		
O-3	CARRON DOUBLE U BLADE		DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR \$3,295.00 MARK-UP <input checked="" type="checkbox"/>		
O-4	MANUFACTURERS DOUBLE U BLADE		DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>		
O-5	GPS/ENGINE PERFORMANCE MONITOR SYSTEM		DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> \$2,430.00 OR PLUS ANNUAL MARK-UP <input checked="" type="checkbox"/> SUBSCRIPTION		

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: *Mary Jane Lopez*  
 DATE: *2/13/07*

# CITY OF EL PASO BID TABULATION

BID ITEM: LANDFILL COMPACTOR  
 BID DATE: FEBRUARY 7, 2007

BID # 2007-054  
 DEPARTMENT: ENVIRONMENTAL SERVICES

	SIERRA MACHINERY, INC. EL PASO, TX	WAGNER EQUIPMENT CO. EL PASO, TX		
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OPTIONAL ITEMS, SUBJECT TO THE AVAILABILITY OF FUNDING. THE COST OF THESE OPTIONS WILL BE ADDED/DEDUCTED FROM THE PURCHASE PRICE LISTED ON LINE 1A-1 ABOVE. (CONTINUED)

ITEM	DESCRIPTION OF ITEM	AMOUNT	AMOUNT	AMOUNT	AMOUNT
O-6	AUTOMATIC CENTRAL LUBRICATION SYSTEM	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>		
O-7	CARON 47 INCH WHEELS	DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>		
O-8	ON SITE OPERATOR CERTIFICATION TRAINING	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>		
O-9	DELETE THE BLADE	<\$47,279.00> DISCOUNT <input type="checkbox"/>	<\$31,672.00> DISCOUNT <input type="checkbox"/>		

ALTERNATE BID ITEM NO. 2: STRAIGHT PURCHASE BID

ITEM	QTY.	DESCRIPTION OF ITEM	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
2A-1	1 EACH	LANDFILL COMPACTOR (110,000 + POUNDS)	\$867,082.00	\$765,000.00		
MANUFACTURER			TEREX - CMI	CATERPILLAR		
MODEL NUMBER			TC550	836H		

OPTIONAL ITEMS, SUBJECT TO THE AVAILABILITY OF FUNDING. THE COST OF THESE OPTIONS WILL BE ADDED/DEDUCTED FROM THE PURCHASE PRICE LISTED ON LINE 2A-1 ABOVE.

ITEM	DESCRIPTION OF ITEM	AMOUNT	AMOUNT	AMOUNT	AMOUNT
O-1	MANUFACTURERS WHEELS	DISCOUNT <input checked="" type="checkbox"/> OR \$109,338.00 MARK-UP <input type="checkbox"/>	DISCOUNT <input checked="" type="checkbox"/> OR \$95,947.00 MARK-UP <input type="checkbox"/>		
O-2	MANUFACTURERS BLADE	DISCOUNT <input checked="" type="checkbox"/> OR \$22,260.00 MARK-UP <input type="checkbox"/>	DISCOUNT <input checked="" type="checkbox"/> OR \$7,909.00 MARK-UP <input type="checkbox"/>		
O-3	CARRON DOUBLE U BLADE	DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR \$3,295.00 MARK-UP <input checked="" type="checkbox"/>		

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: MAZ  
 DATE: 2/13/07

# CITY OF EL PASO BID TABULATION

BID ITEM: LANDFILL COMPACTOR BID DATE: FEBRUARY 7, 2007		BID # 2007-054 DEPARTMENT: ENVIRONMENTAL SERVICES		
		SIERRA MACHINERY, INC. EL PASO, TX	WAGNER EQUIPMENT CO. EL PASO, TX	
OPTIONAL ITEMS, SUBJECT TO THE AVAILABILITY OF FUNDING. THE COST OF THESE OPTIONS WILL BE ADDED/DEDUCTED FROM THE PURCHASE PRICE LISTED ON LINE 2A-1 ABOVE. (CONTINUED)				
ITEM	DESCRIPTION OF ITEM	AMOUNT	AMOUNT	AMOUNT
		DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	
O-4	MANUFACTURERS DOUBLE U BLADE			
O-5	GPS/ENGINE PERFORMANCE MONITOR SYSTEM	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> \$2,353.00 OR PLUS ANNUAL MARK-UP <input checked="" type="checkbox"/> SUBSCRIPTION	
O-6	AUTOMATIC CENTRAL LUBRICATION SYSTEM	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NOT AVAILABLE MARK-UP <input type="checkbox"/>	
O-7	CARON 47 INCH WHEELS	DISCOUNT <input type="checkbox"/> OR NOT APPLICABLE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>	
O-8	ON SITE OPERATOR CERTIFICATION TRAINING	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>	DISCOUNT <input type="checkbox"/> OR NO CHARGE MARK-UP <input type="checkbox"/>	
O-9	DELETE THE BLADE	<\$47,279.00> DISCOUNT <input type="checkbox"/>	<\$31,672.00> DISCOUNT <input type="checkbox"/>	
TRADE-IN ALLOWANCE:				
ITEM	DESCRIPTION	TRADE-IN AMOUNT	TRADE-IN AMOUNT	TRADE-IN AMOUNT
T-1	2004 CATERPILLAR 836G COMPACTOR HAS 4300 HOURS. THE UNIT IS FIRE DAMAGED. IT HAS CARON WHEELS AND BLADE.	\$22,000.00*	\$40,000.00	

\* This unit's blade is missing, and the wheels are older than the unit itself.

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: MAZ  
 DATE: 2/13/07

# CITY OF EL PASO BID TABULATION

BID ITEM: LANDFILL COMPACTOR BID DATE: FEBRUARY 7, 2007		BID # 2007-054 DEPARTMENT: ENVIRONMENTAL SERVICES		
	<b>SIERRA MACHINERY, INC. EL PASO, TX</b>	<b>WAGNER EQUIPMENT CO. EL PASO, TX</b>		
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTION OPTIONS.  BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:  A. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT. B. ONE HUNDRED EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT. C. ONE YEAR (365) DAYS FROM DATE OF AWARD OF THE CONTRACT. D. NO OPTION OFFERED.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>  YES <input type="checkbox"/> NO <input type="checkbox"/>  YES <input type="checkbox"/> NO <input type="checkbox"/>  <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>  YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>  YES <input type="checkbox"/> NO <input type="checkbox"/>  <input type="checkbox"/>		
PAYMENT TERMS:	<b>NET - 30 DAYS SIXTY CONSECUTIVE CALENDAR DAYS</b>	<b>NET - 30 DAYS 120 CONSECUTIVE CALENDAR DAYS</b>		
BIDDER'S PROMISED DELIVERY:				
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: 18		BIDS RECEIVED: 2	BIDS LOCAL: 15	NO BIDS: 0

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: MAZ

DATE: 2/13/07

KAMSON  
11501 CHITO SAMINIEGO  
EL PASO, TX 79936

SUNSTATE EQUIPMENT CO.  
8660 CASTNER DRIVE  
EL PASO, TX 79907

ELLEN EQUIPMENT  
410 SOUTH COTTON STREET  
EL PASO, TX 79901

STOCKTON EQUIPMENT  
2513 CEYLON  
EL PASO, TX 79925

NEW HOLLAND EQUIPMENT  
9820 NORTH LOOP  
EL PASO, TX 79907

TOM GROWNEY EQUIPMENT  
11323 ROJAS DR.  
EL PASO, TX 79936

UNITED RENTALS  
8280 GATEWAY EAST  
EL PASO, TX 79907

HERTZ EQUIPMENT RENTAL  
830 PENDALE  
EL PASO, TX 79907

WAGNER EQUIPMENT  
ATTN: JASON BOWLES  
10501 DYER STREET  
EL PASO, TX 79914

BORDER MACHINERY  
1710 EAST PAISANO DRIVE  
EL PASO, TX 79901

RSC  
6914 GATEWAY BLVD. EAST  
EL PASO, TX 79915

SIERRA MACHINERY, INC.  
ATTN: ROBERT WRINKLE  
939 HAWKINS BLVD.  
EL PASO, TX 79915

ROAD MACHINERY COMPANY  
1181 BURGUNDY DRIVE  
EL PASO, TX 79907

FRANK'S SUPPLY  
1211 B ARRANCA  
EL PASO, TX 79935

AL-JON INC.  
14599 2<sup>ND</sup> AVE.  
OTTUMWA, IA 52501-9281

CARON COMPACTOR COMPANY  
809 SYLVAN AVE., SUITE 500  
MODESTO, CA 95350-1500

WASTE SYSTEMS EQUIPMENT, INC.  
P.O. BOX 40878  
HOUSTON, TX 77240

FRANK'S SUPPLY CO., INC  
ATTN: ROY MOODY  
1211 BARRANCA  
EL PASO, TX 79935