

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

**DEPARTMENT:** General Services – Fleet Division

**AGENDA DATE:** 09/14/10

**CONTACT PERSON NAME AND PHONE NUMBER:** Stuart Ed, Director, General Service, (915) 621-6822  
Bruce D. Collins, Purchasing Manager, (915) 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 Sanchez and Sons Trucking DBA Edge Kawasaki as the overall best value for the purchase of fifteen (15) Kawasaki, ZG1400A9F Concourse Police Freeway Motorcycles. Each motorcycle has a base price of \$12,900 and will include the following options

- O1 – Police Patrol Motorcycles Package Equipment and Installation - \$6,887.06 per motorcycle
- O2 – Police Patrol Motorcycles Crash Protection - \$681.79 per motorcycle
- O6 – Police Patrol Motorcycles Hand-Held Radar - \$2,100.00 per motorcycle

Total options are \$9,668.85 for a final price of \$22,568.85 per bike. The grand total for all fifteen (15) motorcycles is \$338,532.75. Sanchez and Sons Trucking DBA Edge Kawasaki was the sole bidder.

**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?

These motorcycles will replace 15 existing units that met their life expectancy in 2007 and 2009. These motorcycles are for Police Highway Traffic Enforcement and will operate more efficiently and at a lower cost to the City. Local business is being supported.

**PRIOR COUNCIL ACTION:**

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

Yes, council previously awarded 2009-222 in September 2009.

**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?

37150068-508054-27265 – PFLBSVC01, General Services – Vehicle Replacement Fund

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

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

**DEPARTMENT HEAD:**



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**COUNCIL PROJECT FORM  
(ONE-TIME BID)**

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

Please place the following item on the **CONSENT** agenda under **BEST VALUE PROCUREMENT** for the Council Meeting of **SEPTEMBER 14, 2010**.

The award of Solicitation No. 2010-249 Police Patrol Motorcycles to Sanchez & Sons Trucking, Inc. DBA Edge Kawasaki of El Paso, Texas for a total award of \$338,532.75.

Department:	General Services
Award to:	Sanchez & Sons Trucking, Inc. DBA Edge Kawasaki El Paso, Texas
Item(s):	Item 1, Option O1, O2 and O6
Option:	To purchase 100% at the same unit price if exercised within 180 days from date of award
Payment Terms:	N30
Unit Amount:	\$22,568.85 (per unit with option O1, O2 and O6)
Total Award:	\$338,532.75 (for 15 units)
Funding Source:	General Services – Vehicle Replacement Fund
District(s):	All

This is a fixed-price, single (one-time) purchase.

The Financial Services - Purchasing Division and General Services recommend that Barnett Harley Davidson of El Paso, TX be disqualified as non-responsible, and Enforcement Motors, LLC of Tempe, AZ be disqualified as non-responsive, and the contract be awarded as indicated to Sanchez & Sons Trucking, Inc. DBA Edge Kawasaki of El Paso, TX the sole responsive, responsible bidder.

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

Barnett Harley Davidson was terminated by default on City Contract 2008-157 (Police Motorcycles) on April 28, 2009. Barnett Harley Davidson was in default of the provisions of the Contract because they failed to deliver the police motorcycles, including all of the accessories listed in the bid, at the bid price offered that was awarded by City Council.

Enforcement Motors, LLC did not bid on the motorcycles and bid on partial option items only. Vendor also took exceptions to specifications on their bid offer.

An increase of 3.2% from last awarded contract 2009-222 (9/22/2009) for the same manufacturer and model of motorcycle and favorably with only 1% increase compared to the Purchase Price Index.

- Option 5 is included in Option 1
- \* Motorcycle \$12,900.00 each
- \* Option O1 \$6,887.06 each
- \* Option O2 \$681.79 each
- \* Option O6 \$2,100.00 each

# CITY OF EL PASO BID TABULATION

**BID ITEM: POLICE PATROL MOTORCYCLES**  
**BID DATE: JULY 21, 2010**

**BID # 2010-249**

**DEPARTMENT: GENERAL SERVICES - FLEET DIVISION**

PART A: POLICE PATROL MOTORCYCLES			BARNETT HARLEY DAVIDSON EL PASO, TX	ENFORCEMENT MOTORS, LLC TEMPE, AZ	SANCHEZ & SONS TRUCKING INC. DBA EDGE KAWASAKI EL PASO, TX
ITEM NO.	QTY.	DESCRIPTION (AS SPECIFIED IN SECTION B)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)
1.	EACH (1)	POLICE PATROL MOTORCYCLES	\$14,236.00 EACH	NONE STATED EACH	\$12,900.00 EACH
	FIFTEEN (15)		\$213,540.00 TOTAL (PRICE EACH X 15)	NONE STATED TOTAL (PRICE EACH X 15)	\$193,500.00 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	NONE STATED	KAWASAKI
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	NONE STATED	ZG1400A9F CONCOURSE
PART B: OPTION ITEMS					
ITEM NO.	QTY.	DESCRIPTION (AS SPECIFIED IN SECTION B)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)
01.	EACH (1)	POLICE PATROL MOTORCYCLES PACKAGE EQUIPMENT AND INSTALLATION	\$17,073.02 EACH PACKAGE	\$3,031.36 EACH PACKAGE	\$6,887.06 EACH PACKAGE
	FIFTEEN (15)		\$256,095.30 TOTAL (PRICE EACH X 15)	\$45,470.40 TOTAL (PRICE EACH X 15)	\$103,305.90 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	ENFORCEMENT MOTORS	BEAUDRY MOTORSPORTS
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	ZG-L-2450	K14P-00101
02.	EACH (1)	POLICE PATROL MOTORCYCLES CRASH PROTECTION	\$14,236.00 EACH PACKAGE	\$680.00 EACH PACKAGE	\$681.79 EACH PACKAGE
	FIFTEEN (15)		\$213,540.00 TOTAL (PRICE EACH X 15)	\$10,200.00 TOTAL (PRICE EACH X 15)	\$10,226.85 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	ENFORCEMENT MOTORS	BEAUDRY MOTORSPORTS
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	ZG-DB-1030	BMS MC1
03.	EACH (1)	POLICE PATROL MOTORCYCLES PD RADIO (POLICE COMMUNICATIONS EQUIPMENT AND INSTALLATION)	\$19,912.50 EACH	NONE STATED EACH	\$6,123.05 EACH
	FIFTEEN (15)		\$298,687.50 TOTAL (PRICE EACH X 15)	NONE STATED TOTAL (PRICE EACH X 15)	\$91,845.75 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	NONE STATED	MOTOROLA
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	NONE STATED	MZOURS9PW1 (NXTL5000 INCLUDES

ALL LINES 1-18 SECT B PAGE 5)

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

APPROVED BY: 

DATE: 8/2/10

# CITY OF EL PASO BID TABULATION

**BID ITEM: POLICE PATROL MOTORCYCLES**  
**BID DATE: JULY 21, 2010**

**BID # 2010-249**  
**DEPARTMENT: GENERAL SERVICES - FLEET DIVISION**

PART B: OPTION ITEMS			BARNETT HARLEY DAVIDSON EL PASO, TX	ENFORCEMENT MOTORS, LLC TEMPE, AZ	SANCHEZ & SONS TRUCKING INC. DBA EDGE KAWASAKI EL PASO, TX
ITEM NO.	QTY.	DESCRIPTION (AS SPECIFIED IN SECTION B)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)	PRICE (INCLUDE ALL FEES)
O4.	EACH (1)	POLICE PATROL MOTORCYCLES PUSH TO TALK KIT (POLICE COMMUNICATIONS EQUIPMENT AND INSTALLATION)	\$16,101.50 EACH PACKAGE	NONE STATED EACH PACKAGE	\$946.52 EACH PACKAGE
	FIFTEEN (15)		\$241,522.50 TOTAL (PRICE EACH X 15)	NONE STATED TOTAL (PRICE EACH X 15)	\$14,197.80 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	NONE STATED	MOTOROLA
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	NONE STATED	KA-23IM (INCLUDES AMZ2-MU, MCD-71MU, 25-0694)
O5.	EACH (1)	POLICE PATROL MOTORCYCLES RADIO BOX (POLICE COMMUNICATIONS EQUIPMENT AND INSTALLATION)	\$15,186.00 EACH PACKAGE	\$1,424.60 EACH PACKAGE	\$0.00 EACH PACKAGE
	FIFTEEN (15)		\$227,790.00 TOTAL (PRICE EACH X 15)	\$21,369.00 TOTAL (PRICE EACH X 15)	\$0.00 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	ENFORCEMENT MOTORS	INCLUDED IN PACKAGE EQUIPMENT
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	ZG-B-1050	
O6.	EACH (1)	POLICE PATROL MOTORCYCLES HAND-HELD RADAR	\$17,003.00 EACH	NONE STATED EACH	\$2,100.00 EACH
	FIFTEEN (15)		\$255,045.00 TOTAL (PRICE EACH X 15)	NONE STATED TOTAL (PRICE EACH X 15)	\$31,500.00 TOTAL (PRICE EACH X 15)
MANUFACTURER			2011 HARLEY DAVIDSON	NONE STATED	STALKER RADAR
MODEL/PART NUMBER			FLHTP POLICE UNIT WITH 3 YR WARRANTY	NONE STATED	STALKER II MDR

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APPROVED BY: M.C.

DATE: 8/2/10

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**BID ITEM: POLICE PATROL MOTORCYCLES**  
**BID DATE: JULY 21, 2010**

**BID # 2010-249**

**DEPARTMENT: GENERAL SERVICES - FLEET DIVISION**

	BARNETT HARLEY DAVIDSON EL PASO, TX	ENFORCEMENT MOTORS, LLC TEMPE, AZ	SANCHEZ & SONS TRUCKING INC. DBA EDGE KAWASAKI EL PASO, TX
<p>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.</p> <p>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:</p> <p>A. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>C. ONE (1) YEAR FROM DATE OF AWARD OF THE CONTRACT.</p> <p>D. NO OPTION OFFERED.</p>	<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><input type="checkbox"/></p>	<p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p><input type="checkbox"/></p>	<p>YES <input type="checkbox"/> NO <input checked="" type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p>
<b>PAYMENT TERMS:</b>	NET - 30 DAYS	2% - 10 DAYS OR NET - 30 DAYS	NET - 30 DAYS
<b>BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:</b>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
<b>BIDDER'S PROMISED DELIVERY:</b> Within _____ consecutive calendar days.	120	120	180
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.			
<b>BIDS SOLICITED: 36</b>	<b>BIDS RECEIVED: 3</b>	<b>BIDS LOCAL: 4</b>	<b>NO BIDS: 0</b>

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

APPROVED BY: M.L.  
 DATE: 8/2/10

ALAMOGORDO CYCLE CENTER  
21070 HIGHWAY 70 W.  
ALAMOGORDO, NM 88310

BMW POLICE MOTORCYCLES  
P. O. BOX 1227  
WESTWOOD, NJ 07675

DEMING CYCLE CENTER  
820 E. SPRUCE STREET  
DEMING, NM 88030

DESERT CITIES HONDA  
30715 FRONT STREET  
THOUSAND PALMS, CA 92276

*BN & AI -  
FTE - see  
New add.*

E-Z RIDER MOTORCYCLE  
8422 DYER STREET  
EL PASO, TX 79904

EG MOTORSPORTS  
6212 GATEWAY BLVD. E  
EL PASO, TX 79905

*BN & AI -  
NDAA*

INTAPOL INDUSTRIES, INC.  
77 AMITY STREET  
JERSEY CITY, NJ 07304

KAWASAKI MOTORS CORP. USA  
P. O. BOX 25252  
SANTA ANA, CA 92799

KAWASAKI EDGE MOTORSPORTS  
10310 MONTANA AVENUE  
EL PASO, TX 79925

KELLY'S KAWASAKI \*  
ATTN: JEFF CHAPMAN  
817 S. COUNTRY CLUB DRIVE  
MESA, AZ 85210

KAWASAKI POLICE AUTHORITY SALES USA  
1525 EAST EDMONTON AVENUE  
POST FALLS, ID 83854

LAS CRUCES MOTORSPORTS  
2125 S. VALLEY DRIVE  
LAS CRUCES, NM 88005

MR. MOTORCYCLE \*  
6020 GATEWAY EAST  
EL PASO, TX 79905

RIO YAMAHA  
1390 N. MAIN STREET  
LAS CRUCES, NM 88001

SETCOM CORPORATION  
1400 N. SHORELINE BLVD.  
MOUNTAIN VIEW, CA 94043

*BN & AI - FTE  
see New add.*

SUNLAND PARK YAMAHA  
159 SUNLAND PARK DRIVE #100  
SUNLAND PARK, NM 880063

SANTA TERESA MOTORSPORTS  
910 LIVINGSTON LP  
SANTA TERESA, NM 88008

THUNDERBIRD HARLEY-DAVIDSON  
5000 ALAMEDA BLVD. NE  
ALBUQUERQUE, NM 87113

A & S BMW MOTORCYCLES, INC.  
1125 ORLANDO AVENUE  
ROSEVILLE, CA 95661

BOB'S BMW MOTORCYCLES  
10720 GUILFORD ROAD  
JESSUP, NM 20794

BMW POLICE MOTORCYCLES  
P. O. BOX 1227  
WESTWOOD, NJ 07675

CROSS COUNTRY BMW  
875 MIDDLESEX AVENUE  
METUCHEN, NJ 08840

GARNER'S KAWASAKI  
320 N. DAL PASO STREET  
HOBBS, NM 88240

HIGH PLAINS HARLEY-DAVIDSON  
4400 MABRY DRIVE  
CLOVIS, NM 88101

HUNTING BEACH HONDA \*  
17555 BEACH BLVD.  
HUNTINGTON BEACH, CA 92647

KENT'S HARLEY-DAVIDSON  
3106 SOUTH CLACK STREET  
ABILENE, TX 79606

LEGACY HARLEY-DAVIDSON  
12100 W. HWY 80 EAST  
ODESSA, TX 79765

MAX BMW MOTORSPORT  
209 LAFAYETTE ROAD US ROUTE 1  
NORTH HAMPTON, NH 03862

MOTORSPORT INC.  
6919 MONTGOMERY NE  
ALBUQUERQUE, NM 87109

OUTDOOR SPORT KAWASAKI  
2801 W. 2<sup>ND</sup> STREET  
ROSWELL, NM 88201

\* Viewed solicitation online.

ORANGE COUNTY HONDA  
650 W. KATELLA AVENUE  
ORANGE, CA 92867

R & S KAWASAKI  
9601 LOMAS BLVD. NE  
ALBUQUERQUE, NM 87112

SOUTHWEST KAWASAKI  
1000 HIGHWAY 70 W  
ALAMOGORDO, NM 88310

SANTA FE HARLEY-DAVIDSON  
4360 RODEO ROAD  
SANTA FE, NM 87508

CHAMPION MOTORSPORTS  
2801 W. 2<sup>ND</sup> STREET  
ROSWELL, NM 88201

THUNDERBIRD MOTORCYCLES  
9709 W. 44<sup>TH</sup> AVENUE  
WHEAT RIDGE, CO 80033

DESERT CITIES HONDA  
P. O. BOX 57  
THOUSAND PALMS, CA 92276-0057

SETCOM CORPORATION  
3019 ALVIN DEVANE BLVD SUITE 560  
AUSTIN, TX 78741-7414