

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Emergency Vehicle Equipment & Related- ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 10-6518  
**RFP OPENING DATE:** March 31, 2010  
**CONTRACT TERM:** Date of award until April 30, 2011 with the option to extend in 12 month increments not to exceed 48 months in the aggregate  
(Extended by ESC Region 19 until April 30, 2012 on May 20, 2011)  
(Extended by ESC Region 19 until April 30, 2013 on April 24, 2012)  
(Extended by ESC Region 19 until April 30, 2014 on April 24, 2013)

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 39  
**RESPONSES:** 2  
**ADVERTISEMENT DATES:** March 11<sup>th</sup> & 18<sup>th</sup>, 2010  
**BOARD MEETING DATE:** May 13, 2010

**RECOMMENDED FOR AWARD** **Alamo Industries, Inc.**

**TOTAL (estimated)** \$400,000.00 per year

**EXPLANATIONS:**

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase emergency vehicle equipment and related products when required during the contract term. A proposal from Aspen Distributors submitted chemical additives only was not considered to meet the scope of the contract. Additionally, the vendor did not provide any insurances as requested. The recommended vendor for this specialty contract is Alamo industries who received an 8.45 rating out of a maximum possible scoring of 10.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Martin Camacho  
ESC Region 19

Nancy Alvarado  
ESC Region 19

**ORDER INFORMATION**

Alamo Industries, Inc.  
Attn: Dick Krasne or Art Smith  
5923 Gateway West  
El Paso, TX 79925-3304  
Dick Krasne- 915-1234  
Art Smith- 915-525-5000  
Fax: 915-781-0600  
[www.alamoauto.com](http://www.alamoauto.com)

[dkrasne@alamoauto.com](mailto:dkrasne@alamoauto.com)

**SPECIAL CONDITIONS**

1. Vendor must have a local facility with adequate equipment and space to perform all installations in a secured environment for this contract.
2. Vendors wanting to be considered for award must provide a copy of general liability, garage liability, auto liability (including cars to be serviced), and workers compensation with submittals.
3. This bid will be a discount from manufactures suggested retail pricing which in some instances changes routinely due to current market conditions and cost of goods sold. The discount will apply from the current MSRP.
4. Any vendor wishing to be considered for award of a particular company must either keep all accounts current with the latest hard copy of the manufacturers pricing or maintain a web site with PDF files of the current pricing. Failure to maintain current price lists throughout the contract period will be grounds for immediate termination of the contract.
5. Awarded vendors must provide onsite service and installation when the Region 19 Purchasing Cooperative members states services are required in house.
6. A statement of training required to operate equipment must be part of this contract and included in writing with this submittal.
7. In an effort to eliminate downtime and warranty issues, vendor agrees it will perform all installations in accordance with product instructions, including properly wiring and fusing products and routing wiring; as an example, no running 1 power wire and tapping into it for other parts that should have separate power wires, only putting in 1 or 2 screws to mount an item instead of the 4 required for proper mounting, and running the wire in places where it will get pinched or cause shorts.
8. In an effort to enhance the quality of installation, no bids will be considered unless the vendor agrees to a minimum warranty period of 3 years for parts and labor on all electrical and mechanical equipment installed as a result of this contract award.
9. Award criteria weight factors for this contract will be 60% pricing, 15% references and track record for this vendor based on references and other means to confirm the vendor's capability to perform the work, 15% overall selection and quality of products submitted, and 10% location and response time for both installations and warranty work.
10. Awarded vendor (s) under this contract will be required to provide the number of labor hours with each job request prior to commencement of installation; excepting major unforeseen circumstances (determined by Region 19 Purchasing Coop Member), the labor price quoted will be the only responsibility of the coop member and this amount will be included with the purchase order issued.

RFP # 10-6518

Date: \_\_\_\_\_

**OTHER REQUIRED CONDITIONS**

1. Required questionnaire for award consideration:

a. Total number of field service technicians? (provide certifications for repair work with response)

**Alamo – 15 technicians and 6 for emergency equipment installations**

b. Total number of employees living in El Paso, County?

**Alamo- 69 employees**

c. Total number of years in business in El Paso, County performing requested goods and services on this RFP?

**Alamo- 25 years selling emergency vehicle equipment and 33 years in business total.**

d. Total dollar amount of inventory, parts, and supplies in stock?

**Alamo- \$1,800,000.00**

e. Total number of service vehicles?

**Alamo- 2**

f. Total square feet of local store front?

**Alamo- 46,000 square feet**

g. Does vendor charge additional for work performed after normal working hours which are considered Monday through Friday from 7:00 AM until 6 PM, not including Holidays? If yes, please provide details below:

**Alamo- Monday- Friday ( 8:30 AM until 6:00 PM)**

**Saturday ( 9:00 AM until 5:00 PM)**

**Notation- special arrangements can be made during off hours**

h. Provide designated contact person who can be reached by cell phone or otherwise in instances where a service needs to be expedited?

**Dick Krasne- 915-494-0321**

RFP # 10-6518

Date: \_\_\_\_\_

## **OTHER REQUIRED CONDITIONS**

- i. Provide 3 local references we can contact on commercial and/or government work performed including a name, phone, and brief description of work performed?
  - 1. City of El Paso Police Department-all work requested on emergency vehicles including special projects
  - 2. Fort Bliss Military Police- all work requested on emergency vehicles including special projects
  - 3. Town of Horizon City Police Department- sell and install police equipment
  
- j. Response time for warranty work on site?

**24 hours or less**
  
- k. Response time for warranty work when delivered to vendor location?

**8 hour for diagnosis and situation depends on finishing warranty work**
  
- l. Flat hourly rate for installations on new equipment purchased from awarded vendor?

**\$68.25/ hour**
  
- m. Flat hourly rate for trouble shooting and repair of old non-warrantied equipment possibly installed by another vendor or by the agency's own transportation department?

**\$68.25/ hour**

**Statement of Training-** Alamo Auto Supply commits to providing all necessary training of products awarded on this contract to insure the end user is able to operate the equipment as intended. Depending on circumstances, training will be completed either at Alamo Auto Supply or the customer's location.

RFP RESPONSE FORM

1. EMERGENCY LIGHTING AND SOUND WARNING EQUIPMENT (ALL TYPES)

ALAMO INDUSTRIES- 1<sup>ST</sup> LOW

| <u>MANUFACTURER</u>  | <u>DISCOUNT FROM MSRP<br/>(CURRENT PRICE LIST)</u> | <u>PARTS/LABOR<br/>WARRANTY</u>  |
|--|--|--|
| FEDERAL SIGNAL   | 32% DISCOUNT                                       | SEE LAST PAGE OF PRODUCT CATALOG FROM MANUFACTURER (3YR./ 1 YR.)                   |
| NOTATION- ASK ABOUT COMBINATION PACKAGES THAT INCLUDE VARIOUS COMPONENTS FOR ONE PRICE   |  |  |
| CODE 3   | 32% DISCOUNT                                       | SEE CODE 3 CATALOG- DIFFERENT WARRANTIES FOR DIFFERENT PRODUCTS                    |
| 911 EP   | 25%  | UP TO 7 YR/ UP TO 5 YR. SEE CATALOG FOR INDIVIDUAL ITEMS                           |
| VISION X GLOBAL LIGHTING   | 20% OFF JOBBER                                     | CONTACT AWARDED VENDOR   |
| ABLE 2 SHOW ME LIGHTS & SIRENS   | 40%  | DEPENDING ON PRODUCTS NO WARRANTY UP TO 5 YEARS. SEE SHOW ME CATALOG FOR EACH ITEM |
| WHELEN ENGINEERING CO.   | 25%  | 1 YEAR TO 10 YEARS DEPENDING ON EQUIPMENT SEE PRODUCT CATALOG FOR INDIVIDUAL ITEMS |
| UNITY LIGHTING & SPOTLIGHT   | NET FROM JOBBER PRICE LIST                         | SEE WARRANTY & LIMITATION STATEMENT ON JOBBER PRICE LIST                           |
| VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS?   |  | YES  |
| NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL?  |  | CONTACT VENDOR   |
| DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?   |  |  |
| ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER |  |  |

RFP # 10-6518  
Date: \_\_\_\_\_

2. VEHICLE PASSENGER RESTRAINT EQUIPMENT (PARTITIONS , SEATING, RELATED)

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

| MANUFACTURER   | DISCOUNT FROM MSRP<br>(CURRENT PRICE LIST) | PARTS/LABOR<br>WARRANTY   |
|--|--|---|
| SENTINA<br>(WINDOWS/ PARTITIONS)                           | 15%  | PARTS & LABOR FOR<br>3 YEARS, 10 YEARS<br>BREAKAGE ON POLY-<br>CARBONATE<br>PRODUCTS, AND GUN<br>LOCKS ARE 1 YEAR |
| GO RHINO<br>(BUMPER, GUN RACKS, WINDOWS, PARTITIONS, ETC.) | 20%  | 5 YEARS/ 50,000 MILES   |
| LAGUNA   | NET AGENCY PRICE LIST                      | 2 YEARS PARTS / LABOR   |

VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS?      YES

NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL?      CONTACT VENDOR

DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?

ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER

RFP # 10-6518  
Date: \_\_\_\_\_

3. PUSH BUMPERS AND RELATED VEHICLE OUTER PROTECTION

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

| MANUFACTURER   | DISCOUNT FROM MSRP<br>(CURRENT PRICE LIST) | PARTS/LABOR<br>WARRANTY  |
|--|--|--|
| SENTINA<br>(WINDOWS/ PARTITIONS)                           | 15%  | PARTS & LABOR FOR<br>3 YEARS, 10 YEARS<br>BREAKAGE ON POLY-CARBONATE<br>PRODUCTS, AND GUN LOCKS ARE 1 YEAR |
| GO RHINO<br>(BUMPER, GUN RACKS, WINDOWS, PARTITIONS, ETC.) | 20%  | 5 YEARS/ 50,000 MILES  |
| GO INDUSTRIES  | 20%  | 1 YEAR UP TO LIFETIME<br>DEPENDING ON PART- SEE PRICE LIST FOR<br>DETAILS                                  |

VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS?      YES

NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL?      CONTACT VENDOR

DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?

ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER

RFP # 10-6518  
Date: \_\_\_\_\_

4. MOUNTING EQUIPMENT (COMPUTER MOUNTS, EQUIPMENT CONSOLES, TRUNK TRAYS, ETC.)

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

| <u>MANUFACTURER</u> | <u>DISCOUNT FROM MSRP<br/>(CURRENT PRICE LIST)</u>                     | <u>PARTS/LABOR<br/>WARRANTY</u>   |
|---------------------|--|---|
| GAMBER JOHNSON      | 30% ON VEHICLE MOUNTS<br>10% ON DOCKING STATIONS<br>AND POWER SUPPLIES | 3 YEARS- SEE PRICE<br>LIST FOR OTHER<br>DETAILS                           |
| HAVIS-SHIELDS       | 20%  | 2 YEARS UP TO<br>LIFETIME- SEE PRICE<br>LIST FOR DETAILS ON<br>COMPONENTS |
| JOTTO DESK          | 10%  | SEE POLICY FROM<br>MANUFACTURER   |
| TROY                | 25%  | 1 UP TO 10 YEARS<br>DEPENDING ON PART                                     |

VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS? YES

NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL? CONTACT VENDOR  
 DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?

ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER

RFP # 10-6518  
 Date: \_\_\_\_\_

RFP RESPONSE FORM

5. VIDEO & SPEED ENFORCEMENT EQUIPMENT (RADAR, LICENSE PLATE RECOGNITION, & RELATED)

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

| <u>MANUFACTURER</u> | <u>DISCOUNT FROM MSRP<br/>(CURRENT PRICE LIST)</u>      | <u>PARTS/LABOR<br/>WARRANTY</u>                        |
|---------------------|---|--|
| KUSTOM SIGNALS      | 3 – 10 UNIT PRICE COLUMN<br>FROM MANUFACTURE PRICE LIST | 1- 2 YEAR WITH OPTION<br>TO BUY EXTENDED<br>WARRANTIES |

VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS?                      YES

NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL?                      CONTACT VENDOR

DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?

ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER  
(MANUFACTURER PRICE LIST AS OF MARCH 2014)

6. FUEL CATALYST ENHANCEMENT PRODUCTS & RELATED

| <u>MANUFACTURER</u> | <u>DISCOUNT FROM MSRP<br/>(CURRENT PRICE LIST)</u> | <u>PARTS/LABOR<br/>WARRANTY</u>         |
|---------------------|--|---|
| FITCH               | NET FROM PRICE LIST                                | 250,000 MILES OR<br>5,000 OPERATING HRS |

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

VENDOR HAS PROVIDED MANUFACTURER PRICE LIST FOR ALL SUBMISSIONS?                      YES

NUMBER OF YEARS WARRANTY FROM VENDOR FOR ELECTRICAL & MECHANICAL?                      CONTACT VENDOR

DOES VENDOR OFFER VOLUME DISCOUNTS FOR LARGE ORDERS?

ALL VOLUME ORDERS WILL BE SUBMITTED TO THE MANUFACTURE FOR ADDITIONAL PRICE CUTS OVER THE DISCOUNTS PROVIDED; WHEN ADDITIONAL DISCOUNTS ARE GIVEN, ALAMO AGREES TO PASS THAT ADDITIONAL DISCOUNT TO THE REGION 19 PURCHASING COOP MEMBER

RFP # 10-6518  
Date: \_\_\_\_\_

RFP RESPONSE FORM

7. COMMERCIAL BLUE TOOTH FOR

**ALAMO INDUSTRIES- 1<sup>ST</sup> LOW**

- OE SYSTEM THAT WORKS THROUGH FACTORY RADIO
- 3 YEAR, 36,000 MILE WARRANTY GUARANTEE OR BETTER
- OPERATING VOLTAGE- 9-25 VDC
- MAXIMUM CURRENT DRAW- 1.5 AMP.
- FCC CERTIFIED
- CALLERS VOICE TO BE REPRODUCED IN STEREO THROUGH TWO SPEAKERS
- PHONE CALL ON/OFF CAPABILITY
- UP/DOWN VOLUME CONTROL
- ILLUMINATION FOR EASY LOCATION
- DIRECTIONAL MICROPHONE ELEMENT INCLUDED
- SIGNAL TO NOICE RATION- > 55DB
- FREQUENCY RESPONSE- 100 HZ – 16 KHZ
- SENSITIVITY- 50DB +/- 4 DB
- PLUG & PLAY HARNESS INCLUDED TO CONNECT TO FACTORY RADIO
- FULL DIGITAL SIGNAL PROCESSING
- VOICE DIAL CAPABILITY
- MUST LINK TO PHONE WHEN VEHICLE IGNITION IS TURNED ON AND SWITCH BACK TO PHONE WHEN VEHICLE IGNITION IS TURNED OFF
- MUST HAVE UPGRADABLE SOFTWARE FOR FUTURE GENERATIONS OF CELL PHONES
- CONFORMANCE WITH BLUETOOTH HEADSET PROFILE V2.0,V1.1, V2.1 + EDR
- AMPLIFIER OUTPUT TO SPEAKERS-2 X 6W RMS @ 4 OHM.
- BRAND/ MODEL : **ROSTRA CONVERSE W/ VARIOUS APPLICATIONS DEPENDING ON VEHICLE**
- SPECIFICATION AND DATA AND DATA SHEET MUST BE PROVIDED FOR EVALUATION PURPOSES
- LIST 3 LAW OR EMERGENCY SERVICE AGENCIES THIS PRODUCT IS CURRENTLY BEING USED BY INCLUDING PHONE NUMBERS FOR REFERENCE PURPOSES:

|       |                 |                         |
|-------|-----------------|-------------------------|
| PRICE | 1- 10 UNITS     | <u>\$ 164.50 / EACH</u> |
|       | 11- 30 UNITS    | <u>\$ 159.50 / EACH</u> |
|       | 31 OR 100 UNITS | <u>\$ 154.50 / EACH</u> |
|       | 100- MORE UNITS | <u>\$ 149.75 / EACH</u> |

NOTE- \$63 INSTALLATION & SUPPLY FEE ADDITIONAL PER VEHICLE

RFP # 10-6518  
Date: \_\_\_\_\_

8. HANDS FREE MOBILE DEVICE SPEAKER

**ALAMO INDUSTRIES- 1ST LOW**

- EASILY CLIP FOR ATTACHMENT TO VISOR OR OTHER CONVENIENT PLACE FOR DRIVER
- EASY TO USE ACTIVITY BUTTON FOR PAIRING TO CELL PHONE, ANSWER AND END CALLS, AND POWER ON AND OFF
- VOICE PROMPT ON INCOMING CALLS TO STATE WHAT PHONE IS CALLING
- MUST FACILITATE VOICE-DIAL FUNCTIONS IF SUPPORTED BY CELL PHONE
- FULLY CHARGED MUST FACILITATE 400 HOURS STANDBY OR 14 HOURS TALK TIME
- VOICE PROMPT WHEN BATTERY NEEDS TO BE RE CHARGED
- MUST COME WITH A CIGARETTE LIGHTER RE CHARGING ADAPTER
- BRAND/ MODEL **ALPINE DCS-BTI**
- SPECIFICATION AND DATA AND DATA SHEET MUST BE PROVIDED FOR EVALUATION PURPOSES
- LIST 3 LAW OR EMERGENCY SERVICE AGENCIES THIS PRODUCT IS CURRENTLY BEING USED BY INCLUDING PHONE NUMBERS FOR REFERENCE PURPOSES:

|       |                 |                               |
|-------|-----------------|-------------------------------|
| PRICE | 1- 10 UNITS     | <b><u>\$ 92.86 / EACH</u></b> |
|       | 11- 30 UNITS    | <b><u>\$ 92.86 / EACH</u></b> |
|       | 31 OR 100 UNITS | <b><u>\$ 88.22 / EACH</u></b> |
|       | 100- MORE UNITS | <b><u>\$ 83.58 / EACH</u></b> |

Approved by: \_\_\_\_\_

Date: \_\_\_\_\_

(James R. Vasquez- Executive Director)  
 (James R. Vasquez- Executive Director)  
 (James R. Vasquez- Executive Director)  
 (James R. Vasquez- Executive Director)

(April 15, 2010)  
 (May 20, 2011)  
 (April 24, 2012)  
 (March 20, 2012)

RFP # 10-6518  
 Date: \_\_\_\_\_