

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Purchase of Fleet Vehicles- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 11-6638
RFP OPENING DATE: February 18, 2011
CONTRACT TERM: Date of award until July 31, 2011 with the option to extend in 6 month increments not to exceed 24 months in the aggregate
(Extended by ESC Region 19 until July 31, 2012 on June 20, 2011)
FUNDING SOURCE: Various
RFP's ISSUED: 6
RESPONSES: 3
ADVERTISEMENT DATES: January 16th & 23rd, 2011
BOARD MEETING DATE: March 17, 2011

RECOMMENDED FOR AWARD **Caldwell Country Chevrolet**
Casa Ford
TOTAL (estimated) **\$1,000,000.00 per year**

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase the specified vehicles during the contract term when required. A proposal from Rudolph Chevrolet was not considered because the vendor stated factory cut off dates for cars was April 15, 2011 and the cut off date for vans was June 17, 2011. The terms of the proposal was that the vendor would hold pricing for a minimum of 6 months. Caldwell Chevrolet stated that it would still honor its pricing when production of 2011's has ended and 2012 vehicles were only available.

UPDATE: As of March 6, 2012 Casa Ford who had been awarded categories for compact size 4-door requested addition of Hybrid compact (Ford Fusion) with Government discounts from the manufacturer. Lot 2 (4-door compact) now includes Ford Fusion Hybrid Pricing.

SPECIFICATIONS PROVIDED BY: Martin Camacho
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Martin Camacho
ESC Region 19

Nancy Alvarado
ESC Region 19

ORDER INFORMATION:

Casa Ford, Inc.
Attn: Heather Hinojos
5815 Montana Avenue
El Paso, TX 79925
915-775-8290
Fax: 915-778-4935
heather@casaford.com

Caldwell Country Chevrolet
Attn: Averyt Knapp
P.O. Box 27, 800 HWY 21 E
Caldwell, TX 77836-0027
979-567-6116
Fax: 979-567-0853
www.caldwellcountry.com
aknapp@caldwellcountry.com

SPECIAL CONDITIONS

1. Delivery to the customer's site will be included with the price provided.
2. Vehicles must be delivered with less than 200 miles on the odometer under this contract.
3. Award basis will be 60% pricing, 20% past performance and service, and 20% warranty, EPA mileage ratings, overall reliability records of manufacturers, and other related factors.
4. While the contract is for 6 months with the option to renew, vendor must hold pricing for 6 months. Due to fluctuations in raw materials, vendor's may request a price increase after the first 6 months of the contract subject to proof of any increases.
5. Literature and specification sheets from the manufacturer should accompany all bids for evaluation purposes.
6. If there is a charge for delivery to out of town Region 19 Purchasing Coop members, the cost must be included at the time proposals are received.

PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;

- ALVIN ISD
- ANAHUAC ISD
- ANTHONY ISD
- ARLINGTON ISD
- BLANKET ISD
- BLANCO ISD
- BURNHAM WOOD CHARTER SCHOOLS
- CANDLELIGHTERS OF EL PASO
- CANUTILLO ISD
- CARROLLTON-FARMERS BRANCH ISD
- CHAPEL HILL ISD
- CITY OF EL PASO
- CITY OF HORIZON
- CITY OF LEWISVILLE
- CITY OF SOCORRO
- CLINT ISD
- COLLEGE STATION
- DIME BOX PUBLIC SCHOOL
- EL PASO ACADEMY EAST
- EL PASO CATHOLIC DIOCESE
- EL PASO COMMUNITY COLLEGE
- EL PASO ISD
- EI PASO MHRM
- EL PASO SCHOOL FOR EXCELLENCE
- FABENS ISD
- GREENVILLE ISD
- HARTLEY ISD
- HEAD START
- HOUSING AUTHORITY OF EL PASO, TEXAS
- HOUSTON GATEWAY ACADEMY
- KEENE ISD
- LA FE PREPATORY SCHOOL
- LA MESA ISD
- LAKE COUNTY CHRISTIAN SCHOOL
- LAKE DALLAS ISD
- LATEXO ISD
- LIFE SCHOOL ISD
- LOCKNEY ISD
- MARTIN MILLS ISD
- PARADISE
- PLANO ISD
- PRAIRIELAND ISD
- RIO VISTA ISD
- SAN ELIZARIO ISD
- REGION 19 MAIN BUILDING
- REGION 19 HEAD START
- SAN ELIZARIO ISD

PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE; (CONT)

- o SEMINOLE ISD
- o SOCORRO ISD
- o SAINT MARK'S SCHOOL
- o SUNNVALE ISD
- o TARRANT COUNTY COLLEGE
- o TEXAS ENGINEERING EXTENSIVE SERVICE
- o TEXAS STATE TECHNICAL COLLEGE
- o TEXAS TECH UNIVERSITY HEALTH SCIENCES CENTER
- o TEXAS WOMAN'S UNIVERSITY
- o TEXTLINE ISD
- o THE UNIVERSITY OF TEXAS OF THE PERMIAN BASIN
- o TORNILLO ISD
- o UNION GROVE SCHOOL DISTRICT
- o UTEP
- o UTOPIA ISD
- o VAN ALSTYNE ISD
- o WHITEHOUSE ISD
- e WHITE SETTLEMENT ISD
- o YSLETA ISD
- o YWCA OF EL PASO

Note- Casa Ford will deliver to any Region 19 Purchasing Coop Member in the State of Texas outside of El Paso County for \$350 per vehicle. Caldwell Chevrolet does not have a fee for any order placed in the State of Texas **Both Casa Ford and Caldwell Country Chevrolet will sell at bid pricing to any ESC Region 19 Purchasing Cooperative member.**

Required Data to be completed by Vendor

1. List three (3) trade references of large commercial accounts your company has worked with within the El Paso and Hudspeth counties over the past 2 years.

References on file

2. Number of personnel in El Paso County?

Casa Ford- 185
Caldwell Country Chevrolet- 0

3. Number of certified mechanics for service in El Paso County?

Casa Ford- 36
Caldwell Country Chevrolet- 0

RFP #11-6638
Date: _____

VENDOR RESPONSE

1. ½ TON CARGO VAN \$ 17,639.00
REGULAR 87% OCTANE GASOLINE
COLOR TO BE WHITE
INTERIOR CLOTH MATERIAL IN GRAY
STANDARD FEATURES TO INCLUDE AM/FM RADIO / CD PLAYER,
A/C, POWER WINDOWS, POWER MIRRORS, KEYLESS ENTRY,
POWER STEERING, POWER BRAKES, AUTOMATIC TRANSMISSION,
TWO OR MORE POWER ADAPTORS AND V-6 MOTOR
TWO SEAT CAPACITY ONLY- 2 DOOR-ADJUSTABLE SEATS
SLIDING DOORS ON BOTH SIDES OF VEHICLE FOR CARGO
50/50 REAR SPLIT OPEN REAR DOORS WITH 280 DEGREE SWING

ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>4.3 L V-6 @ 195 HP @ 4600 rpm</u>
EPA MILEAGE (CITY/ HIGHWAY)	<u>15 / 20 MPG</u>
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36 months/ 36,000 miles</u>
STANDARD POWER TRAIN WARRANTY	<u>60 months/ 100,000 miles</u>

BRAND/ MODEL: CHEVROLET EXPRESS CARGO VAN 1500

DELIVERY ARO (AFTER RECEIPT OF ORDER) 90-120 DAYS

1st Low- **Caldwell Country Chevrolet-\$17,639.00 w/ specified options above**

½ TON CARGO VAN WITH V-8 MOTOR OPTION PRICING	<u>\$17,227.00</u>
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>5.3 L V-8 @ 310 HP @5200 rpm</u>
EPA MILEAGE (CITY/ HIGHWAY)	<u>13 / 18 MPG</u>
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36 months/ 36,000 miles</u>
STANDARD POWER TRAIN WARRANTY	<u>60 months/ 100,000 miles</u>

POWER WINDOWS & DOOR LOCKS (no charge for V-6)	<u>\$ 404.00</u>
POWER MIRRORS	<u>\$ 98.00</u>
CRUISE CONTROL & TILT STEERING WHEEL	<u>\$ 336.00</u>
AM/FM CD PLAYER	<u>\$ 302.00</u>
KEYLESS ENTRY	<u>\$ 357.00</u>
FRONT BUCKET SEATS	<u>\$ No charge</u>
HITCH	<u>\$ 226.00</u>
TOW PACKAGE W/ 7 PIN ELECTRICAL	<u>\$ 226.00</u>
COST FOR INTERIOR CLOTH MATERIAL (GREY)	<u>\$ 43.00</u>
COST FOR EXTERIOR WHITE PAINT	<u>\$ No charge</u>

BRAND/ MODEL: CHEVROLET EXPRESS CARGO VAN 1500

DELIVERY ARO (AFTER RECEIPT OF ORDER) 90-120 DAYS

1st Low- **Caldwell Country Chevrolet-\$17,227.00 plus specified options
Above if required**

IMPORTANT NOTATION- WHEN ORDERING, REGION 19 COOP MEMBERS MUST SPECIFY OUTSIDE COLOR OF VAN AND WHETHER THEY WANT DOUBLE SIDE SWING OUT DOORS OR ONE SINGLE SLIDING DOOR ON RIGHT HAND SIDE OF VEHICLE. CASA FORD AT 2ND LOW ONLY HAD ONE SINGLE SLIDING DOOR ON RIGHT HAND SIDE.

RFP #11-6638
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VENDOR RESPONSE

2. 4 DOOR COMPACT SEDAN \$15,714.36
REGULAR 87% OCTANE GASOLINE
COLOR TO BE WHITE
INTERIOR CLOTH MATERIAL IN GRAY,
STANDARD FEATURES TO INCLUDE AM/FM RADIO, A/C,
POWER STEERING, POWER BRAKES, AUTOMATIC
TRANSMISSION, TWO OR MORE POWER ADAPTORS,
AND 4 CYLINDER MOTOR
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE 2.5 L/ 175 HP/ 172 Torque
EPA MILEAGE (CITY/ HIGHWAY) 23 / 33 MPG
STANDARD WARRANTY (BUMPER TO BUMPER) 36 MONTHS/ 36,000 MILES
STANDARD POWER TRAIN WARRANTY 60 MONTHS/ 60,000 MILES
EXTENDED WARRANTY PRICING & TERMS SEE ATTACHED DOCUMENT
FOR VARIOUS WARRANTIES
- BRAND/ MODEL FORD FUSION S
DELIVERY ARO (AFTER RECEIPT OF ORDER) 60-90 DAYS
- 1st LOW- CASA FORD- \$15,714.36 WITH OPTIONS INCLUDED**
- 4 DOOR COMPACT SEDAN WITH \$18,445.36
V-6 MOTOR OPTION PRICING
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE 3.0 L/ V-6/ 240 HP / 228 Torque
EPA MILEAGE (CITY/ HIGHWAY) 20 / 28 MPH
- STANDARD WARRANTY (BUMPER TO BUMPER) 36 MONTHS/ 36,000 MILES
STANDARD POWER TRAIN WARRANTY 60 MONTHS/ 60,000 MILES
EXTENDED WARRANTY PRICING & TERMS SEE ATTACHED DOCUMENT
FOR VARIOUS WARRANTIES
- POWER WINDOWS & DOOR LOCKS \$ Included on S & SE Models
POWER MIRRORS \$ Included on S & SE Models
CRUISE CONTROL & TILT STEERING WHEEL \$ Included on S & SE Models
AM/FM CD PLAYER \$ Included on S & SE Models
KEYLESS ENTRY \$ Included on S & SE Models
- BRAND/ MODEL FORD FUSION SE
DELIVERY ARO (AFTER RECEIPT OF ORDER) 60-90 DAYS
- 1st LOW- CASA FORD- \$18,445.36 WITH OPTIONS INCLUDED**

VENDOR RESPONSE

4 DOOR COMPACT SEDAN (AS OF MARCH 6, 2012) **\$26437.00**
REGULAR 87% OCTANE GASOLINE
COLOR TO BE WHITE (CONTACT VENDOR FOR COLORS)
INTERIOR CLOTH MATERIAL IN GRAY, (CONTACT VENDOR)
STANDARD FEATURES TO INCLUDE AM/FM RADIO, A/C,
POWER STEERING, POWER BRAKES, AUTOMATIC
TRANSMISSION, TWO OR MORE POWER ADAPTORS,
AND 4 CYLINDER MOTOR (2.5 ATKINSON 1-4 HYBRID W/ 275 VOLT BATTERY)
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE **2.5 L/ 175 HP/ 172 Torque**
EPA MILEAGE (CITY/ HIGHWAY) **23 / 33 MPG 41/ 35 MPH**
STANDARD WARRANTY (BUMPER TO BUMPER) **36 MONTHS/ 36,000 MILES**
STANDARD POWER TRAIN WARRANTY **60 MONTHS/ 60,000 MILES**
EXTENDED WARRANTY PRICING & TERMS **SEE ATTACHED DOCUMENT**
FOR VARIOUS WARRANTIES

BRAND/ MODEL **FORD FUSION HYBRID**

DELIVERY ARO (AFTER RECEIPT OF ORDER) **30-60 DAYS**

1ST LOW- CASA FORD- \$26,437 –ONLY STANDARD OPTIONS INCLUDED
CASA FORD- \$3,563- OPTION 502A UPGRADE PRICE

OPTIONS- 502A- UPGRADES TO DRIVER BLIND SPOT PROTECTION ON OUTSIDE
MIRRORS, REAR VIEW BACKUP CAMERA, LEATHER HEATED SEATS, NAVIGATION,
MOON ROOF, RAIN SENSITIVE WIPERS, AND SONY AUDIO SOUND SYSTEM

3. 4 DOOR FULL SIZE SEDAN **\$17,856.00**
REGULAR 87% OCTANE GASOLINE
COLOR TO BE BLUE, INTERIOR CLOTH SEATING
IN BEIGE, STANDARD FEATURES TO INCLUDE AM/FM
CD PLAYER RADIO, A/C, POWER STEERING, POWER BRAKES,
POWER WINDOWS, AUTOMATIC TRANSMISSION, KEYLESS ENTRY,
V-6 MOTOR
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE **3.5 V-6/ 211 HP/ 216 Torque**
EPA MILEAGE (CITY/ HIGHWAY) **19 / 29 MPG**
STANDARD WARRANTY (BUMPER TO BUMPER) **36 MONTHS/ 36,000 MILES**
STANDARD POWER TRAIN WARRANTY **60 MONTHS/100,000 MILES**
EXTENDED WARRANTY PRICING & TERMS **CONTACT DEALER**

V-8 MOTOR UPGRADE **\$ Not Available**

VEHICLE SECURITY SYSTEM **\$ Included**
POWER WINDOWS & DOOR LOCKS **\$ Included**
FLOOR MATS **\$ 68.00**
POWER MIRRORS **\$ Included**
CRUISE CONTROL & TILT STEERING WHEEL **\$ Included**
AM/FM CD PLAYER **\$ Included**
KEYLESS ENTRY **\$ Included**
COST FOR INTERIOR CLOTH MATERIAL (BEIGE) **No charge**
COST FOR EXTERIOR TO BE BLUE **No charge**

BRAND: **CHEVROLET/ IMPALA**
DELIVERY ARO (AFTER RECEIPT OF ORDER) **60 DAYS**

1ST LOW- CALDWELL COUNTRY CHEVROLET- \$17,856.00 WITH OPTIONS
INCLUDED

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4. PLEASE PROVIDE ANY DETAILS REGARDING SHIPPING AND HANDLING AND ANY ADDITIONAL COSTS FOR VEHICLES PURCHASED OUTSIDE OF EL PASO THROUGH REGION 19 PURCHASING COOP MEMBERS IN TEXAS THAT MIGHT UTILIZE THIS CONTRACT.

Casa Ford will deliver in El Paso County at no additional charge and will add \$350 for delivery outside of El Paso County for delivery.

Caldwell Country Chevrolet does not charge for delivery anywhere in Texas

Region 19 Purchasing Cooperative members will fax a courtesy copy of their purchase order to Region 19 Purchasing at 915-780-5061 for tracking purposes regarding this contract.

Approved by: _____
(James R. Vasquez- Executive Director)
(James R. Vasquez- Executive Director)

Date: _____
(February 25, 2011)
(June 20, 2011)