

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Purchase of Vehicles- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 10-6555
RFP OPENING DATE: June 22, 2010
CONTRACT TERM: Date of award until January 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 September 27, 2011)
FUNDING SOURCE: Various
RFP's ISSUED: 8
RESPONSES: 3
ADVERTISEMENT DATES: June 6th and 12th, 2010
BOARD MEETING DATE: August 12, 2010
RECOMMENDED FOR AWARD **Casa Ford, Inc.**
TOTAL (estimated) **\$1,500,000.00 per year**

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase the identified vehicles for support services and other identified requirements when needed. A proposal from Rudolph Chevrolet had a conditional proposal regarding the administrative fee, therefore its proposal was not evaluated. Additionally, a proposal from Caldwell Chevrolet (Caldwell, TX) did not include any requested specifications for evaluation purposes. What information was found regarding MPG for the vehicles was also taken into consideration when determining overall low bid. An example would be that item 3 requested a small delivery van in which the Chevrolet Express (V-6) averaged 15 MPG city driving, while the Ford Transit Connect averaged 22 MPG city driving. Average gasoline savings amounted to approximately \$1300 to \$1600 per year for the Ford Transit Connect based on 20,000 miles driven. The initial purchase price with options would break even with the Chevrolet 1500 Express after the first year of driving and after that the fuel savings would continue to favor the Ford Transit which achieves 7 MPG more than the Chevrolet Express. Evaluation of fuel consumption for trucks (items 1 & 2) was not considered as MPG was the same between Ford and Chevrolet.

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:

Casa Ford, Inc
Attn: Rick Kenly, Fleet Manager
5815 Montana Avenue
El Paso, TX 79925
915-775-8285/ 915-525-7892
Fax: 915-778-4935
HRKENLY@SBCGLOBAL.NET

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 one year with the option to renew, due to fluctuations in raw materials, vendors 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.

**PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;
(CASA FORD WILL WORK WITH ALL VENDORS INCLUDING OUT OF TOWN VENDORS;
SEE SPECIAL NOTATIONS FOR SHIPPING CHARGES TO DESTINATIONS OUTSIDE OF
EL PASO)**

- 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 MHMR
- EL PASO SCHOOL FOR EXCELLENCE
- FABENS ISD
- GREENVILLE ISD
- HARTLEY ISD
- HEAD START
- HOUSING AUTHORITY OF EL PASO, TEXAS
- HOUSTON GATEWAY ACADEMY
- KEENE ISD

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

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

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.

On file

2. Number of personnel in El Paso County?

185

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

36

VENDOR RESPONSE- 1st LOW- CASA FORD, INC.

	<u>REG. CAB</u>	<u>EXTENDED CAB</u>	<u>CREW CAB</u>
1. ½ TON PICKUP TRUCK	<u>\$14,415.38</u>	<u>\$16,674.38</u>	<u>\$19,487.65</u>
REGULAR 87% OCTANE GASOLINE			
COLOR TO BE WHITE			
INTERIOR CLOTH MATERIAL IN GRAY, DARK BLUE, OR BLACK			
STANDARD FEATURES TO INCLUDE AM/FM RADIO, A/C,			
POWER STEERING, POWER BRAKES, AUTOMATIC			
TRANSMISSION, TWO OR MORE POWER ADAPTORS,			
6 FOOT LONG BED AND V-6 MOTOR			
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>4.6 V-8</u>	<u>4.6 V-8</u>	<u>4.6 V-8</u>
EPA MILEAGE (CITY/ HIGHWAY)	<u>15/ 19</u>	<u>15/ 19</u>	<u>15/ 19</u>
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36/ 36,000</u>	<u>36/ 36,000</u>	<u>36/ 36,000</u>
STANDARD POWER TRAIN WARRANTY	<u>60/ 60,000</u>	<u>60/ 60,000</u>	<u>60/ 60,000</u>
EXTENDED WARRANTY PRICING & TERMS	MULTIPLE PLANS-FORD ESP PLAN + \$200 CONTACT CASA FORD DIRECT		
½ TON CAB PICKUP WITH	INCLUDED	INCLUDED	INCLUDED
V-8 MOTOR OPTION PRICING			
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	INCLUDED	INCLUDED	INCLUDED
EPA MILEAGE (CITY/ HIGHWAY)	15/ 19	15/ 19	15/ 19
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36/ 36,000</u>	<u>36/ 36,000</u>	<u>36/ 36,000</u>
STANDARD POWER TRAIN WARRANTY	<u>60/ 60,000</u>	<u>60/ 60,000</u>	<u>60/ 60,000</u>
POWER WINDOWS & DOOR LOCKS	<u>\$ 660.00</u>	<u>\$ 660.00</u>	<u>\$ 660.00</u>
POWER MIRRORS	included	included	included
CRUISE CONTROL & TILT STEERING WHEEL	<u>\$ 187.00</u>	<u>\$ 187.00</u>	<u>\$ 187.00</u>
4-WHEEL DRIVE	<u>\$2730.00</u>	<u>\$2753.00</u>	<u>\$3600.00</u>
FRONT BUCKET SEATS	N/A	N/A	N/A
HITCH			
TOW PACKAGE W/ 7 PIN ELECTRICAL	<u>\$ 291.00</u>	<u>\$ 291.00</u>	<u>\$ 291.00</u>
1000 POUND CAPACITY POWER LIFT GATE	<u>\$2395.00</u>	<u>\$2395.00</u>	<u>\$2395.00</u>
LONG BED OPTION (8 FT.)	<u>\$ 263.00</u>	<u>\$3472.00*</u>	<u>\$ 263.00</u>
INTEGRATED & FITTED H-D BED LINER	<u>\$ 945.00</u>	<u>\$ 945.00</u>	<u>\$ 945.00</u>
FULL BED WIDTH 17" DEEP LOCKING TOOL BOX INSTALLED	<u>\$ 318.39</u>	<u>\$ 318.39</u>	<u>\$ 318.39</u>
ROLL TOP HD LOCKING BED COVER	<u>\$ 966.00</u>	<u>\$ 966.00</u>	<u>\$ 966.00</u>
LOCKING TAIL GATE	included	included	included
BRAND: FORD	MODEL	<u>F-150</u>	<u>F-150</u>
		<u>REG. CAB</u>	<u>SUPERCAB</u>
		<u>F-150</u>	<u>CREWCAB</u>
<i>*Longbed SUPERCAB Extended 8' bed includes HD 5.4 L V-8 and HD Payload</i>			
DELIVERY ARO (AFTER RECEIPT OF ORDER)	<u>120 DAYS</u>	<u>120 DAYS</u>	<u>120 DAYS</u>

VENDOR RESPONSE- 1ST LOW- CASA FORD, INC.

	<u>REG. CAB</u>	<u>EXTENDED CAB</u>	<u>4-DOOR CAB</u>	
2. ¾ TON PICKUP TRUCK	<u>\$18,735.00</u>	<u>\$20,494.22</u>	<u>\$21,269.22</u>	
REGULAR 87% OCTANE GASOLINE				
COLOR TO BE WHITE				
INTERIOR CLOTH MATERIAL IN GRAY, DARK BLUE, OR BLACK				
STANDARD FEATURES TO INCLUDE AM/FM RADIO, A/C,				
POWER STEERING, POWER BRAKES, AUTOMATIC				
TRANSMISSION, TWO OR MORE POWER ADAPTORS,				
6 FOOT LONG BED AND V-8 MOTOR				
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>6.2 L. V-8 / 316 H.P. / 397 LBS. TORQUE</u>			
EPA MILEAGE (CITY/ HIGHWAY)	<u>NOT EPA RATED ON OVER 8800 GVWR</u>			
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36/ 36,000</u>	<u>36/ 36,000</u>	<u>36/ 36,000</u>	
STANDARD POWER TRAIN WARRANTY	<u>60/ 60,000</u>	<u>60/ 60,000</u>	<u>60/ 60,000</u>	
EXTENDED WARRANTY PRICING & TERMS	MULTIPLE PLANS-FORD ESP PLAN + \$200 CONTACT CASA FORD DIRECT			
¾ TON REGULAR CAB PICKUP WITH	<u>\$25,238.22</u>	<u>\$26,997.22</u>	<u>\$31,923.22</u>	
V-8 MOTOR DIESEL FUEL OPTION PRICING				
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>6.7 L. V-8 / 300 H.P. / 660 LBS. TORQUE</u>			
EPA MILEAGE (CITY/ HIGHWAY)	<u>NOT EPA RATED ON OVER 8800 GVWR</u>			
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36/ 36,000</u>	<u>36/ 36,000</u>	<u>36/ 36,000</u>	
STANDARD POWER TRAIN WARRANTY	<u>60/ 60,000</u>	<u>60/ 60,000</u>	<u>60/ 60,000</u>	
EXTENDED WARRANTY PRICING & TERMS	MULTIPLE PLANS-FORD ESP PLAN + \$200 CONTACT CASA FORD DIRECT			
POWER WINDOWS & DOOR LOCKS	<u>\$ 706.00</u>	<u>\$ 706.00</u>	<u>\$ 880.00</u>	
POWER MIRRORS	<u>INCLUDED</u>	<u>INCLUDED</u>	<u>INCLUDED</u>	
CRUISE CONTROL & TILT STEERING WHEEL	<u>\$ 195.00</u>	<u>\$ 195.00</u>	<u>\$ 195.00</u>	
4-WHEEL DRIVE	<u>\$2,678.00</u>	<u>\$2,978.00</u>	<u>\$2,683.00</u>	
FRONT BUCKET SEATS	<u>\$ 472.00</u>	<u>\$ 472.00</u>	<u>\$ 510.00</u>	
HITCH	<u>NO CHARGE</u>	<u>NO CHARGE</u>	<u>NO CHARGE</u>	
TOW PACKAGE W/ 7 PIN ELECTRICAL	<u>NO CHARGE</u>	<u>NO CHARGE</u>	<u>NO CHARGE</u>	
1000 POUND CAPACITY POWER LIFT GATE	<u>\$2,395.00</u>	<u>\$2,395.00</u>	<u>\$2,395.00</u>	
LONG BED OPTION (8 FT.)	<u>NO CHARGE</u>	<u>\$ 176.00</u>	<u>\$ 176.00</u>	
INTEGRATED & FITTED H-D BED LINER	<u>\$ 1,095.00</u>	<u>\$1,095.00</u>	<u>\$1,095.00</u>	
FULL BED WIDTH 17" DEEP LOCKING TOOL BOX INSTALLED	<u>\$ 318.39</u>	<u>\$ 318.39</u>	<u>\$ 318.39</u>	
ROLL TOP HD LOCKING BED COVER	<u>\$ 965.14</u>	<u>\$ 965.14</u>	<u>\$ 965.14</u>	
LOCKING TAIL GATE	<u>NO CHARGE</u>	<u>NO CHARGE</u>	<u>NO CHARGE</u>	
BRAND: <u>FORD</u>	MODEL	<u>F-250 REG. CAB</u>	<u>F-250 SUPERCAB</u>	<u>F-250 CREWCAB</u>
DELIVERY ARO (AFTER RECEIPT OF ORDER)	<u>120 DAYS</u>	<u>120 DAYS</u>	<u>120 DAYS</u>	

VENDOR RESPONSE

3. MINI CARGO VAN \$20,136.95

REGULAR 87% OCTANE GASOLINE
COLOR TO BE WHITE
INTERIOR CLOTH SEATING IN GRAY, DK. BLUE, OR BLACK
STANDARD FEATURES TO INCLUDE AM/FM RADIO, A/C,
POWER STEERING, POWER BRAKES, AUTOMATIC
TRANSMISSION, TWO OR MORE POWER ADAPTORS
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
135 CUBIC FOOT CAPACITY AND 1600 LB. PAYLOAD CAPACITY
CARGO BED TO BE 6 FOOT LONG BY 4 FOOT TO 5 FOOT IN WIDTH
WITH A CLEARANCE HEIGHT OF 4'11" HIGH OR COMPARABLE
FOUR CYLINDER ENGINE

ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	<u>4-CYL / 136 HP / 128 LBS.</u>
EPA MILEAGE (CITY/ HIGHWAY)	<u>21 / 26 (COMBINED 22)</u>
STANDARD WARRANTY (BUMPER TO BUMPER)	<u>36 / 36,000</u>
STANDARD POWER TRAIN WARRANTY	<u>60/ 60,000</u>

EXTENDED WARRANTY PRICING & TERMS	MULTIPLE PLANS-FORD ESP PLAN + \$200 CONTACT CASA FORD DIRECT
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V-6 MOTOR UPGRADE	N/A
ENGINE SIZE/ HORSEPOWER/ RATED TORQUE	-----
EPA MILEAGE (CITY/ HIGHWAY)	-----
VEHICLE SECURITY SYSTEM	<u>\$ 159.00 (DEALER INSTALLED)</u>
POWER DOOR LOCKS	<u>\$ 576.00</u>
POWER WINDOWS	<u>INCLUDED W/ DOOR LOCKS</u>
SIDE WINDOWS ON SIDE SLIDING DOORS	<u>NO CHARGE</u>
REAR WINDOWS ON 50/50 SPLIT REAR DOORS	<u>\$616.02</u>
HD BLACK FLOORING IN CARGO AREA	<u>INCLUDED</u>
FLOOR MATS	<u>\$ 42.00</u>

BRAND: FORD MODEL TRANSIT CONNECT

DELIVERY ARO (AFTER RECEIPT OF ORDER) 120 – 180 DAYS

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.

FREIGHT OUTSIDE OF EL PASO WILL BE QUOTED AT TIME OF ORDER; AVERAGE PRICING WILL BE FROM \$275 UP TO \$900 DEPENDING ON LOCATION WITHIN TEXAS.

EXTENDED WARRANTIES- FORD OFFERS MULTIPLE WARRANTIES OVER THE FACTORY WARRANTY FOR POWER AND OTHER OPTIONS. COST VARIES DEPENDING ON THE VEHICLES, BUT THE VENDOR CAN SEND THE MATRIX DIRECTLY TO ANY CUSTOMERS INTERESTED IN EXTENDING WARRANTIES AND THE DEALER WILL ADD AN ADDITIONAL \$200 TO THE FORD COMPANY WARRANTY FOR PROCESSING FEES, REGARDLESS OF THE EXTENDED WARRANTY PURCHASED.

Approved by: _____

Date: _____

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

(July 6, 2010)
(September 27, 2011)