

Vendor's Offer
Form 201-B (RFP)
"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>Freightliner, Sterling, Western Star of Arizona DBA Western States Fire Equipment</u>		
Company Mailing Address: <u>9899 W Roosevelt St.</u>		
City: <u>Tolleson</u>	State: <u>AZ</u>	Zip: <u>85353</u>
Contact Person: <u>Paige Flaherty</u>	Title: <u>Outside Sales Manager</u>	
Phone No.: <u>623.907.6688</u>	FAX: <u>623.907.6403</u>	E-mail: <u>Pflaherty@fswaz.com</u>
<u>Company Tax Information:</u>		
Arizona Transaction Privilege (Sales) Tax No.: <u>07-560408K</u> or		
Arizona Use Tax No.: <u>City SK-6081</u>		
Federal I.D. No.: <u>86-0898858</u>		
City & State Where Sales Tax is Paid: <u>Tolleson</u> , <u>AZ</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>N/A</u>		

THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) Paige Flaherty

Title of Authorized Individual (TYPE OR PRINT IN INK) Outside Sales Manager

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.



Signature of Authorized Offeror
(H:/RFP 3-2008)

8/20/2014

Date



Company Information

Freightliner, Sterling, Western Star of Arizona

DBA Western States Fire Equipment

Main Offices:

9899 West Roosevelt Street

Tolleson Arizona 85353

We are a full service Freightliner dealer with 4 locations state wide to accommodate all commercial vehicle needs. All 4 locations are Freightliner, Cat, Cummins, Detroit, Mercedes, Eaton, and Rockwell warranty facilities. 3 of the facilities are Allison warranty centers.

The Tolleson Facility is home of Western States Fire Equipment. Here is where most of our fire apparatus service is performed. We have dedicated staff specifically for fire truck & aerial needs. This includes EVT certified technicians, dedicated fire truck parts & equipment professionals and an outstanding fire truck sales team. We have specific tooling to accommodate repairs on fire trucks such as lifts, tooling, cranes and a special secured area to work on the equipment.

Freightliner Sterling Western Star of Arizona has several mobile service units. 3 of these units are dedicated to fire truck repairs. We have a hot shot mobile truck and a full service mobile truck at the Tolleson location. We also have a full service mobile truck in Flagstaff equipped with an evt tech. We are available for 24 hour callout for immediate response.

FSWAZ/ Western States Fire Equipment is an authorized dealer for Rosenbauer, we are also warranty centers for Spartan chassis, Hale/Class 1, Darley, Waterous, FRC/Foam Pro and multiple other fire truck specific vendors. We have been an American LaFrance dealer and service center and also a Ferrara servicing dealer.

We service and repair ALL MAKES and MODELS and are your one stop shop for all fire truck repairs.

Here at FSWAZ we are committed to maintain a full line of certifications for all Maintenance Technicians. There is a constant need for training that are available to all of our technicians and they are required to keep current on updates and training to provide the best quality of service possible.

The Tolleson facility also has a full service body shop with a full length frame rack, 65' paint booth and can provide on-site estimates for repairs.



Warranty and Repair Certification

GROUP 1 – Cummins- Warranty Certified

GROUP 2 – American LaFrance-Authorized repair center

GROUP 3 – E-One-Certified to perform repairs

GROUP 4 – Saulsbury-Certified to perform repairs

GROUP 5 – Rosenbauer-Factory Authorized Sales and Service

GROUP 6 – Spartan Chassis- Factory service center (Fire & RV)

GROUP 7 – Hackney-Certified to perform repairs

GROUP 8 – Seagrave-Certified to perform repairs

GROUP 9 – Allison Transmission-Warranty center

GROUP 10 – Detroit Diesel-Factory authorized service and warranty center

GROUP 11 – Hale-Warranty service center

GROUP 12 – Waterous-Warranty service center

GROUP 13 – Bauer-Certified to perform repairs

GROUP 14 – Darley-Warranty service center



Service Personnel Resume

CSR/Manager/Foreman

Lloyd Radmall has been in the fire service industry since 2005. He has been in the service and trucking industry since 1986. He is proficient in all aspects of customer service, time scheduling, billing and a variety of various skills.

Technicians

Clyde Holland has been with us for two years; he brought to us years of experience and is a Master EVT in apparatus, Ambulance, and Police. He is a master ASE technician, Detroit Certified, Cummins Certified and holds several certificates from individual fire truck and component manufacturers.

David Doorly has been with us for about the same amount of time and carries several certifications. He has been very involved in the Arizona Fire Mechanics Association, Master EVT technician, Master Ambulance EVT technician, ARRF certified, and holds several certificates from individual manufacturers for all aspects of fire apparatus repairs.

Rory Mckinley has been with us for 12 years and is a Master EVT technician, Master Ambulance and holds several certificates from different manufacturers of fire apparatus for several specialties. He is working for us part time and on a rotational basis on our after hours team.

Mikeal Hardin has been with us 2 $\frac{1}{2}$ years and has been an up and coming EVT technician. He is a level 1 EVT technician with Cummins and Freightliner certifications and has several certificates from several manufacturers of fire apparatus. He is also a TNT tools servicing agent.

Geno Badish is our suspension specialist and is certified on almost all suspension components including Pierce TAK 4 suspensions. He is a master ASE technician.

All of our technicians and support staff are Completely Freightliner certified and are willing and able to support your service needs.



References

Ak-Chin Fire Department
45401 West Farrell Road
Maricopa, AZ 85139
Contact: Chief Michael Staats
(520) 568-1317
(520) 208-4118

We provide Annual and Semi Annual services.
Pump Testing,
Aparatus, Engine, Suspension, Pump, Pump Plumbing
And perform callout services.

Buckeye Valley Fire District
25206 West US Highway 85
Buckeye AZ 85326
Contact: Shawn Murphy
(623) 386-5906
(623) 256-8733

Pump Testing,
Aparatus, Engine, Suspension, Pump, Pump Plumbing
TNT tool services and perform callout services.

City of Tempe
1425 South Clark Dr.
Tempe, AZ 85281
Contact: Alan Schrock
480-858-7245

Service contract since 2009-2013
Pump plumbing and Warranty work for Spartan,
Engines & Rosenbauer

Attachment

Freightliner, Sterling, Western Star of Arizona

References

Maricopa County	3325 W. Durango Phoenix, AZ 85009 Ph. 602-506-4674 Fax 602-506-1182 Contact: Gidget Award Auto Body Repairs Contract (11/2008-11/2011) includes parts & labor Tag in on contract: City of Goodyear Mike Hules: 623-882-7196 Fire Apparatus Repairs
City of Mesa	6935 E Decater St. Mesa, AZ 85207 Ph. 480-644-4520 Fax 480-644-5009 Contact: Tommy Peeples/Curtis Paynter Class 6,7 & 8 Minor & Major Repairs –including parts & labor
Waste Management	4040 S. 80th St. Mesa, AZ 85201 Ph. 602-721-4013 Fax 602-268-6513 Contact: Steve Counts Class 6,7 & 8 Minor & Major Repairs –including parts & labor
City of Phoenix	2441 S. 22nd Ave. Phoenix, AZ 85009 Ph. 602-262-4625 Fax 602 495-0852 Contact: Mike Born Class 6,7 & 8 Minor & Major Repairs –including parts & labor
Gila River Indian	6640 W. Sundust Rd Chandler, AZ 85226 Ph. 520-796-0600 Fax 520-796-0672 Contact: Kathy Galloway Class 6,7 & 8 Minor & Major Repairs –including parts & labor
Town of Florence	PO BOX 2670 Florence, AZ 85232 Ph. 520- 251-0552 Fax 520-868-7637 Contact: David Class 6,7 & 8 Minor & Major Repairs –including parts & labor



Warranty Statement

Disclaimer of Warranties:

Any warranties on this products sold herby are those made by the manufacturer, if any, the seller expressly disclaims all warranties ether expressed or implied, including any implied warranty or merchantability of fitness for a particular purpose. And freightliner, Sterling Western Star of Arizona, neither assumes nor authorizes any other persons to assume for it in connection with the sale of said products. We herby certify that these goods were produced in compliance with all applicable requirements of section 6,7, and 12 of the Fair Labor Standards Act of 1938. As amended and regulations and orders of the administrator or wage and hour division issued under section 14 Thereof.

Guarantee:

The repairs on vehicles are warranted as follows:

- Workmanship.....30 Days.
- Parts.....Subject to Part Manufactures Standards



Facility & Callout Information

Tolleson Facility: 9899 West Roosevelt Street, Tolleson, AZ 85353, 623-907-9900

Hours of operation: M-F 7am - Midnight, Sat & Sun 6am - 6pm

Fire Shop Hours: 6am-4:30 pm Monday - Friday, Fire Mobile callout 24 Hrs

Chandler Facility: 1230 South Akimel Drive, Chandler, AZ 85226, 480-282-4000

Hours of operation: M-F 7am to Midnight, Saturday 7am-3pm, Closed Sunday

Flagstaff Facility: 4201 East Huntington Drive, Flagstaff, AZ 86004, 928-522-0400

Hours of operation: M-F 7am-10 pm, Sat. 7am-5pm, Closed Sunday

Mobile/Fire callout: 24 Hours

Tucson Facility: 4340 East Tennessee Street, Tucson AZ 85714, 520-514-5700

Hours of operation: M-F 7am-10pm, Sat. 7am-5pm, Closed on Sunday

We are a full service Freightliner dealership that is able to perform Warranty repairs on Freightliner, CAT, Cummins, Detroit, Mercedes, Allison, Meritor, and Eaton products. All technicians are factory certified. Our emergency vehicle technicians have factory training on most all fire apparatus manufacturers and are EVT certified.

Fire Mobile Service

Fire mobile service is available 24 Hours. Normal travel rates apply during fire shop business hours. After hours callout at a higher rate.

Response time upon notification is within 2 hours normally. Time may be longer at remote locations and after hours. Most all services can be provided in the field. However, some repairs may need to come to the shop for in depth troubleshooting, heavy engine, transmission, pump and drivetrain repairs. Mobile fire repairs are dispatched out of the Tolleson and Flagstaff facilities. We also offer on-site pump testing.

We have 3 mobile trucks to perform on-site repairs, small hotshot repair vehicle for light repairs, one large fully equipped truck that has specialized equipment including fluids for on-site pm services in the Phoenix metro area and a fully equipped mobile service truck in Flagstaff.

Replacement Parts

All parts used to repair vehicles are OEM unless the OEM part is not available. We will get approval to change parts to non-OEM prior to repairs being made. Aftermarket equivalent will only be used if it is specified by the Department as an acceptable substitution.

Pricing Section (Revised 8/14/2014)
 "Return this Section with your Response"

GROUP NO.	DESCRIPTION	UNIT PRICE
1.	Cummins <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 15 %
2.	American LaFrance <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
3.	E-One <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
4.	Saulsbury <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
5.	Rosenbauer <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
6.	Spartan Chassis <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
7.	Hackney <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
8.	Seagraves <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %
9.	Allison Transmission <ul style="list-style-type: none"> • Hourly rate for labor to repair or replace equipment • Hourly rate for scheduled maintenance • % discount off replacement/maintenance parts 	\$ 95 \$ 95 Cost + 20 %

Pricing Section (Revised 8/14/2014)
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GROUP NO.	DESCRIPTION	UNIT PRICE
10.	Detroit Diesel	
	• Hourly rate for labor to repair or replace equipment	\$ 95
	• Hourly rate for scheduled maintenance	\$ 95
	• % discount off replacement/maintenance parts	Cost + 25 %
11.	Hale	
	• Hourly rate for labor to repair or replace equipment	\$ 95
	• Hourly rate for scheduled maintenance	\$ 95
	• % discount off replacement/maintenance parts	Cost + 15 %
12.	Waterous	
	• Hourly rate for labor to repair or replace equipment	\$ 95
	• Hourly rate for scheduled maintenance	\$ 95
	• % discount off replacement/maintenance parts	Cost + 15%
13.	Bauer	
	• Hourly rate for labor to repair or replace equipment	\$ 95
	• Hourly rate for scheduled maintenance	\$ 95
	• % discount off replacement/maintenance parts	Cost + 20 %
14.	Darley	
	• Hourly rate for labor to repair or replace equipment	\$ 95
	• Hourly rate for scheduled maintenance	\$ 95
	• % discount off replacement/maintenance parts	Cost + 20 %

NOTE: Copy of catalog, price list, or website directly to online catalog or price sheet for % off parts shall be included with your proposal response. If offering a % mark-up of vendor costs, submit a list of the vendor costs and/or website where the costs can be viewed online. The City requires this pricing to confirm that the invoices accurately reflect the contract pricing.

* Applicable Tax 8.3%

*** State correct jurisdiction to receive sales tax on the Vendor's Offer, Form 201-B (RFP) included in this Request for Proposal.**

Less prompt payments discount terms of 0 % 30 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.



**AFFIDAVIT OF COMPLIANCE WITH TEMPE CITY CODE
CHAPTER 2 ARTICLE VIII SECTION 2-603(5)**

Per Tempe City Code Chapter 2 Article VIII Section 2-603(5), it is unlawful for a City vendor or City contractor, because of race, color, gender, gender identity, sexual orientation, religion, national origin, familial status, age, disability, or United States military veteran status, to refuse to hire or employ or bar or discharge from employment any person, or to discriminate against such person in compensation, conditions, or privileges of employment.

City vendors and contractors shall provide a copy of their antidiscrimination policy to City to confirm compliance with this requirement or attest in writing to compliance.

- CONTRACTOR means any person who has a contract with the City.
- VENDOR means a person or firm in the business of selling or otherwise providing products, materials, or services.

CONTRACTOR/VENDOR, select one:

Current copy of antidiscrimination policy attached

OR

I hereby certify Paige Flaherty (contractor/vendor) to be in compliance with Tempe City Code Chapter 2 Article VIII Section 2-603(5).

Paige Flaherty
Signature

Date: 8-20-14

Paige Flaherty
Print Name

Outside Sales Manager
Title

Freightliner , Sterling, Western Star, of Arizona
Company

Addendum to Solicitation



City Procurement Office/City of Tempe • PO Box 5002 • 20 East 6th Street • Tempe, AZ 85280 • (480) 350-8324 • www.tempe.gov/procurement

Issue Date: 08/14/2014

This addendum will modify and/or clarify: Solicitation No.: 15-020

and is Addendum No. 1

Procurement Description: Fire Apparatus Maintenance and Repair Services

Changes should be made as follows:

1. Proposal Due Date and Time is changed to *Wednesday, August 27, 2014, 3:00 PM Local Time.*
2. Page 22, Last Paragraph is changed to read as follows:
"Offeror shall indicate in their proposal whether they are authorized to do warranty work or certified to do repair work on the following types of equipment:

GROUP 1 - Cummins

GROUP 2 – American LaFrance See attached document

GROUP 3 – E-One

GROUP 4 – Saulsbury

GROUP 5 - Rosenbauer

GROUP 6 – Spartan Chassis

GROUP 7 – Hackney

GROUP 8 - Seagrave

GROUP 9 – Allison Transmission

GROUP 10 – Detroit Diesel

GROUP 11 – Hale

GROUP 12 - Waterous

GROUP 13 – Bauer

GROUP 14 – Darley

3. Page 24, Proposal Questionnaire, #1 is changed to read as follows:
 1. Indicate whether or not your firm is authorized to do warranty work or certified to do repair work for the Groups proposed.
4. Replace Pricing Section, Pages 27 and 28 with the Revised Pricing Section included in this Addendum.

There are no other changes at this time.

The balance of the specifications and solicitation instructions remain the same. Proposal Offerors are to acknowledge receipt and acceptance of this addendum by returning of signed addendum with proposal response. Failure to sign and return an addendum prior to proposal opening time and date may make the proposal response non-responsive to that portion of the solicitation as materially affected by the respective addendum.

Freightliner, Sterling, Western Star of Arizona
 NAME OF COMPANY

9899 W. Roosevelt St
 ADDRESS (or PO Box)

Tolleson AZ 85353
 CITY STATE ZIP

Paige Flaherty Outside Sales Manager
 BY NAME (please print) TITLE

623.907.6688
 TELEPHONE


 AUTHORIZED SIGNATURE



Best and Final Offer to RFP# 15-020 Fire Apparatus Maintenance and Repair Services

Key Personnel

Changes to Personnel: Lloyd Radmall will be stepping down as foreman;
Ty Schrader will be the acting foreman.
Clyde Holland is no longer with the company.
Ty Schrader will be lead technician- will provide EVT certs, as they become available.
Mike Hardin is awaiting additional EVT certs.

Pricing

Pricing is as submitted on the proposal.

Additional Charges

Charges applicable with warranty work will be according to manufacturers specifications. Additional charges may include freight, deductibles and out of coverage fees, parts and consumables. Other than scheduled maintenance, travel charges for immediate and after hours callout may apply. Normal labor rate during normal business hours with a minimum of 2 hours. After hours callout at regular time and one half of normal callout fees with a minimum of 2 hours. Delay time will be charged to the closest tenth of an hour. After hours labor rate for repairs will be at time and one half.

Standard Call-Out Labor Rate: \$95.00/hour
After Hours Call-Out Labor Rate: \$142.50/hour