

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>PHOENIX FENCE COMPANY</u>				
Company Mailing Address:	<u>P. O. BOX 21183</u>				
City:	<u>PHOENIX</u>	State:	<u>ARIZONA</u>	Zip:	<u>85036-1183</u>
Contact Person:	<u>DOUG MASTIN</u>	Title:	<u>PRESIDENT</u>		
Phone No.:	<u>602-276-4283</u>	FAX:	<u>602-276-0638</u>	E-mail:	<u>dmastin@phoenixfence.com</u>
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.: <u>07-280259-A</u>					
Arizona Use Tax No.:					
Federal I.D. No.: <u>86-0466917</u>					
City & State Where Sales Tax is Paid: <u>TEMPE, ARIZONA</u>					
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>21969</u>					

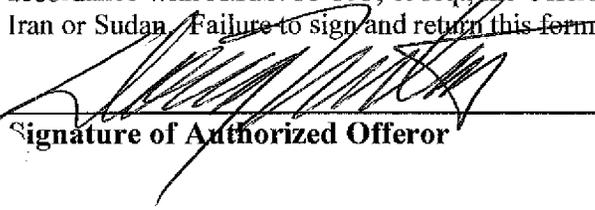
THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) DOUG MASTIN

Title of Authorized Individual (TYPE OR PRINT IN INK) PRESIDENT

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. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.


Signature of Authorized Offeror

November 14, 2013

Date

Proposal Questionnaire
“Return this Section with your Response”

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award.

	Question	Response
1	Provide the address of the facility that will supply services to the City of Tempe.	3626 S. 16 TH Street Phoenix, AZ 85040
2	Describe your company and its history – include years in business	Please See Attached
3	Please provide contact information for the primary account representative and a backup contact for the City of Tempe. <ul style="list-style-type: none"> • Contact Name • Phone Number • Cell Phone Number • e-mail address 	Provide contact information below
		Please See Attached
4	Provide information about staffing, inventory and equipment that can be utilized is work for the City of Tempe.	Please See Attached
5	Do you have a 24 hour emergency number available	Yes
	a Provide the number	602-325-1597
6	Response times	
	a Routine service call	4 Hours
	b Emergency service call	1 Hour
7	Warranty offered	
	a Materials	2 Years
	b Workmanship	2 Years
8	Please describe in detail the internal process your firm will utilize to ensure that pricing offered under this proposal will be consistent with offered contract pricing.	Please See Attached
9	Do you agree to the Terms and Conditions of this RFP?	Yes
	a If No, explain	
10	List three (3) governmental or large corporate references for which you currently provide similar services. <ul style="list-style-type: none"> • Firm Name • Contact Name • Phone Number 	Provide Reference Information Below
		Please See Attached

Pricing Section

"Return this Section with your Response"

Pricing must be inclusive of all costs including, but not limited to, labor, installation, equipment, travel time, service call fees, mileage, etc..

The City will not pay fuel surcharges or any costs beyond those stated below.

All quoted prices must include all delivery charge to sites within the City of Tempe.

Chain Link Type Fencing		Per	Price
1	Labor and materials to construct and install 100 feet of typical fence, chain link (9 ga) 6' tall with rails, posts, concrete and 1 each 3' x 6' gate.	Lot	\$ 1,272.00
2	Typical repair of a 20 foot section of damaged 8' chain link (9 ga) fence to repair, stretch and replace damaged section including all required posts, rails, concrete and labor.	Lot	\$ 478.00
3	Gate, Chain Link (9 ga) 3' x 6' installed to include required posts and all hardware	Ea	\$ 351.00
4	Fence fabric per specifications, 6 ga, 8' high	Linear Foot	\$ 8.08
5	Fence fabric per specifications, 9 ga, 6' high	Linear Foot	\$ 2.84
6	Fence fabric per specifications, 9 ga, 8' high	Linear Foot	\$ 3.78
7	Fence fabric per specifications, 9 ga, 10' high	Linear Foot	\$ 4.72
8	Tennis Court Fencing, PVC Coated, per specifications, 14' high	Linear Foot	\$ 15.60
9	Terminal post, per specifications, 2-7/8" od x 0.160 wall	Foot	\$ 3.14
10	Line post, per specifications, 2-3/8" od x 0.160 wall	Foot	\$ 2.60
11	Line post, per specifications, 2-3/8" od x 0.130 wall	Foot	\$ 2.11
12	Rails, per specifications, 1-5/8" od x 0.110 wall	Foot	\$ 1.27
13	Line Post Top for 2-3/8" OD post	Ea	\$.61
14	Labor Rate for repairs or installation work	Hour	\$ 40.00

Rental		Per	Cost
1	Rental of an 4' x 12' section of portable fencing including all required hardware and panel stands (feet) for one month	Ea	\$ 3.36
2	Rental of an 6' x 12' section of portable fencing including all required hardware and panel stands (feet) for one month	Ea	\$ 3.36
3	Rental of an 8' x 12' section of portable fencing including all required hardware and panel stands (feet) for one month	Ea	\$ 3.96
4	Labor Rate for installation and pickup of rental fencing	Hour	\$ 40.00

Other Services Offered		Cost
	Description or Service	
	Core Drilling	\$ Subcontractor
	Saw Cutting	\$ Quote & 10%
	Utility Locating	\$ "
	Masonry	\$ "
	Electrostatic Painting	\$ "
		\$

* Applicable Tax 5.265 %

* **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 ___ % ___ 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.

Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three (3) and six (6) ordering departments. At the time an order is placed, the Contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the Contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to bill contracted vendor for researching invoices that have been paid, but not properly applied by vendor account receivables office.

Statement mailing address: City of Tempe
Accounting (see below for your contact)
P.O. Box 5002
Tempe, Arizona 85280
Phone: 480-350-8355

Accounting Contacts:	Alex Chin	Letters A – H and Numbers
	Ramona Zapien	Letters I – Z
	Danielle Plunkett	General AP Inquiries and AP Checks



PHOENIX FENCE COMPANY

P.O. BOX 21183
PHOENIX, AZ 85036-1183

#2) Describe your company and its history – include years in business.

Phoenix Fence Company was founded in 1959. The business was purchased by its present owner in 1983. We have grown over the years to become one of the largest fence companies in Arizona providing services only to the commercial and industrial markets with a targeted focus on facilities and governmental agencies. We also operate the largest Gate Automation Division in the state.

#3) Please provide contact information for the primary account representative and a backup contact for the City of Tempe.

Primary: Jeff Thomas
(p) 602-276-4283 (216)
(c) 602-390-6484
jthomas@phoenixfence.com

Secondary: Gary Beeler (Was Primary For 13 years / Semi-retired)
(p) 602-276-4283 (214)
(c) 602-390-6486
gbeeler@phoenixfence.com

#4) Provide information about staffing, inventory and equipment that can be utilized in work for the City of Tempe.

Staff: Management:	6
Estimating / Project Management:	8
Operations / Fabrication:	9
Field / Installation:	24
Service:	5
TOTAL:	52

Inventory: We maintain an average inventory of \$350,000.
We are serviced weekly by all major vendors.

Equipment: Fleet: Installation: 7 – 2 Ton Flatbed
2 – 2 Ton Dump
5 – 1 Ton Flatbed
2 – 1 Ton Combination Bed
5 – ¾ Ton Pickup



PHOENIX FENCE COMPANY

P.O. BOX 21183
PHOENIX, AZ 85036-1183

Estimating / Project Management: 8 – ½ Ton Pickup

Service: 4 – ¾ Ton Service Body
1 – ¾ Ton Pickup

Our installation and service trucks are the most well equipped in the industry. The benefit to our customers is the ability for our crew to complete work in the fastest time possible and never being in a situation where they do not have the correct tool / equipment to perform the task, eliminating the need for a return trip.

Phoenix Fence owns and maintains virtually every piece of equipment our industry requires in quantities to cover all our crew. Two years ago we built a 6,000 SF repair / maintenance facility just to facilitate our trucks and equipment in house.

#8) Please describe in detail the internal process your firm will utilize to ensure that pricing offered under this proposal will be consistent with offered contract pricing.

Being a Mohave Contractor (JOC) and maintaining many blanket type contracts we are very experienced in maintaining and monitoring pricing structures as they apply to each contract. We do so by setting up separate databases for each contract. Each contract has a sole account manager. Upon completion of a work-up sheet for a requested project the sheet is then checked and verified by management to verify pricing and applicability for that contract.

#10) List three (3) governmental or large corporate references for which you currently provide similar services.

*** Firm Name * Contact Name * Phone Number**

City of Tempe	Bob Pohlit	480-350-5255
City of Phoenix	Janice Stroud	602-256-5629
Arizona State University	Pete Wozniak	480-965-2716

Additional References Attached

City of Tempe Letters Attached



**PHOENIX
FENCE**

PHOENIX FENCE COMPANY

P.O. BOX 21183
PHOENIX, AZ 85036-1183

ADDITIONAL REFERENCES

GOVERNMENTAL

City of Tempe

Bob Pohlit	Parks & Recreation	480-350-5255
Chris Messer	Community Development	480-350-8562
Tim Jones	Community Development	480-350-8711
Mark Register	Project Manager / Police Dept.	480-296-5537
DeeDee Kimbrell	Community Development	480-350-8081
David Bucher	Facility Services	480-350-5791
Nancy Ryan	Senior Planner	480-350-8096

Arizona State University

Pete Wozniak	Athletic Facility Maint. Manager	480-965-2716
Larry Pine	Facilities Management	480-727-1272
Mohammad Madjidi	Senior Project Manager	480-965-1809
Steven Danish	Construction Estimator	480-965-9727

City of Phoenix

Janice Stroud	Property Manager	602-256-5629
Jim Zwerg	Facilities Manager, Fire Dept.	602-534-9875

City of Scottsdale

Steve Arnold	Public Works	480-312-5201
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Salt River Pima-Maricopa Indian Community

Ron Moll	Construction Mgmt. Division Mgr.	480-850-4777
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Southwest Gas

Mark Wahl	Facility Maintenance Manager	602-702-0563
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City of Mesa

Jim Caime	Facilities Foreman	480-644-4321
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City of Maricopa

Monica Rubio	Facilities Manager	520-371-0185
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Town of Sahuarita

Brian DeBreceny	Parks and Facilities Manager	520-822-8889
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City of Chandler

Kris Kircher	Parks Superintendent	480-782-2759
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**PHOENIX
FENCE**

PHOENIX FENCE COMPANY

P.O. BOX 21183
PHOENIX, AZ 85036-1183

LARGE CORPORATIONS

Phoenix Coca Cola

John Chubbuck Facilities Maintenance Manager 480-345-3134

Pepsi Cola Bottling Group

Greg Ketter Efficiency Manager 602-820-1366

United Dairymen of Arizona

Mike Billote Vice President 480-966-7211

Discover Card Services

Tom Perrin Project Manager 623-980-9411

Proctor and Gamble

Jim May Facilities Manager 602-269-4104

Medtronics

Wayne Duke Facilities Maintenance Supervisor 480-929-5678

Hydro Aluminum

Saul Arredondo Purchasing Manager 602-269-2488

Ping

Ken Kays Plant Facilities Manager 602-687-5590