

## Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. 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:	BETS TRUCK PARTS & SERVICE		
Company Mailing Address:	7375 W. BUCKEYE RD		
City:	Phoenix	State:	AZ
		Zip:	85043
Contact Person:	WARREN WHEELER	Title:	SERVICE MNG.
Phone No.:	602-352-0032	FAX:	623-936-5713
		E-mail:	WWHEELER@BETSSPRING.COM
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.:	93006650		or
Arizona Use Tax No.:	07-378849N		
Federal I.D. No.:	94-0322450		
City & State Where Sales Tax is Paid:	PHOENIX, ARIZONA		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:			

### THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) ANTHONY MIRANDA  
Title of Authorized Individual (TYPE OF PRINT IN INK) BRANCH MANAGER

### REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal 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 offer will be considered nonresponsive and rejected.

Anthony Miranda  
Signature of Authorized Offeror

7-10-09  
Date

Form 201-B (RFP)  
(H./RFP 3-2008)

## Vendor Proposal Sheet

7.10.09

### Detailed description of services provided:

Betts Truck Parts and Service (a division of Betts Spring Company) is a 140 year old family owned business featuring 2 manufacturing and 7 retail locations based in California, with 1 in Portland Oregon and 1 in Phoenix Arizona. Our retail parts and service outlets specialize in parts distribution with a high focus on steering and suspension, drive train, foundation brake and air brake systems. Line card provided for all direct purchase lines.

Betts maintains one of the largest inventories of name brands products in the greater Phoenix area, providing wholesale pricing to assist with the needs of City, County and State requirements. We offer pick up and delivery service with valid license for class's 3-8 vehicles. Insurance policy and coverage can be provided upon request.

### Warranty Service:

Betts is one of the largest warranty houses for Spartan Chassis who is the number 1 provider to the fire truck body industry. Currently they supply...

- American LaFrance
- Darley
- E - One
- Hackney
- Pierce
- Rosenbauer
- Saulsbury
- Seagraves

<http://www.spartanchassis.com>

Our staff is fully trained by factory representatives and enjoys the Betts personal training provided through monthly meetings as well as ASE sponsored training. Betts Service Manager is a 30 year seasoned mechanic who has on site and mobile experience in the heavy duty industry. We currently are used for outsourced labor by many Cities' in the surrounding Phoenix area. In house services are provide in laser alignment, drum and rotor turning, diagnostics, leaf spring repair, suspension rebush and assisting with increased ride and stability control.

All parts and labor carry Betts personal 1 year "no questions" asked warranty. Betts will maintain communication with all manufacturers to make the warranty repair seamless.

**Response Time:**

- Pick up (Drivable Vehicle) and delivery at no charge
- 2 hour response time from phone call
- Priority of emergency response vehicles take precedence over other shop jobs
- Past history suggests 24 hour turn around on most minor repairs
- Reduction in "Book Time" guarantee
- Freight from the factory on "odd items" will maintain Betts negotiated freight rates

**List of References:**

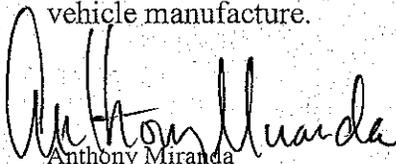
- Veolia Transportation – Mesa (Valley Metro RPTA)
- Veolia Transportation – Tempe (Valley Metro RPTA)
- City of Phoenix Yards
  - Okehmah Service Center
  - Saltwater Service Center
  - Glenrosa Service Center
  - Union Hills Service Center
  - Fire Operations
  - North Yard
  - Auto Stores Material Management
- H and E Equipment
- U.S. Postal Service

**Hours of Operation:**

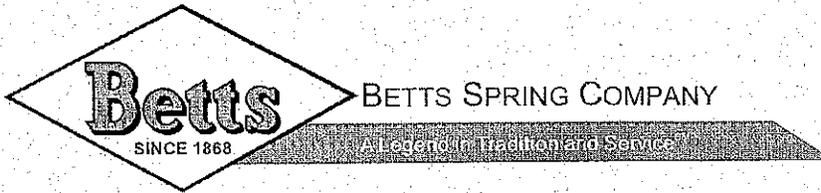
- Monday through Friday 7am – 5pm
- Special hours will be applied in emergency situations on request

**Special note:**

Fire Trucks will have multiple product manufactures in the making of the vehicle. When the warranty has run out Betts will provide wholesale pricing dealing direct with the part manufacture to provide reduced cost from the marked up price typically provided by the vehicle manufacture.



Anthony Miranda  
Branch Manager  
Truck Parts and Service  
7375 W. Buckeye Rd.  
Phoenix, AZ. 85043  
w - 623-907-9396  
f - 623-936-5713



April 20, 2009

We submit the following current credit information for your approval.

**CORPORATE NAME:** **Betts Spring Company, Inc.**  
Betts Spring Company is a corporation.

President: Michael Betts  
Sr. Vice President: Donald R. Devany  
Vice President-Finance: Marcus Shiveley

Established In: 1868  
State Corporated In: California  
Federal I.D. #: 94-0322450  
California I.D. #: C0000828  
Arizona ID # 07-378849N

**BILLING ADDRESS:**  
Betts Spring Company  
2867 S Maple Avenue  
Fresno, CA 93725  
Phone #: 559-498-3304 x 9841  
Fax #: 559-498-8621

**SHIPPING ADDRESS:**  
Betts Truck Parts & Service  
7375 W Buckeye Rd, Ste 100  
Phoenix, AZ 85043  
Phone #: 623-907-9396  
Fax #: 623-936-5713

**TYPE OF BUSINESS:** Spring and Mudflap Bracket Manufacturing Company

**BANK REFERENCES:**

<b>Bank Inquiries:</b> Bank of America Credit Inquiry Services, Dept CA WA1-501-23-01 P.O. Box 34893 Seattle, WA 98124-1893 – Allow 48 hours for response, if no response, call <b>FAX: 415-343-9301</b> (no fee for service) Status Inquiries Call 206-585-4444	<b>Branch Office</b> 1925 Marina Blvd. Fresno, CA 93725 A/C #: 06047 00610
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**RESALE #:** SR Y KHO 19-002720      **DUN & BRADSTREET:** 00-916-1233

**CREDIT REFERENCES:**

**Inter Wire Products**

355 Main Street  
Armonk, NY 10504  
Contact: Stephanie Serbello  
Phone: 914-273-6633  
Fax: 914-273-6510

**Gibbs Wire & Steel**

P.O. Box 520  
Southington, CT 06489-9990  
Phone: 860-621-0121  
Fax: 860-628-7780

**HD America**

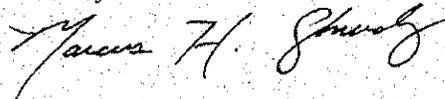
13730 Shoreline Ct East  
Earth City, MO 63045  
Phone: 314-291-3345  
Fax: 314-291-1018

**Industrial Steel & Wire**

1901 N. Narragansett Ave.  
Chicago, IL 60639  
Phone: 773-804-0404  
Fax: 773-804-0408

If you require any additional information, please call.

Sincerely



Marcus Shiveley  
VP Finance & Business Development  
Betts Spring Company, Inc.

**Betts Spring Company**

2843 S Maple Avenue  
Fresno, CA 93725  
(559) 498-3304 (phone)  
(559) 441-1993 (fax)

## Pricing Section

GROUP NO.	DESCRIPTION	UNIT PRICE
1	Authorized Cummins Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %
2	Authorized American LaFrance Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
3	Authorized E One Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
4	Authorized Saulsbury Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
5	Authorized Rosenbauer Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
6	Authorized Spartan Chassis Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
7	Authorized Hackney Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
8	Authorized Seagraves Facility (CHASSIS ONLY) <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %
9	Authorized Allison Transmission Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %
10	Authorized Detroit Diesel Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %

## Pricing Section

GROUP NO.	DESCRIPTION	UNIT PRICE
11	Authorized Hale Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %
12	Authorized Waterous Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %
13	Authorized Bauer Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	\$ _____ \$ _____ _____ %
14	Authorized Darley Facility <ul style="list-style-type: none"> <li>▪ Hourly rate for labor to repair or replace equipment</li> <li>▪ Hourly rate for scheduled maintenance</li> <li>▪ % discount off replacement/maintenance parts</li> </ul>	<div style="text-align: center; margin-bottom: 5px;">(classis only)</div> \$ <u>65<sup>00</sup></u> \$ <u>65<sup>00</sup></u> <u>20</u> %

NOTE: Copy of catalog and/or price list for % of parts must be included with your response. If catalog/price list is available online, then website directly to catalog or price sheet is acceptable in place of hard copy.

\* Applicable Tax 8.7 %

\* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 2 % 10 days or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid 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.

**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/purchasing

This addendum will modify and/or clarify:

Solicitation No.: | 09-145

and is

Addendum No. | 1

Procurement Description: | Fire Department Vehicle Maintenance and Repair

**Change:** Page 23, Scope of Work, 4<sup>th</sup> Paragraph to read "Contractor to be an authorized factory service center or have authorized factory-trained personnel on site to perform repairs on City vehicles. Use of OEM products is preferred on vehicles but City will consider approved equals with the City having the sole discretion of acceptable equals."

**Add:** Page 25, Proposal Format, Maintenance and Repair Services, First Paragraph, "Indicate whether or not your firm is an authorized factory service center for the Groups proposed. If not an authorized factory service center do you have authorized factory-trained personnel on site to perform installation, maintenance and repair on the City vehicles? Describe the products your firm is proposing on vehicles. Are the products OEM? Are you proposing a equivalent brand? If proposing an equivalent brand, you must provide details about your offering in the response."

**Add:** Page 25, Proposal Format, Qualifications and Certifications, First Paragraph, "Provide evidence of authorized factory-trained personnel on site and their training as it applies to the Groups being proposed."

**Add:** Page 25, Proposal Format, Pricing "Complete the Price Sheet on pages 28 and 29. Firms may propose a % discount off replacement/maintenance parts or a % mark-up of their costs."

**Delete:** Page 29, Price Sheet, Note.

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

BETS Truck Parts & Service  
NAME OF COMPANY

7375 W. Buckeye Rd #100  
ADDRESS (or PO Box)

Phoenix Az 85043-4202  
CITY STATE ZIP

Anthony Miranda / Branch Manager  
BY NAME (please print) TITLE

623-907-9396  
TELEPHONE

Anthony Miranda  
AUTHORIZED SIGNATURE

# Addendum to Solicitation



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BETT'S TRUCK PARTS & SERVICE  
NAME OF COMPANY

7375 W. Buckeye Rd #100  
ADDRESS (or PO Box)

Phoenix AZ 85043-4202  
CITY STATE ZIP

ANTHONY MIRANDA / Branch Manager  
BY NAME (please print) TITLE

623-907-9396  
TELEPHONE

[Signature]  
AUTHORIZED SIGNATURE