



CITY OF SACRAMENTO

PROCUREMENT SERVICES DIVISION

Bid Number: B071181077

FILED

MAR 28 2007

By The
Office of The City Clerk

INVITATION FOR BID

And

Contract Specifications

FOR: Water Distribution Utility Vans

Bids Must Be Received Prior To 2:00 P.M. on March 28, 2007

Bids Must Be Submitted To: City Clerk's Office
915 "I" Street, First Floor
Sacramento, CA 95814

Pre-Bid Conference: Not Applicable
Mandatory: [] Yes
 [] No

NAME AND ADDRESS OF BIDDER SUBMITTING THIS BID:
(Bidder to complete the following information)

Name of Bidder: WESTERN TRUCK FAB

Address: 1923 W. WINTON AVE.

City, State, Zip Code: HAYWARD, CA 94545

Phone Number: 510-785-9994

Email Address: joe@westerntruckfab.com

PRICING SCHEDULE(S)

For furnishing to the City of Sacramento, new and latest model trucks with utility bodies and accessories as required, in accordance with the provisions and specifications contained herein. Quantities are estimates only (based on forecasts for upcoming Fiscal Years) and the City will purchase as necessary during this 3 year contract. If it is in the best interest of the City, multiple awards may be made, one for each Schedule below.

<u>Item No.</u>	<u>Quantity</u>	<u>Description</u>	<u>Unit Price</u>	<u>Extension</u>
1	2	Supply and Install Leak Van Body on <u>City Owned Conventional</u> Cab Truck	\$ <u>69,700</u>	\$ <u>139,400</u>
		7.75% Sales Tax		\$ <u>10,803.50</u>
		CA Tire Fee		\$ _____
		Total		\$ <u>150,203.50</u>

<u>Item No.</u>	<u>Quantity</u>	<u>Description</u>	<u>Unit Price</u>	<u>Extension</u>
2	2	Supply and Install Leak Van Body on Vendor Supplied Conventional Cab Truck	\$ <u>N/A</u>	\$ <u>N/A</u>
		7.75% Sales Tax		\$ _____
		CA Tire Fee		\$ _____
		Total		\$ _____
3	2	Optional Service/Repair manuals for cab/chassis, engine, body and electrical systems wiring diagrams per Section 6.0 a. Include sales tax.		\$ _____
4	2	Optional Parts manuals for cab/chassis, Engine and body per Section 6.0 b. Include sales tax.		\$ _____
5	2	Optional Diagnostic software and interface, applicable to engine, transmission, chassis and brakes per Section 6.0 c. Include sales tax.		\$ _____

Price Increases: 2nd and 3rd year pricing will not increase more than 5% the previous year quoted price. See Page 23, 'Prices' Item (a)

BID

BID NO. B071181077

FOR SERVICES/SUPPLIES: Water Distribution Utility Vans

To the City of Sacramento:

The undersigned bidder (hereafter referred to as the "bidder" or the "Contractor") submits the attached bid, and certifies as follows: that the only persons or parties interested in this bid as principals are those named herein as bidder; that this bid is made without collusion with any other person, firm, or corporation; that in submitting this bid the bidder has examined all of the Contract Documents identified below; that the bidder proposes and agrees that if this bid is accepted, the bidder will execute and fully perform the contract for which bids are called; that the bidder shall perform all the work and/or furnish all the materials specified in the Contract Documents, in the manner and time therein prescribed, and according to the requirements as therein set forth; and that the bidder shall take in full payment therefor, the prices set forth in the attached Pricing Schedule.

CONTRACT DOCUMENTS

Performance of and payment for the contract for which bids are called shall be subject to all terms and conditions of the Invitation for Bid, the Bid Instructions and Requirements, the Bid, the Pricing Schedule(s), the Items Requiring Bidder Response, the Required Submittals, the General Conditions, and any Addenda, Amendments, Special Provisions, Specifications, Plans or other requirements applicable to performance of the work and/or furnishing the materials specified herein. Such documents, referred to herein as the "Contract Documents," are fully incorporated herein by this reference and are collectively referred to as the "Contract". By submitting this Bid, the Contractor agrees to fully perform each and every provision of the Contract, provided that City awards the Contract to the Contractor, and provided further that City shall have no obligation hereunder unless and until such award is made. Contractor shall not make any changes to this form without City's written approval, and any changes made without such approval shall be void.

To Be Filled Out By Bidder

NAME OF CONTRACTOR: WESTERN TRUCK FAB

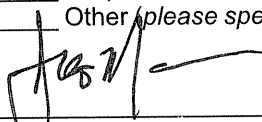
ADDRESS: 1923 W. WINTON AVE

PHONE #: 510-785-9994 FAX #: 510-785-9986

STATE TAX I.D. #: SRCAA 197494498 FED. TAX I.D. #: 94-3086076

City of Sacramento Business Operation Tax Certificate #: _____
(Contract award will not be processed if Certificate Number is missing)

TYPE OF BUSINESS ENTITY (check one): Individual/Sole Proprietor Partnership
 Corporation Limited Liability Company
 Other (please specify: _____)

BY: (signature of authorized person) 

PRINT NAME: JOE MANNINO

TITLE: SALES

Note: All information submitted in or in connection with a bid is submitted under penalty of perjury. The City shall have the right to terminate at any time any contract awarded pursuant to a bid that contains false information.

ITEMS REQUIRING BIDDER RESPONSE

NOTE: Bidders must provide responses where indicated to the following items. Failure to provide a response to each of the items in this section may be grounds for rejection of bid.

1. SBE/EBE FIVE PERCENT (5%) BID EVALUATION PREFERENCE

On February 9, 1999, the Sacramento City Council adopted an Emerging and Small Business Development program to provide enhanced opportunities for the participation of small business enterprises (SBEs) and emerging business enterprises (EBEs) in the City's contracting and procurement activities. Any bid or quotation submitted by a firm that is certified as a SBE by the City of Sacramento, or that is certified as an EBE by the City of Sacramento, will receive a five percent (5%) bid evaluation preference for the purpose of determining the lowest responsible bidder. If, after applying the 5% bid evaluation preference, the bid of an SBE/EBE firm receiving such preference is determined to be the lowest responsible bid, the award will be made for the actual amount bid. To receive this bid evaluation preference, a firm must be certified as a SBE or EBE at the time of bid opening. Questions regarding eligibility for SBE/EBE certification should be addressed to the City of Sacramento Office of Small Business Development at (916) 808-6747.

A. SMALL BUSINESS ENTERPRISE (SBE) CERTIFICATION

Is the firm submitting the bid certified by the City of Sacramento as a small business enterprise? Check the appropriate block below:

YES - the firm submitting the bid is certified by the City of Sacramento as a small business enterprise.

NO - the firm submitting the bid is not certified by the City of Sacramento as a small business enterprise.

If the response to the above is YES, provide the City of Sacramento Certification Number

_____.

B. EMERGING BUSINESS ENTERPRISE (EBE) CERTIFICATION

Is the firm submitting the bid certified by the City of Sacramento as an *emerging* business enterprise? Check the appropriate block below:

YES - the firm submitting the bid is certified by the City of Sacramento as an emerging business enterprise.

NO - the firm submitting the bid is not certified by the City of Sacramento as an emerging business enterprise.

If the response to the above is YES, provide the City of Sacramento Certification Number: _____.

2. LOCAL BUSINESS SALES/USE TAX DEDUCTION

The Sacramento City Code requires the City to identify those bids that are subject to the City's local sales or use tax under the provisions of Part 1.5 of Division 2 of the California Revenue and Taxation Code and Chapter 3.24 of the Sacramento City Code. The lowest responsible bidder shall be determined after the amount of local sales or use tax that would be received by the City is deducted from such bids. The current rate at which such local sales or use tax is received by the City is one percent (1%). Therefore, in evaluating bids to determine the lowest responsible bidder, bids that are subject to this tax at the time of bid opening shall have an amount equal to one percent (1%) of the taxable total deducted from the bids. This deduction shall be in addition to the application of any bid price preferences or other deductions authorized by the City Code. Such deductions shall be made for bid evaluation purposes only. Contract awards shall be made at the actual bid amount.

In order to identify those bids that are subject to the City's local sales or use tax, all bidders shall respond to the following:

1) Does the bidder have fixed offices or locally taxable distribution points within the boundaries of the City of Sacramento? ___ Yes; or No

2) If the answer to Question #1 is "Yes":

a) Provide the address of the bidder's fixed offices or locally taxable distribution point(s):

b) Provide the bidder's current, valid City of Sacramento Business Operations Tax Certificate Number:

_____.

3. DELIVERY GUARANTEE

Contractor guarantees delivery within 180 days after receipt of order (ARO).

4. PAYMENT DISCOUNT

Will you offer a prompt payment discount? Yes [] or No (Net 30 days)

If Yes, the Payment Discount is _____% for payment within _____ calendar days, which will be computed from the date delivery is made and is accepted by the City, or the date a proper invoice is received, whichever is later.

PAYMENT DISCOUNTS SHALL BE CONSIDERED IN AWARDING THE CONTRACT AS SET FORTH IN THE "BID INSTRUCTIONS AND REQUIREMENTS", PARAGRAPH 11 (ENTITLED "PAYMENT DISCOUNTS").

5. NEAREST FACTORY AUTHORIZED SERVICE CENTER

Page 24, Warranty, Bidders must list the nearest factory authorized service center responsible for warranty and other repairs :

6. LAMPS

Page 29, Section 1.1, Item b(10), Peterson #30589 lamp or proposed equal : PETERSON

Page 32, Section 1.6, Item f(1), Trucklite #44030R lamp or proposed equal : T/L

Page 32, Section 1.6, Item f(2), Trucklite #44030A lamp or proposed equal : T/L

Page 32, Section 1.6, Item f(3), Grote #62171 lamp or proposed equal : GROTE

7. TOWING ITEMS

Page 33, Section 1.8, Item c, Pollak #11-608 Trailer Socket or proposed equal: POLLACK

Page 33, Section 1.8, Item d, Drawtite #5100 Trailer Socket or proposed equal: POLLACK

8. SPEED CONTROL

Page 35, Section 2.5, Vanair #03241 Air Compressor Speed Control or proposed equal : INGERSOLL RAND

9. AIR COMPRESSOR AIR RECEIVER & OIL SEPARATOR

Page 35, Section 2.7(a) Vanair #60004-001B Air compressor air receiver & oil separator or proposed equal:

INGERSOLL RAND

10. TIRES

Page 42, Section 5.15, Goodyear #G159 Tires or proposed equal : N/A

11. BRAKES

Page 42, Section 5.16(e), Meritor "Q+" Front Brakes or proposed equal : _____

Page 42, Section 5.16(f), Meritor "Q+" Rear Brakes or proposed equal : _____

Page 42, Section 5.16(i), Weatherhead #1421 Air Reservoir Tank Pull Cable Valves or proposed equal : _____

Page 42, Section 5.16(j) Meritor Automatic Slack Adjustors or proposed equal : _____

12. CAB

Page 43, Section 5.21(a), Grote #28041 Convex Mirror or proposed equal : _____

Page 43, Section 5.21(h), Grote #71422 Triangle Flare Kit or proposed equal : _____

Page 44, Section 5.21(j), Kelsey Hayes #81741 Trailer Brake Controller or proposed equal : _____

13. QUESTIONNAIRE

Page 45

14. EQUAL BENEFITS ORDINANCE

See Exhibit 1

DATE BID OPENED	<u>3-28-07</u>
EMPLOYEE INITIALS	<u>J.M.</u>
MARK ONE BOX FOR EACH ITEM ONLY	
BID SECURITY	
<input checked="" type="checkbox"/>	NONE REQUIRED
<input type="checkbox"/>	PROPERLY SIGNED
BID DEPOSIT TYPE	
<input type="checkbox"/>	BID BOND
<input type="checkbox"/>	CALIF. BANK CASHIER'S CHECK
<input type="checkbox"/>	CERTIFIED CHECK
<input type="checkbox"/>	CASH
<input type="checkbox"/>	CALIF. BANK MONEY ORDER
AFTER AWARD OF BID	
<input type="checkbox"/>	SECURITY RETURNED
<input checked="" type="checkbox"/>	SECURITY ACCEPTED
EMPLOYEE INITIALS	_____
DATE	_____

INGERSOLL-RAND EXCEPTIONS:

~~Phone: (408) 988-3000 / Fax (408) 988-~~

~~Phone: (408) 988-3000 / Fax (408) 988-6966~~

1. IR system utilizes an external, spin-on separator element; the Vanair system uses an internal separator element
2. IR fan/cooler uses a molded plastic fan shroud; bid spec mandates "all metal" materials for fan shroud
3. IR system uses temp switches and temp shut-down relay rather than a Murphy magnetic switch and gauge
4. IR system uses Min Pressure Valve; Vanair system uses sonic orifice to maintain minimum pressure
5. Bid spec calls for a "compressor safety alarm circuit" to alert when compressor system has shutdown, which IR does not offer
6. The bid spec calls for all hose connections to be reusable hose ends; the IR system uses a mix of reusable hose ends and crimped ends

I consider points 1, 3, 4, and 6 advantages of the IR system over the Vanair unit. I think point 5 is more on the shoulders of the installer to provide. That leaves point 2..., which the bid spec specifically mandates "no exceptions".

Point 3 is also somewhat an issue, even though we see it as an advantage over the competition. Many customers feel that the only way to accomplish temp shutdown is with a Murphy switch and gauge. We have seen these switches fail too many times to deem them reliable. However, the bid spec says "no exceptions" on this point as well.

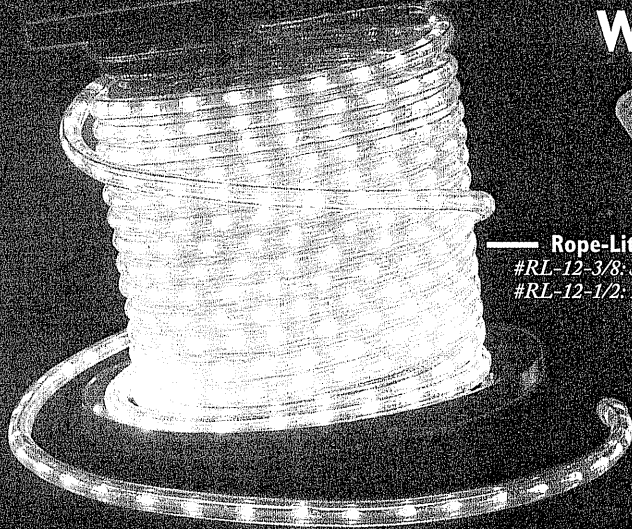
Phone: (408) 988-3000 / Fax (408) 988-6966

(408) 988-3000 / Fax (408) 988-6966

Phone: (408) 988-3000 / Fax (408) 988-6966

BRIGHT IDEAS IN COMPARTMENT LIGHTING

INSTALL ON-SITE WITH ROPE-LITE



Rope-Lite
 #RL-12-3/8: 3/8 in.
 #RL-12-1/2: 1/2 in.

Rope Light Assembly Required
 Cut Rope-Lite to size, insert tubing into power plug assembly, tighten and attach end cap.

Rope-Lite

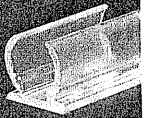
- High quality 12V lighting available in 150 ft. rolls
- Bright, high density 1 in. lamp spacing in a solid core flexible tube
- 3/8 in. and 1/2 in. tube diameters
- Run-lengths up to 24 ft.
- "Field-cutttable" for easy on-site installation



Adhesive Back Wire-tie Mount
 #WTAB for RKL, Flex-Lite and Rope-Lite



Adhesive Back C-Clip
 #CCAB for RKL, Flex-Lite and 3/8 in. Rope-Lite



RC Clip
 #RC-3/8 for RKL, Flex-Lite and 3/8 in. Rope-Lite

INSTALLATION HARDWARE OPTIONS



RC Clip
 #RC-1/2 for 1/2 in. Rope-Lite



End Cap for Rope-Lite
 #RLEC-3/8
 #RLEC-1/2



Rope-Lite Power Cord
 #RLPC-3/8 for 3/8 in. Rope-Lite
 #RLPC-1/2 for 1/2 in. Rope-Lite
 (Not required for Round Krystal-Lite and Flex-Lite.)



MANUFACTURING, INC.

52864 Lillian Street
 Elkhart, IN 46514-9524

8086 FM 2449 Box 428
 Ponder, TX 76250-0428

Ambulance photo courtesy of:
 Medtec Ambulance Corporation



Western Truck Fabrication, Inc.

1923 West Winton Avenue
Hayward, CA 94545

Phone: 510-785-9994 Fax: 510-785-9986
email: sales@westerntruckfab.com

MANUFACTURES OF TRUCK
BODIES AND EQUIPMENT

www.westertruckfab.com

Quotation

Date 3/26/2007
Quote # **27946**

WTF Rep: Joe Mannina

Customer Name / Address

CITY OF SACRAMENTO
FLEET MANAGMENT DIVISION
5730 24TH STREET BLDG 1
SACRAMENTO, CA 95822

End User's Name

Year/Make 2007 INT'L
Model 4400
W.B.
C.A. 120"

Sales Rep
Customer Phone

Qty	Description
2	<p>FURNISH AND INSTALL ITEMS FOR THE CITY OF SACRAMENTO INCLUDING , BUT NOT LIMITED TO THE FOLLOWING:</p> <p>READING SERVICE BODY MODEL PB78-HD168AB DUAL REAR WHEEL 168" L OTHER MINOR BODY EXCEPTIONS TO BE NOTED IN COMPLETE DRAWING TO BE FURNISHED IF AWARDED</p> <p>INGERSOLL RAND COMPRESSOR IN LIEU OF VANAIR MODEL EXCEPTIONS ENCLOSED</p> <p>TWO (2) CHELSEA PTO'S</p> <p>HONDA GENERATOR MODEL EG3500</p> <p>AUTOCRANE "ECONO TON" CRANE</p> <p>PTO DRIVEN HYD. TOOL SYSTEM</p> <p>"VISTA" LED STRIP LIGHTING IN LIEU OF "ROM" STYLE LIGHTING N COMPARTMENTS</p> <p>BID NO. B071181077 ITEM 1 CITY SUPPLIED INTERNATIONAL TRUCKS **PRICE IS FOR TWO (2) TRUCKS</p>

****PLEASE READ CAREFULLY - SIGN & FAX TO 510.785.9986****

****ANY WORK PERFORMED BUT NOT LISTED WILL BE ADDED TO QUOTE****

Accepted By: _____

Date: _____

P.O.# _____

VIN# _____ Stock# _____

THANK YOU FOR THE OPPORTUNITY
TO QUOTE THIS JOB

This quote is good for thirty days
Upon acceptance of this quote,
sign, date and initial option boxes desired

Subtotal **\$139400.00**

Sales Tax (~~7~~) **\$10,803.50**

Total **\$150203.50**

****NOT RESPONSIBLE FOR LOST OR MISSING EQUIPMENT****