



CITY OF DETROIT  
FINANCE DEPARTMENT  
PURCHASING DIVISION

1008 CITY-COUNTY BUILDING  
DETROIT, MICHIGAN 48226  
PHONE 313 • 224 • 4600  
FAX 313 • 224 • 4374

RFQ: 17VM1311

Page 1 of 2

## REFERRAL/RECOMMENDATION FORM

*This form is to remain attached to the bids/request and returned with your response.*

Date: October 11, 2017  
To: Craig Rice  
Detroit Water & Sewerage Department

Date to be Returned to  
Purchasing Division October 16, 2017

From: Valerie Massey (313) 833-1424  
Purchases Agent and Phone Number

The attached documents are being referred for the following reason(s):

<input type="checkbox"/>	Incomplete request:	<input type="checkbox"/> Budget Approval	<input type="checkbox"/> Cancelled	<input type="checkbox"/> Other
<input checked="" type="checkbox"/>	Bid Analysis and Recommendation for: <u>Ford Vehicle Parts, Maintenance and Repair Service</u>			
The following bids are attached: <u>Bob Maxey Ford</u>				

Your recommendations of a bidder are to be located in the space provided in the "Remarks" section on the next page of this form. Do not submit your recommendations on any other form.

**REMARKS:**

Include all recommendations and remarks below. Attach an additional sheet if necessary.

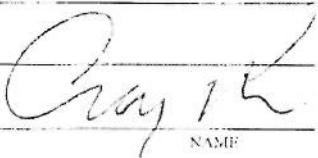
Your recommendation is to be based on the bid specifications and content of the bid. If the lowest bidder or bidders do not meet the specifications, list the major deviations for each. Rejections must be based on actual exceptions, or on details submitted in the bid.

Legal questions or concerns should be included in the analysis. If necessary, the Purchasing Division may request a legal opinion.

Recommendations for bids over \$25,000.00 must be approved by the Department Director, Deputy Director, or the appropriate persons listed on the "City of Detroit Authorized Signature Record."

The department accepts and recommends the sole bid from Bob Maxey Ford.

Approved By



NAME

Fleet Manager

TITLE

261-1790

PHONE NUMBER

Additional Comments Attached:

Yes \_\_\_\_\_ No \_\_\_\_\_

# Interoffice Memo

Date: October 31, 2017

To: Boysie Jackson, Chief Procurement Officer

From: Valerie Massey, Contracting and Procurement Specialist III

RE: Price Analysis for RFQ #17VM1311/Contract Purchase Agreement #6001096 – Parts, Maintenance, and Repair Service for Ford Vehicles

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In order to maintain the Detroit Water & Sewerage Department's (DWSD) fleet, RFQ #17VM1311 was issued to address Purchase Requisition (PR) #441143 for parts, maintenance, and repair service for Ford vehicles. Although DWSD has fulltime mechanics on staff, the wear and tear on its fleet occurs so rapidly that contractual vehicle repair services are warranted to sustain mobility. As a result, Contract Purchase Agreement (CPA) #6001096 for parts, maintenance, and repair service for Ford vehicles is expected to be approved for DWSD in the amount of \$1,400,000.00 for a two year contract period.

Since I received only one bid for Ford vehicle general repair services from Bob Maxey Ford, Inc., a price analysis was necessary. Fortunately, competition for the same or similar services was available from previous bids. Per Bid #17VM1229 (see Attachment A), Bob Maxey Ford, Inc. competed against Jorgensen Ford Sales, Inc. for CPA #6001035. Jorgensen Ford Sales, Inc. prevailed. Therefore, I was able to compare Bob Maxey Ford Inc.'s labor pricing to that of Jorgensen Ford Sales, Inc. However, the two companies used different parts pricing documents and/or columns to quote their discount and markup. So, I used Jefferson Chevrolet Company's quotes from Bid #17VM1294 & 17VM1296 (see Attachment B) for comparison. The details are covered in the following two paragraphs.

Per Bid #17VM1311, Bob Maxey Ford, Inc. quoted a \$71.50 per hour labor rate for normal and after normal working hours. In accordance with Bid #17VM1229/CPA #6001035 (see Attachment A), Jorgensen Ford Sales, Inc. charges \$55.00 per hour for labor. Bob Maxey Ford's labor price is approximately 30% higher than Jorgensen Ford Sales, Inc.'s labor price. Bob Maxey Ford, Inc.'s labor price is reasonable.

Bob Maxey Ford, Inc. quoted a 23% discount from its parts list price. According to Bids #17VM1294 & 17VM1296 (see Attachment B), Jefferson Chevrolet Company quoted a 15% discount from its parts list price on both bids. Bob Maxey Ford Inc.'s discount is 8% more than Jefferson Chevrolet Company's. Bob Maxey Ford Inc.'s quoted discount is satisfactory.

The specifications for Bid #17VM1311 requested transportation costs. However, Bob Maxey Ford, Inc. did not quote on transportation costs on Bid #17VM1311. As luck would have it, awards are in process for Bid #17PC1236's – Towing Services. Consequently, transportation costs will not be a part of this award.

**Bid Tabulation Packet  
for  
Solicitation 17VM1311**

**FORD VEHICLE PARTS, MAINTENANCE, AND REPAIR  
SERVICE**

**Bid Designation: Public**



**Detroit**



**Bid Tabulation Packet  
for  
Solicitation 17VM1294**

**GM VEHICLE GENERAL & BODY REPAIR SERVICE,  
LABOR AND/OR PARTS**

**Bid Designation: Public**



**Detroit**

# Bid #17VM1311 - FORD VEHICLE PARTS, MAINTENANCE, AND REPAIR SERVICE

Creation Date Sep 22, 2017

End Date Oct 9, 2017 4:00:00 PM EDT

Start Date Sep 22, 2017 4:46:20 PM EDT

Awarded Date Not Yet Awarded

17VM1311--01-01 SEE SPECIFICATIONS TO COMPLETE QUOTES					
Supplier	Unit Price	Qty/Unit	Total Price	Attach	Docs
Bob Maxey Ford Inc	First Offer -	1 / lot		Y	Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			

## Supplier Totals

f Bob Maxey Ford Inc		\$0.00
Bid Contact	Pam Trottier ptrottier@bobmaxey.com Ph 313-392-9200 Fax 313-392-0385	Address 1833 E Jefferson Avenue Detroit, MI 48150
Qualifications	ARC DBB DHB ITC REQUIRED AFFIDAVITS	
Agency Notes:	Supplier Notes:	Head Attn:

\*\*

**Bob Maxey Ford Inc**

Bid Contact **Pam Trottier**  
ptrottier@bobmaxey.com  
Ph 313-392-9200  
Fax 313-392-0385

Address **1833 E Jefferson Avenue**  
**Detroit, MI 48150**

Qualifications **ARC DBB DHB ITC REQUIRED AFFIDAVITS**

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
17VM1311-01-01	SEE SPECIFICATIONS TO COMPLETE QUOTES	Supplier Product Code:	First Offer -	1 / lot	Y	Y
Supplier Total						\$0.00

Bob Maxey Ford Inc

Item: SEE SPECIFICATIONS TO COMPLETE QUOTES

Attachments

Specifications,\_Ford\_Vehicle\_General\_Repair\_Service,\_DWSD.pdf



**Detroit Water & Sewerage Department**

**SPECIFICATIONS OF**  
**PARTS, MAINTENANCE, AND REPAIR**  
**SERVICES CONTRACT**  
**FOR**  
**FORD VEHICLES AND TRUCKS**  
**(DWSD Specification #PMRSCFVT-17-01)**

**DATE: January 4, 2017**

Bid #17VM1311 FORD VEHICLE PARTS MAINTENANCE AND REPAIR SERVICE

Item #	Item	Product Code	Qty	Unit	Bob Maxey Ford Ir Prod Code
17VM1311--01-01	Parts Discount			1 lot	

**Average Quoted Percent:**

17VM1311--01-02	Joint Assembly		1 each	5C2Z-3050-AA
17VM1311--01-03	Brake Repair Kit Standard Hardware		1 each	6L2Z-2648-A
17VM1311--01-04	Injector Assembly		1 each	4F2Z-9F593-AA
17VM1311--01-05	Tube-Spindle		1 each	E7TZ-3281-A
17VM1311--01-06	Tube Assembly		1 each	E7TZ-3281-C
17VM1311--01-07	End-Spindle		1 each	6C2Z-3A130-B
17VM1311--01-08	End Assembly-Drag Link		1 each	6C2Z-3A131-C
17VM1311--01-09	End Assembly-Drag Link		1 each	8C2Z-3A131-D
17VM1311--01-10	Rod Assembly-Drag Link		1 each	6C2Z-3304-D
17VM1311--01-11	Rod Assembly-Drag Link		1 each	8C2Z-3304-D

**Average Quoted Parts Price:**

17VM1311-01-12	Labor, Normal Working Hours	1 hour
17VM1311-01-13	Labor, After Normal Working Hours	1 hour

**Average Labor Rates:**

17VM1311-01-14	Transportation, Roundtrip	1 roundtrip
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**Average Roundtrip Charge:**

## Attachment "A" (page 1 of 3)

Detroit

17VM1229

Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
AVE Office Supplies [Ad]	First Offer - \$50.00	20 / each	\$1,000.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
jorgensen ford sales inc [Ad]	First Offer - \$65.00	20 / each	\$1,300.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes: Quoting Ford part number BRSD-1680			
Bob Maxey Ford Inc	First Offer - \$72.25	20 / each	\$1,445.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			

17VM1229--01-19 CALIPER, BRAKE, FORD PART #MCBBRCF258					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
AVE Office Supplies [Ad]	First Offer - \$80.00	10 / each	\$800.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
jorgensen ford sales inc [Ad]	First Offer - \$135.24	10 / each	\$1,352.40		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes: Part price \$85.24 plus core charge \$50.00 each			
Bob Maxey Ford Inc	First Offer - \$197.89	10 / each	\$1,978.90		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			

17VM1229--01-20 ROTOR, W/HUE FRONT, FORD PART #CDBRRF201					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Bob Maxey Ford Inc	First Offer - \$167.96	20 / each	\$3,359.20		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
jorgensen ford sales inc [Ad]	First Offer - \$206.72	20 / each	\$4,134.40		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
AVE Office Supplies [Ad]	First Offer - \$231.00	20 / each	\$4,620.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			

17VM1229--01-21 TOWING, VEHICLE					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Bob Maxey Ford Inc	First Offer - \$0.00	500 / mile	\$0.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
jorgensen ford sales inc [Ad]	First Offer - \$65.00	500 / mile	\$32,500.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
AVE Office Supplies [Ad]	First Offer - \$75.00	500 / mile	\$37,500.00		Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			



## Supplier Totals

f jorgensen ford sales inc [Ad]	\$148,995.50 (21/21 items)
Bid Contact bill mccarthy tslesinski@msn.com Ph 313-584-2250	Address 8333 Michigan avenue detroit, MI 48210

# Attachment "A" (page 2 of 3)

Detroit

17VM1229

Fax 313-584-3658		
Supplier Code 1082098		
Qualifications ARC D-MBE DBB DBMB DHB DRB ITC REQUIRED AFFIDAVITS		
Agency Notes:	Supplier Notes:	Head Attch: 
f Bob Maxey Ford Inc \$161,586.50 (21/21 items)		
Bid Contact Pam Trottier ptrottier@bobmaxey.com Ph 313-392-9200 Fax 313-392-0385	Address 1833 E Jefferson Avenue Detroit, MI 48150	
Qualifications ARC DBB DHB ITC REQUIRED AFFIDAVITS		
Agency Notes:	Supplier Notes:	Head Attch: 
f AVE Office Supplies [Ad] \$285,420.00 (21/21 items)		
Bid Contact Otis Kirkland otls@aveofficesupplies.com Ph 248-746-0007 Fax 248-746-4213	Address 25325 Shilawasse Circle # 203 Southfield, MI 48033	
Supplier Code 250459		
Qualifications ARC D-MBE D-WBE DSB ITC REQUIRED AFFIDAVITS		
Agency Notes:	Supplier Notes:	Head Attch: 

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## GENERAL INFORMATION

### SCOPE

It is the intent of this Specification to describe repair service, labor and towing requirements for City of Detroit vehicles manufactured by the Ford Motor Company. These repairs shall include general service repair of City of Detroit vehicles including but not limited general service repairs needed.

Vendor shall also provide authorized repairs to satellite components under license.

Vendor shall supply on request OEM parts for City of Detroit vehicles.

Vendor shall utilize manufacturer's warranty, emission control or other warranties before billing to the City of Detroit for repairs.

Vendor shall warranty repairs performed for a minimum of thirty (30) days.

Vendor shall provide a written estimate of repairs and have all repairs pre-approved by the City of Detroit.

### LABOR RATES

Item# 1 1000 hours, Labor regular time  
From 7:00 am to 6:00 pm. Monday thru Friday \$55.00 /hour

The Vendor is to use Mitchell time guide for all repair invoicing.

LABOR RATE ARE ESTIMATED BUT NOT GUARANTEED.

### PRICE

\*\*\*\*\*  
**LABOR PRICE IS FIRM FOR CONTRACT PERIOD**  
\*\*\*\*\*

Item# 2 Parts, FORD Genuine or approved equal, warrantable at +12 %  
discount from FORD dealer parts and accessories or DEALER COST Price.  
Schedule No. PS-2642, dealer price column or COST column  
dated 07-01-17, and supplements dated QUARTERLY AFTER

ESTIMATED USAGE ON PARTS IS \$30,000, BUT IS NOT GUARANTEED.

### SERVICE



**GENERAL INFORMATION****SCOPE**

It is the intent of this specification to describe repair service, labor and towing requirements for City of Detroit vehicles manufactured by the General Motors Corporation. These services shall include all general service repairs and body repairs for the City of Detroit vehicles, as needed.

Vendor shall also provide authorized repairs to satellite components under license.

Vendor shall supply on request OEM parts for City of Detroit vehicles.

Vendor shall utilize manufacturer's warranty, emission control or other warranties before billing to the City of Detroit for repairs.

Vendor shall warranty repairs performed for a minimum of thirty (30) days.

Vendor shall provide a written estimate of repairs and have all repairs pre-approved by the City of Detroit.

**LABOR RATES**

Item# 1 1000 hours, Labor regular time

From 8 am to 5 pm. Monday thru Friday 38 /hour

The Vendor is to use Mitchell time guide for all repair invoicing.

LABOR RATE ARE ESTIMATED BUT NOT GUARANTEED.

\*\*\*\*\*

**PRICE****LABOR PRICE IS FIRM FOR CONTRACT PERIOD**

\*\*\*\*\*

Item# 2 Parts, GM Genuine or approved equal, warrantable at 15 % discount from GM dealer parts and accessories or DECONNECT LIST Price. Schedule No. N/A, dealer price column or N/A column dated N/A, and supplements dated N/A.

ESTIMATED USAGE ON PARTS IS \$30,000, BUT IS NOT GUARANTEED.

**SERVICE**

The successful vendor shall be located within 20 miles radius of the City of Detroit. Past performance shall be a consideration for awarding contract. The successful bidder shall have minimum of two (2) GM certified Diesel engine mechanics and provide proof in writing with bid package.



**Bid Tabulation Packet  
for  
Solicitation 17VM1296**

**FCA VEHICLE GENERAL & BODY REPAIR SERVICE,  
LABOR AND/OR PARTS**

**Bid Designation: Public**



**Detroit**

**GENERAL INFORMATION****SCOPE**

It is the intent of this specification to describe repair service, labor and towing requirements for City of Detroit vehicles manufactured by the Fiat Chrysler Automobiles. These services shall include all general service repairs and body repairs for the City of Detroit vehicles, as needed.

Vendor shall also provide authorized repairs to satellite components under license.

Vendor shall supply on request OEM parts for City of Detroit vehicles.

Vendor shall utilize manufacturer's warranty, emission control or other warranties before billing to the City of Detroit for repairs.

Vendor shall warranty repairs performed for a minimum of thirty (30) days.

Vendor shall provide a written estimate of repairs and have all repairs pre-approved by the City of Detroit.

**LABOR RATES**

Item# 1 1000 hours, Labor regular time

From 8 am to 5 pm. Monday thru Friday 38 /hour

The Vendor is to use Mitchell time guide for all repair invoicing.

LABOR RATE ARE ESTIMATED BUT NOT GUARANTEED.

**PRICE**

\*\*\*\*\*  
**LABOR PRICE IS FIRM FOR CONTRACT PERIOD**  
 \*\*\*\*\*

Item# 2 Parts, FCA Genuine or approved equal, warrantable at 15 %  
 discount from FCA dealer parts and accessories or LIST Price.  
 Schedule No. N/A, dealer price column or N/A column  
 dated N/A, and supplements dated Verified by DE Correct City subscription

ESTIMATED USAGE ON PARTS IS \$30,000, BUT IS NOT GUARANTEED.

**SERVICE**

The successful vendor shall be located within 20 miles radius of the City of Detroit. Past performance shall be a consideration for awarding contract. The successful bidder shall have minimum of two (2) FCA certified Diesel engine mechanics and provide proof in writing with bid package.

AUTOMOTIVE MECHANICAL REPAIR

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## Search Results

We're sorry. No contracts were found matching your search.

Fill out the information below and we'll help you find what you are looking for.

First Name: Last Name: Email: Organization: Phone: State:  ☐ I am a Supplier that would like to be a part of ProcureSource!I'm looking for: 

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- [Lead Agency](#)

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- [Category](#)
- [Supplier](#)
- [Cooperative](#)

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Attachment "C" (page 2 of 14)

**Michigan.gov**

(http://www.michigan.gov/)

**Mi DEAL Extended Purchasing Program** (http://www.michigan.gov/localgov)

AUTOMOTIVE MECHANICAL REPAIRS

Search

Advanced Search (/search?q=AUTOMOTIVE+MECHANICAL+F

Search Tips (http://www.michigan.gov/som/0,7-192-370494--C

**Search**

Results 1 - 2 of about 2 for AUTOMOTIVE MECHANICAL REPAIRS Search took 0.31 seconds.

Sort by date (/search?q=AUTOMOTIVE+MEC

/ Sort by relevance

[PDF] STATE OF MICHIGAN ENTERPRISE PROCUREMENT ...

(http://www.michigan.gov/documents/localgov/7700089\_549014\_7.pdf)

... 1.1 Technical Support and Repairs When providing technical support, the

Call Center ... 3 mechanical rear remotes Yes to all except auto shutdown ...

www.michigan.gov/documents/localgov/7700089\_549014\_7.pdf - 2560k - 2017-01-19 - Text Version (/search?

q=cache:TW6SR7qFFwJ:www.michigan.gov/documents/localgov/7700089\_549014\_7.pdf+AUTOMOTIVE+MECHANICAL+REPAIRS&amp;site=lo

[PDF] STANDARD WARRANTY

(http://www.michigan.gov/documents/localgov/SCHEDULE\_E\_-\_WARRANTIES\_575686\_7.pdf)

... manner which effects the mechanical operation of ... 5. Repairs made by Michigan

CAT pursuant ... Years — Parts and Labor \* Auto-Darkening Helmet ...

www.michigan.gov/documents/localgov/SCHEDULE\_E\_-\_WARRANTIES\_575686\_7.pdf - 101k - 2017-06-13 -

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as\_sitesearch=www.michigan.gov/documents/localgov&amp;q=AUTOMOTIVE+MECHANICAL+REPAIRS&amp;site=lo

**narrow your search**

quality equal automotive grade

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20grade&amp;site=localgov&amp;btnG=Search&amp;client=

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technical support repairs

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20mechanical&amp;site=localgov&amp;btnG=Search&amp;



Attachment "C" (page 3 of 14)

In order to show you the most relevant results, we have omitted some entries very similar to the 2 already displayed.

If you like, you can repeat the search with the omitted results included (/search?)

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mechanical damage (/search?
q=mechanical%
20damage&site=localgov&btnG=Search&clie
3AD%3AL%
3Ad1&wc=200&wc_mc=1&oe=UTF-8&ie=UT

service technical support repairs
maintenance (/search?q=service%
20technical%20support%20repairs%
20maintenance&site=localgov&btnG=Search
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3Ad1&wc=200&wc_mc=1&oe=UTF-8&ie=UT

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AUTOMOTIVE MECHANICAL REPAIRS

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Search Tips (<http://www.michigan.gov/som/0,,7-192--370494--,0>



Transparency (<http://www.michigan.gov/openmichigan/0,4648,7-266-58520--,00.html>) |

Office of Regulatory Reinvention (<http://www.michigan.gov/lara/0,4601,7-154-35738--,00.html>) |

Foreign Languages (<http://www.michigan.gov/som/0,1607,7-192-39925--,00.html>) |

Disability Resources (<http://www.michigan.gov/disabilityresources>) |

Michigan.gov Home (<http://www.michigan.gov>) |

Michigan News (<http://www.michigan.gov/minewswire>) |

Policies (<http://www.michigan.gov/som/0,4669,7-192--281460--,00.html>)

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