

## Staff Summary Report

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**Council Meeting Date:** 1-22-2009

**Agenda Item Number:** \_\_\_\_\_

**SUBJECT:** Request to award three-year contracts with two, one-year extensions to Vulcan Materials Company and Mesa Material for concrete and asphalt products to be used primarily by the Streets Division of Public Works.

**DOCUMENT NAME:** 20090122fsta08

**PURCHASES (1004-01)**

**SUPPORTING DOCS:** Yes

**COMMENTS:** (RFP09-055) Total cost for this contract shall not exceed \$1,200,000 during the initial three-year contract period.

**PREPARED BY:** Tony Allen, Procurement Officer, 480-350-8548

**REVIEWED BY:** Michael Greene, CPM, Central Services Administrator, 480-350-8516  
Glenn Kephart, Public Works Manager, 480-350-5310  
John Osgood, Field Operations Manager, 480-350-8949  
Denise Brewer, Street Maintenance Superintendent, 480-350-8409

**LEGAL REVIEW AS  
TO CONTRACT FORM**

**ONLY:** N/A

**FISCAL NOTE:** Sufficient funds have been appropriated in various cost centers for the anticipated expenditures in the current fiscal year.

**RECOMMENDATION:** Award the contracts.

**ADDITIONAL INFO:** The City of Tempe issued a Request for Proposal to establish contracts for concrete and asphalt products. Three responses were received – Vulcan Materials Company, Mesa Materials and Marvel Building and Construction. A committee comprised of Street Maintenance and Procurement Staff reviewed and scored the submitted proposals. It is the recommendation of the committee to award contracts to Vulcan Materials Company and Mesa Materials to insure availability of all required products and delivery when required.

## Vendor's Proposal Offer

It is REQUIRED that Proposal Offeror COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Proposal Offer", late proposal response and/or a materially incomplete response will be considered non-responsive and rejected.

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

Company Name	Vulcan Materials Company				
Company Mailing Address	2526 E. University Drive				
City	Phoenix	State	Arizona	Zip Code	85034
Contact Person	Teresa Colemann		Title	Sales Rep.	
Phone No.	602-528-8973	FAX No.	602-528-8979	E-mail	colemant@vmcmail.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.					Or
Arizona Use Tax No.	07-002659-L				
Federal I.D. No.	95-064570				
City & State Where Sales Tax is Paid	Mesa, Arizona				
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.					

### THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Teresa Coleman  
Authorized Individual's Title (Type of Print in ink) Sales Rep.

### REQUIRED SIGNATURE OF AUTHORIZED PROPOSAL OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.

  
**Signature of Authorized Proposal Offeror**  
Form 201-B (RFP)  
(H./RFP 3-2002)

11/7/08  
**Date**

## Proposal Questionnaire

1. Location of your main office

Vulcan Materials Company

2526 E. University Dr.

Phoenix, Arizona 85034

2. Location of the facility that would service the City of Tempe Account

Mesa- 1900 N. Longmore, Scottsdale Az. 85201

VallVista - 3410 E. Virginia, Mesa, Az. 85213

West 43rd - 4830 S. 43rd Ave, Phoenix, Az. 85041

3. Who will be the contact assigned to the City of Tempe account

Teresa Coleman 602-528-8973 office 602-725-3791 mbl.

colemant@vmcmail.com

4. Product delivery time after receipt of order:

**Group 1** Item 1: 1-Day

**Group 2** Item 2: 1-Day

Item 3: 1-Day

Item 4: 1-Day

**Group 3** Item 5: 1-Day

Item 7: 1-Day

Item 9: 1-Day

Item 11: 1-Day

Item 13: 1-Day

**Group 4** Item 15: No Bid

**Group 5** Item 17: 1-Day

**Group 6** Item 19: No Bid

Item 20: No Bid

Item 21: No Bid

5. What are your hours of operation?

Dispatch 6am - 4pm

6. Do the products proposed meet or exceed all stated specifications?

Yes  No

If No, Please explain:

7. Do you agree to the Terms and Conditions of this RFP?

Yes  No

8. Are you able to batch, to Tempe specifications, orders on an as needed basis? Provide complete and accurate timelines in your answer.

Yes  No

Explain in detail:

Ready Mix Concrete same day orders 2-3 hour

Asphalt same day orders 2-3 hour

Aggregates same day orders 2-3 hour

\*bases on availability of trucks at time of order

9. Are you capable of delivering specific mixes on short notice? Provide complete and accurate timelines in your answer.

Yes  No

Explain:

Ready Mix Concrete same day orders 2-3 hour

Asphalt same day orders 2-3 hour

Aggregates same day orders 2-3 hour

\*based on availability of trucks at time of order

10. List three (3) local government and/or large business references to which you have supplied similar services.

Company	Contact	Number
City of Phoenix	June Hanson	602-262-7799
City of Chandler	Ruth Goemaat	480-782-3498
<del>City of Peoria</del>	<del>Mike Jones</del>	<del>623-764-2712</del>

11. What, if any, value added benefits will your firm provide if selected as a supplier for this RFP

Vauled product & service  
\_\_\_\_\_  
\_\_\_\_\_

12. Explain how you will track costs, and the documentation you will provide the City of Tempe, for pricing adjustments if awarded a contract.

The City will recieve full documentation upon any price  
adjustments we may recieve from our suppliers.  
\_\_\_\_\_

Company Name: Vulcan Materials Company

**PRICE SHEET**

Item	Description	Qty	Unit	Price	Extension
<b>Group 1</b>					
1.	Base Material (ABC) – Delivered	12,000	Ton	\$ <u>12.50</u>	\$ <u>150,000.00</u>
	Minimum order size <u>25 tons</u>				
<b>Total Group 1</b>					\$ <u>150,000.00</u>
<b>Group 2</b>					
2.	Concrete, Ready-Mix, MAG Class AA	100	C.Y.	\$ <u>106.50</u>	\$ <u>10,650.00</u>
	Minimum order size <u>5 yards</u>				
3.	Concrete, Ready-Mix, MAG Class A	30	C.Y.	\$ <u>102.50</u>	\$ <u>3,075.00</u>
	Minimum order size <u>5 yards</u>				
4.	Concrete, Ready-Mix, MAG Class B	30	C.Y.	\$ <u>99.50</u>	\$ <u>2,985.00</u>
	Minimum order size <u>5 yards</u>				
<b>Total Group 2</b>					\$ <u>16,710.00</u>
<b>Group 3</b>					
5.	Asphalt Concrete, Hot-Mix, Type E-3/8 – Delivered	50	Ton	\$ <u>88.00</u>	\$ <u>4,400.00</u>
	Minimum order size <u>25 tons</u>				
6.	Asphalt Concrete, Hot-Mix, Type E-3/8 – Picked Up	150	Ton	\$ <u>83.00</u>	\$ <u>12,450.00</u>
	Minimum order size <u>1 ton</u>				
7.	Asphalt Concrete, Hot-Mix, Type D-1/2 – Delivered	100	Ton	\$ <u>84.00</u>	\$ <u>8,400.00</u>
	Minimum order size <u>25 tons</u>				
8.	Asphalt Concrete, Hot-Mix, Type D-1/2 – Picked Up	300	Ton	\$ <u>79.00</u>	\$ <u>23,700.00</u>
	Minimum order size <u>1 ton</u>				
9.	Asphalt Concrete, Hot-Mix, Type C-3/4 – Delivered	50	Ton	\$ <u>80.00</u>	\$ <u>4,000.00</u>
	Minimum order size <u>25 tons</u>				
10.	Asphalt Concrete, Hot-Mix, Type C-3/4 – Picked Up	150	Ton	\$ <u>75.00</u>	\$ <u>11,250.00</u>
	Minimum order size <u>1 ton</u>				
11.	Asphalt Concrete, Hot-Mix, type R-19 – Delivered	50	Ton	\$ <u>80.00</u>	\$ <u>4,000.00</u>
	Minimum order size <u>25 tons</u>				

Company Name: Vulcan Materials Company

**PRICE SHEET**

Item	Description	Qty	Unit	Price	Extension
12.	Asphalt Concrete, Hot-Mix, type R-19 – Picked Up	150	Ton	\$ <u>75.00</u>	\$ <u>11,250.00</u>
	Minimum order size <u>1 ton</u>				
13.	Asphalt Concrete, Hot-Mix, type R-12.5 – Delivered	100	Ton	\$ <u>84.00</u>	\$ <u>8,400.00</u>
	Minimum order size <u>25 tons</u>				
14.	Asphalt Concrete, Hot-Mix, type R-12.5 – Picked Up	300	Ton	\$ <u>79.00</u>	\$ <u>23,700.00</u>
	Minimum order size <u>1 ton</u>				
				<b>Total Group 3</b>	\$ <u>111,550.00</u>
<b>Group 4</b>					
15.	Asphalt, Cold-Mix, Type E3/8 – Delivered	300	Ton	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
16.	Asphalt, Cold-Mix, Type E3/8 – Picked Up	300	Ton	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
				<b>Total Group 4</b>	\$ <u>No Bid</u>
<b>Group 5</b>					
17.	Slurry – ABC-1SK – Delivered	300	C.Y.	\$ <u>75.00</u>	\$ <u>22,500.00</u>
	Minimum order size <u>5 yards</u>				
18.	Slurry – ABC-1SK – Picked Up	300	C.Y.	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
				<b>Total Group 5</b>	\$ <u>22,500.00</u>
<b>Group 6</b>					
19.	Compost/Mortar Sand Mix 90/10 – Delivered	50	Ton	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
20.	Compost/Mortar Sand Mix 85/15 – Delivered	50	Ton	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
21.	Compost/Mortar Sand Mix 80/20	50	Ton	\$ _____	\$ <u>No Bid</u>
	Minimum order size _____				
				<b>Total Group 6</b>	\$ <u>No Bid</u>

## Vendor's Proposal Offer

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

Company Name	Mesa Materials				
Company Mailing Address	P.O. Box 20040				
City	Mesa	State	AZ	Zip Code	85277
Contact Person	Patti Southway		Title	Sales Manager	
Phone No.	480-830-1521	FAX No.	480-981-9255	E-mail	psouthway@mesamaterials.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.	38-1253012		Or		
Arizona Use Tax No.					
Federal I.D. No.	07-328540-E				
City & State Where Sales Tax is Paid	Mesa		,	AZ	
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.					

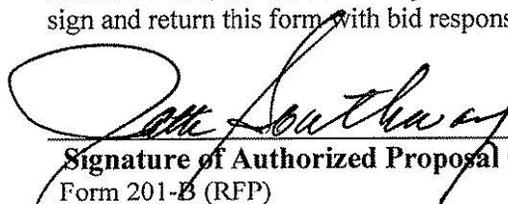
### THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Patti Southway

Authorized Individual's Title (Type of Print in ink) Sales Manager

### REQUIRED SIGNATURE OF AUTHORIZED PROPOSAL OFFEROR (Must Sign in Ink)

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Signature of Authorized Proposal Offeror  
Form 201-B (RFP)  
(H/RFP 3-2002)

11/10/08  
Date

## Proposal Questionnaire

1. Location of your main office

Mesa Materials

3410 North Higley Rd.

Mesa, AZ 85215

2. Location of the facility that would service the City of Tempe Account

Mesa Plant - 3410 North Higley Rd. , Mesa, AZ 85215

Sun Plant - 7845 West Broadway Rd., Phoenix, AZ 85043

3. Who will be the contact assigned to the City of Tempe account

Patti Southway - Office Phone - 480-830-1521

Cell Phone - 602-803-9828

4. Product delivery time after receipt of order:

**Group 1**            Item 1: 1-Day

**Group 2**            Item 2: N/A

Item 3: N/A

Item 4: N/A

**Group 3**            Item 5: 1-Day

Item 7: 1-Day

Item 9: 1-Day

Item 11: 1-Day

Item 13: 1-Day

**Group 4**            Item 15: 1-Day

**Group 5**            Item 17: N/A

**Group 6**            Item 19: N/A

Item 20: N/A

Item 21: N/A

5. What are your hours of operation?

6:00am-1:00pm

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. Do the products proposed meet or exceed all stated specifications?

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

If No, Please explain:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7. Do you agree to the Terms and Conditions of this RFP?

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

8. Are you able to batch, to Tempe specifications, orders on an as needed basis? Provide complete and accurate timelines in your answer.

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

Explain in detail:

Product availability is subject to mixes that are running that  
day.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. Are you capable of delivering specific mixes on short notice? Provide complete and accurate timelines in your answer.

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

Explain:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

10. List three (3) local government and/or large business references to which you have supplied similar services.

Company	Contact	Number
<u>ADOT</u>	<u>Mike Mitchell</u>	<u>602-712-7211</u>
<u>City of Mesa</u>	<u>Dennis Plank</u>	<u>480-694-3740</u>
<u>City of Glendale</u>	<u>Ken Vada</u>	<u>623-640-1063</u>

11. What, if any, value added benefits will your firm provide if selected as a supplier for this RFP

We try to keep R 12.5 mix available at all times for convenience.

We also keep cold mix in stock.

12. Explain how you will track costs, and the documentation you will provide the City of Tempe, for pricing adjustments if awarded a contract.

Our controller logs all purchase orders and monitors expiration  
dates. Purchases of material receive a load ticket, invoice, and  
statement.

Company Name: Mesa Materials

## PRICE SHEET

Item	Description	Qty	Unit	Price	Extension
<b>Group 1</b>					
1.	Base Material (ABC) – Delivered	12,000	Ton	<u>\$11.50</u>	<u>\$138,000.00</u>
	Minimum order size <u>25 tons</u>				
<b>Total Group 1</b>					<u>\$138,000.00</u>
<b>Group 2</b>					
2.	Concrete, Ready-Mix, MAG Class AA	100	C.Y.	\$ _____	\$ _____
	Minimum order size _____				
3.	Concrete, Ready-Mix, MAG Class A	30	C.Y.	\$ _____	\$ _____
	Minimum order size _____				
4.	Concrete, Ready-Mix, MAG Class B	30	C.Y.	\$ _____	\$ _____
	Minimum order size _____				
<b>Total Group 2</b>					<u>\$ No Bid</u>
<b>Group 3</b>					
5.	Asphalt Concrete, Hot-Mix, Type E-3/8 – Delivered	50	Ton	<u>\$ 85.00</u>	<u>\$ 4,250.00</u>
	Minimum order size <u>25 Tons</u>				
6.	Asphalt Concrete, Hot-Mix, Type E-3/8 – Picked Up	150	Ton	<u>\$ 78.00</u>	<u>\$ 11,700.00</u>
	Minimum order size <u>2 tons</u>				
7.	Asphalt Concrete, Hot-Mix, Type D-1/2 – Delivered	100	Ton	<u>\$ 83.00</u>	<u>\$ 8,300.00</u>
	Minimum order size <u>25 tons</u>				
8.	Asphalt Concrete, Hot-Mix, Type D-1/2 – Picked Up	300	Ton	<u>\$ 76.00</u>	<u>\$ 22,800.00</u>
	Minimum order size <u>2 tons</u>				
9.	Asphalt Concrete, Hot-Mix, Type C-3/4 – Delivered	50	Ton	<u>\$ 82.00</u>	<u>\$ 4,100.00</u>
	Minimum order size <u>25 tons</u>				
10.	Asphalt Concrete, Hot-Mix, Type C-3/4 – Picked Up	150	Ton	<u>\$ 75.00</u>	<u>\$ 11,250.00</u>
	Minimum order size <u>2 tons</u>				
11.	Asphalt Concrete, Hot-Mix, type R-19 – Delivered	50	Ton	<u>\$ 82.00</u>	<u>\$ 4,100.00</u>
	Minimum order size <u>25 tons</u>				

Company Name: Mesa Materials

**PRICE SHEET**

Item	Description	Qty	Unit	Price	Extension
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	Minimum order size <u>2 tons</u>				
13.	Asphalt Concrete, Hot-Mix, type R-12.5 – Delivered	100	Ton	\$ <u>83.00</u>	\$ <u>8,300.00</u>
	Minimum order size <u>25 tons</u>				
14.	Asphalt Concrete, Hot-Mix, type R-12.5 – Picked Up	300	Ton	\$ <u>76.00</u>	\$ <u>22,800.00</u>
	Minimum order size <u>2 tons</u>				
<b>Total Group 3</b>					\$ <u>108,850.00</u>
<b>Group 4</b>					
15.	Asphalt, Cold-Mix, Type E3/8 – Delivered	300	Ton	\$ <u>101.00</u>	\$ <u>30,300.00</u>
	Minimum order size <u>25 tons</u>				
16.	Asphalt, Cold-Mix, Type E3/8 – Picked Up	300	Ton	\$ <u>95.00</u>	\$ <u>28,500.00</u>
	Minimum order size <u>1 ton</u>				
	Partial loads delivered hourly				
<b>Total Group 4</b>					\$ <u>58,800.00</u>
<b>Group 5</b>					
17.	Slurry – ABC-1SK – Delivered	300	C.Y.	\$ _____	\$ _____
	Minimum order size _____				
18.	Slurry – ABC-1SK – Picked Up	300	C.Y.	\$ _____	\$ _____
	Minimum order size _____				
<b>Total Group 5</b>					\$ <u>No Bid</u>
<b>Group 6</b>					
19.	Compost/Mortar Sand Mix 90/10 – Delivered	50	Ton	\$ _____	\$ _____
	Minimum order size _____				
20.	Compost/Mortar Sand Mix 85/15 – Delivered	50	Ton	\$ _____	\$ _____
	Minimum order size _____				
21.	Compost/Mortar Sand Mix 80/20	50	Ton	\$ _____	\$ _____
	Minimum order size _____				
<b>Total Group 6</b>					\$ <u>No Bid</u>

