



City of Denton

City Hall
215 E. McKinney Street
Denton, Texas
www.cityofdenton.com

AGENDA INFORMATION SHEET

DEPARTMENT: Procurement
ACM: Cassey Ogden
DATE: July 16, 2024

SUBJECT

Consider adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with Fuhltilt Industries LLC, dba North DFW Trailers as the primary vendor, and Bragg Trailers, L.L.C. as the secondary vendor, for the procurement of trailers for the Fleet Department; providing for the expenditure of funds therefor; and providing an effective date (RFP 8457 – awarded to Fuhltilt Industries LLC, dba North DFW Trailers, and Bragg Trailers, L.L.C., for three (3) years, with the option for two (2) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$1,500,000.00).

STRATEGIC ALIGNMENT

This action supports Key Focus Area: Enhance Infrastructure and Mobility.

INFORMATION/BACKGROUND

The proposed contract will be utilized by the Facilities and Fleet Services Departments for the procurement of equipment trailers and related repair services, if required, for various city departments and Fleet assets. These trailers will include flatbed, utility, enclosed, and specialty equipment options. Trailer replacements are recommended by Fleet Services annually as part of the vehicle and equipment replacement program, which identifies necessary replacements based on a point scale. New trailer additions to the City’s fleet are approved in the City’s Capital Budget.

The current City fleet has 234 trailers with a life expectancy of 15 years. Fleet Services is replacing trailers by receiving quotes for each due to limited contract resources, causing a delay in trailer acquisitions. The immediate need for fiscal year 2023-24 is the replacement of 29 trailers, with a projected need in fiscal year 2024-25 to replace 41 trailers. Trailer costs range from \$5,000 to \$50,000 depending on the size and capability needed, with most acquisitions averaging \$10,000.

Estimated Expenses					
Category	Year 1	Year 2	Year 3	Year 4	Year 5
Trailer Replacements	\$290,000	\$410,000	\$200,000	\$200,000	\$200,000
Contingency for Trailer Additions	-	50,000	50,000	50,000	50,000
Total	\$290,000	\$460,000	\$250,000	\$250,000	\$250,000

Request for Proposals was sent to 101 prospective suppliers, including 78 Denton firms. In addition, specifications were placed on the Procurement website for prospective suppliers to download and advertised in the local newspaper. Four (4) proposals were received, and references were checked to ensure the vendor can provide the services requested in the Scope of Work. The proposals were evaluated based upon the published criteria including delivery, compliance with specifications, probable performance, and price. Best and Final Offer (BAFO) was requested from both firms. The department is awarding a contract to Fuhltilt Industries LLC, dba North DFW Trailers as the primary vendor, and Bragg Trailers, L.C.C., as the secondary vendor.

NIGP Code Used for Solicitation:	073 - Trailers
Notifications sent for Solicitation sent in IonWave:	101
Number of Suppliers that viewed Solicitation in IonWave:	21
HUB-Historically Underutilized Business Invitations sent out:	11
SBE-Small Business Enterprise Invitations sent out:	42
Responses from Solicitation:	4

RECOMMENDATION

Award a contract to Fuhltilt Industries LLC, dba North DFW Trailers as the primary vendor and Bragg Trailers, L.L.C. as the secondary vendor, for the supply of equipment trailers for the Fleet Services Department, in a three (3) year, with the option for two (2) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$1,500,000.

PRINCIPAL PLACE OF BUSINESS

Fuhltilt Industries LLC, dba North DFW Trailers
Denton, TX

Bragg Trailers, L.L.C.
Denton, TX

ESTIMATED SCHEDULE OF PROJECT

This is an initial three (3) years contract with options to extend the contract for two (2) additional one (1) year periods, with all terms and conditions remaining the same.

FISCAL INFORMATION

These services will be funded from the Fleet Services operating budget and allocated to departments as costs are incurred and acquisitions will be funded through capital funds. The budgeted amount for this item is \$1,500,000. The City will only pay for services rendered and is not obligated to pay the full contract amount unless needed.

EXHIBITS

- Exhibit 1: Agenda Information Sheet
- Exhibit 2: Pricing Evaluation
- Exhibit 3: Ordinance and Contracts

Respectfully submitted:
Lori Hewell, 940-349-7100
Purchasing Manager

For information concerning this acquisition, contact: Dustin Rolfe, 940-349-8438.

Legal point of contact: Marcella Lunn at 940-349-8333.