City of Denton

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

AGENDA INFORMATION SHEET

DEPARTMENT: Procurement

ACM: Christine Taylor

DATE: October 21, 2025

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 Texas Packer + Loader Sales, Inc., for the purchase and repairs of Petersen Brush Trucks and repairs for New Way Refuse Bodies for the Fleet Services Department; providing for the expenditure of funds therefor; and providing an effective date (RFP 8815 – awarded to Texas Packer + Loader Sales, Inc., 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 $3,444,000.00). The Public Utilities Board recommends approval (6 - 0).

STRATEGIC ALIGNMENT

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

INFORMATION/BACKGROUND

The proposed contract with Texas Packer + Loader Sales, Inc. will support the Fleet Services Department in maintaining, repairing, and acquiring Petersen Refuse Bodies as well as service to NewWay bodies, which are essential for Solid Waste and Recycling operations. Texas Packer + Loader Sales, Inc., as a certified warranty center, can perform repairs and replacements under manufacturers' extended warranties, reducing repair costs while ensuring high-quality standards. This partnership minimizes downtime and ensures uninterrupted delivery of critical public services, addressing the increasing complexity and demands of the City's growing fleet.

The contract leverages historical spending trends and projects future maintenance and repair needs to secure timely access to parts, maintenance, and repair services. Texas Pack + Load's expertise, combined with their pick-up and delivery services, reduces the burden on City staff while enhancing fleet readiness. This forward-thinking approach enables the City to meet its operational needs efficiently, ensuring services remain reliable and responsive as demand grows.

Approving this contract positions Fleet Services to handle future challenges while maintaining cost efficiency and sustainability. By reducing repair delays, leveraging warranty coverage, and extending the lifecycle of critical assets, the partnership with Texas Pack + Load strengthens the City's ability to deliver essential services. This agreement aligns with the City's operational goals, ensuring reliable fleet performance and the uninterrupted support of vital community services.

The contract value is based on historical fleet maintenance and acquisition expenditures while accounting for future growth and service demands. By securing this agreement, the City ensures cost stability, reliable parts availability, and uninterrupted service delivery. This partnership supports the efficiency of Fleet Services, reinforces fiscal responsibility, and strengthens the City's ability to maintain a safe and dependable vehicle and equipment fleet.

Estimated Contract Expenses

Category	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Asset Additions	$-	$-	$330,000	$-	$350,000	$680,000
Asset Replacements	310,000	-	-	680,000	350,000	1,340,000
Repair Services	240,000	250,000	250,000	260,000	260,000	1,260,000
Sub Total	**$550,000**	**$250,000**	**$580,000**	**$940,000**	**$960,000**	**$3,280,000**
Contingency	27,500	12,500	29,000	47,000	48,000	164,000
Total	**$577,500**	**$262,500**	**$609,000**	**$987,000**	**$1,008,000**	**$3,444,000**

Request for Proposals was sent to 138 prospective suppliers, including seven (7) Denton firms. In addition, specifications were placed on the Procurement website for prospective suppliers to download and advertised in the local newspaper. One (1) proposal was received, and references were checked to ensure the vendor can provide the services requested in the Scope of Work. The proposal was evaluated based upon published criteria, including experience, qualifications, and probable performance, cost proposal, and compliance with the scope of work specifications. Best and Final Offer (BAFO) was requested from the firm. The department is awarding the contract to Texas Packer + Loader Sales, Inc.

NIGP Code Used for Solicitation:	065 - Automotive and Trailer Bodies, Body Accessories, and Parts
Notifications sent for Solicitation sent in IonWave:	138
Number of Suppliers that viewed Solicitation in IonWave:	16
HUB-Historically Underutilized Business Invitations sent out:	13
SBE-Small Business Enterprise Invitations sent out:	51
Responses from Solicitation:	1

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On October 13, 2025, the Public Utilities Board (PUB) recommended this item to the City Council for consideration.

RECOMMENDATION

Award a contract with Texas Packer + Loader Sales, Inc., for the purchase and repairs of Petersen Brush Trucks and repairs for New Way Refuse Bodies 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 $3,444,000.

PRINCIPAL PLACE OF BUSINESS

Texas Packer + Loader Sales, Inc.
San Antonio, TX

ESTIMATED SCHEDULE OF PROJECT

This is an initial three (3) year 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 products and services will be funded through Capital Fund accounts. Requisitions will be entered on an as-needed basis. The budgeted amount for this item is $40,000. 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: Ordinance and Contract

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

For information concerning this acquisition, contact: Tom Gramer, 940-349-7467.

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