



PINAL COUNTY  
wide open opportunity

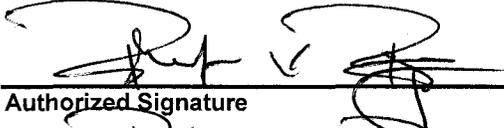
# Offer and Acceptance

Pinal County  
Finance Department  
31 N. Pinal St.  
Bldg. A  
P.O. Box 1348  
Florence, AZ 85132

## OFFER AND ACCEPTANCE FORM

### TO PINAL COUNTY:

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with all terms, conditions, specifications, and amendments in the Solicitation.

  
 Authorized Signature \_\_\_\_\_ Title OWNER  
Robert Fay  
 Printed Name \_\_\_\_\_ Date 6-22-12  
F&C Automotive  
 Company Name \_\_\_\_\_ Telephone 520-868-9014  
321 N HWY 79 or Pinal Parkway Florence AZ 85132  
 Address \_\_\_\_\_ City, State, Zip  
 For clarification of this offer, contact: 602-531-5757  
 Name: Rob Fay Phone: 868-9014 Fax: 868-9014

### ACCEPTANCE OF OFFER (For Pinal County Use Only)

The offer is hereby accepted and the Responder is now bound to sell or provide the materials, services, or construction as indicated by the Purchase Order or Notice of Award and based upon the solicitation, including all terms, conditions, specifications, amendments, etc. and the Offer as accepted by Pinal County.

The contract is for:

This contract shall henceforth be referenced to as Contract No. PC-120417. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this 8<sup>th</sup> day of August 2012.

Dana Snider \_\_\_\_\_ Chairman \_\_\_\_\_ David Snider  
 Name (Print) Title Signature

Approved as to form:

  
 Pinal County Attorney's Office



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### OFFER AND ACCEPTANCE FORM – Page 2

By signing the previous page of the Offer and Acceptance Form, Responder certifies:

- A. The submission of the bid did not involve collusion or other anti-competitive practices.
- B. The Responder shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

**F. Intergovernmental Cooperative Purchasing**

The County has entered into various cooperative purchasing agreements with other Arizona government entities in order to conserve resources, reduce overhead and purchase costs and improve delivery time. The contract resulting from this Solicitation may be extended for use by other municipalities, school districts and government agencies in the State of Arizona with the approval of the Contractor. Orders placed by other agencies and payment thereof will be the sole responsibility of that agency. The County shall not be responsible for any disputes arising out of transactions made by others.

Pursuant to PC-112217 Special Terms and Conditions, paragraph 5, titled Eligible Agencies (Cooperative Usage, Responder shall designate whether other governmental entities will be allowed to purchase from this contract:

Yes

No

FAC Automotive

Firm

[Signature]  
Authorized Signature

# **F&C Automotive**

Response to  
Request for Proposal

## **RFP PC-120417**

From Robert Roy  
P.O. Box 774, Florence, AZ 85132  
(520) 868-9014  
(602) 531-5757

Contact Person - Elizabeth Zink



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# Addendum Acknowledgement Form

Pinal County  
Finance Department  
31 N. Pinal St.  
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P.O. Box 1348  
Florence, AZ 85132

*Original*

## ADDENDUM ACKNOWLEDGEMENT FORM

Solicitation Addendums are posted on the Pinal County website at the following address:

<http://pinalcountyaz.gov/Departments/Finance/Pages/BidsProposals.aspx> . It is the responsibility of the Responder to periodically check this website for any Solicitation Addendum.

This page is used to acknowledge any and all addendums that might be issued. Any addendum issued within five days of the solicitation due date, will include a new due date to allow for addressing the addendum issues. Your signature indicates that you took the information provided in the addendums into consideration when providing your complete response.

Please sign and date:

ADDENDUM NO. 1 Acknowledgement \_\_\_\_\_  
Signature Date

ADDENDUM NO. 2 Acknowledgement \_\_\_\_\_  
Signature Date

ADDENDUM NO. 3 Acknowledgement \_\_\_\_\_  
Signature Date

*If no addendums were issued*, indicate below, sign the form and return with your response.

F&C Automotive  
Firm  
[Signature]  
Authorized Signature



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## Responder's Checklist

Pinal County  
Finance Department  
31 N. Pinal St.  
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### RESPONDERS CHECKLIST

	Yes/No
Did you <b>sign</b> your Offer sheet?	YES
Did you acknowledge all addendums, if any?	YES
Did you complete all required Response Forms?	YES
Did you include your W-9 Form?	YES
Did you include any necessary attachments?	YES
Is the outside of your submittal marked with the Solicitation #, Due Date and Time?	YES
Did you include one original and the required number of copies?	YES
Did you follow the order for submissions of documents?	YES
Did you include proof of insurance(s) if requested?	YES

ORIGINAL



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RFP PC-120417  
Vehicles & Equipment: Parts,  
Repairs & Services –  
Supplemental Response Form

Pinal County  
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Responder Name: Responder Response **Rob Roy, F&C Automotive**

Responders shall complete the following Response Form, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided.

Please note: Any exception and the total number of exceptions taken will negatively affect your evaluation score. Compliance to Terms & Conditions has been identified as an evaluation criteria for this Solicitation.

Any exception not contained within this section of the Solicitation will be deemed invalid and will not be considered.

**Acceptability of Responses**

Offers that do not include this completed Response Form or that do include an incomplete Response Form or that include a completed Response Form with unacceptable responses may cause the entire offer to be deemed unacceptable and therefore non-responsive.

**1 Price**

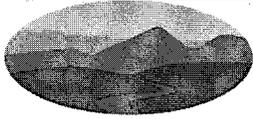
Responders shall complete the following pricing tables below.

**1.1 Parts (per Section 2.1.1 of the Statement of Work)**

Responder shall state the offered discount for parts in the table below. Pricing shall be a discount from list or published price. Using blank spaces in the tables below, Responder shall state additional discounts offered on other parts provided that could benefit Pinal County.

*Responder Response*

Manufacturer	% Discount from List Price or Published Price	Source for Manufacturer's pricing (website, etc.)
Allis Chalmers	NA	
Allmand	NA	
Artic Cat	NA	
Bear Cat	NA	
Big Tex	NA	
Blue Bird	NA	
Broce	NA	
Carson	NA	
Case	NA	
Caterpillar	NA	



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RFP PC-120417  
Vehicles & Equipment: Parts,  
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	list price	list price from Dealer
Chevrolet		
Crafco	NA	
Dodge	Dealers list price	
EZ-Go	NA	
Fleming	NA	
Ford	Ø	Dealers list
<del>Freightliner</del>	<del>Ø</del>	<del>Dealers list</del>
GMC	Ø	Dealers list
Gorman Rupp	NA	
Gravelly	NA	
Haul Mark	NA	
Honda	Ø	Dealers list
Hummer	Ø	Dealers list
Hyster	NA	
Ingersoll Rand	NA	
International	Ø	Dealers list
Interstate	NA	
Isuzu	Ø	Dealers list
Jeep	Ø	Dealers list
John Deere	NA	
Kenworth	NA	
Kodiak	NA	
Kubota	NA	
Landa	NA	
Mega	NA	



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Nissan	O	Dealers list
Oldsmobile	O	Dealers list
Pace	NA	
Polaris	NA	
Peterbilt	NA	
Pontiac	O	Dealers list
Porter	NA	
Ranco	NA	
Rosco	NA	
Solar Tech	NA	
Suzuki	O	Dealers list
Towmaster	NA	
Trail King	NA	
Trail-Eze	NA	
United Truck Equipment	NA	
Vermeer	NA	
Water Buffalo	NA	
Western Star	NA	
White/GMC	NA	
Yale	NA	
Other	NA	
Other	NA	
Other		
Other		
Expedited parts delivery fee (Fixed fee, not discount from list price)		





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Vehicles & Equipment: Parts,  
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1.3 Other services or major services (other than listed above in section 1.2)

Responder shall provide labor rates and fees listed below. Note: Any fees or rates not included will not be considered part of the final contract. Parts as needed for repairs may be charged in excess of labor rates/shop fees/etc. Parts shall be a discount from list price. Responders shall include such parts in section 1:1 pricing table above.

Description	Rate	Comment
Shop labor rate	70. <sup>00</sup> per Hour	go off of All data labor Rates
Shop labor rate – after hours	Same	
Field service call rate	NA	
Field service call rate – after hours	NA	
Mileage		
Hazardous Waste Fee	<del>2.00</del> NA	<del>per tire</del>
Environmental Fee	2.00	per tire
Shop supplies	20. <sup>00</sup>	only charged on Bills of
Other		\$200. <sup>00</sup> & Above.
Other		



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**Vehicles & Equipment: Parts,  
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**2 Capacity of Offeror**

2.1. Responder shall provide:

2.1.1 Name, Title and email address of Primary Responder

***Robert Roy, 324 N. Hwy 79, Florence rob.roy2@q.com***

2.1.2 Address, phone, fax and email address of Primary Servicing Office

***P.O. Box 774, Florence, AZ***

2.1.3 Address, phone, fax and email address of additional Servicing Offices (if different than 2.1.2)

***Responder Response***

2.1.4 Name, Title and email address of Key Personnel assigned to Pinal County. Responders shall include a description of their responsibilities under the contract (Ordering, Billing, Customer Service, etc).

***Responder Response***

2.2 Responder shall provide general background information regarding their company. Responder shall describe in detail their overall experience in the industry relative to the Products and/or Services offered. Responders shall include at least three (3) references in this regard.

***See Attached***

2.3 Responder shall describe the services or materials offered in response to Section 2 - General Requirements in the Statement of Work on page 11 of the Request for Proposal (Section 2.1.2).

***See Attached***

2.3.1 Responder will indicate which flat rate manual will be used that is compatible with the vehicle or equipment being serviced. Include Name, Date and Volume.

***Responder Response (if applicable)***

2.4 Responder shall describe their compliance with Section 3 – Specific Requirements in the Statement of Work on page 11 of the Request for Proposal.

2.4.1 Certified as a manufacturer's authorized service facility – indicate which manufacturers. Responders shall include a copy of the certification or include a letter from the manufacturer.

***See Attached***

2.4.2 Certification of technicians – indicate which certifications (ASE, etc). Responders shall include a copy of the certifications as applicable.

***See Attached***

2.4.3 Service hours of operation

***Monday thru Thursday, 6:00 am – 5:00 pm, Friday 6:00 am – 3:00 pm***

2.4.4 Responder shall describe how service trucks are generally equipped in order to comply with the Scope of Work.

***Responder Response (as applicable)***

2.5 Responder shall indicate which County locations (cities) they will provide on-site services and repairs per

Section 3.1.3 of the Statement of Work (for example, a Coolidge vendor may want to provide services to Coolidge and Florence only).

***Florence, Coolidge***

## 2.2

F&C Automotive has been in business in Florence for 25+ years, 10 of which Rob Roy has been the owner. The business has always provided auto repair and servicing to the community, including light towing and emergency services in Florence only. Otherwise services including tires, oil changes, brakes, electrical, a/c, etc.

As an owner, Rob Roy is a Ford Certified master tech, and has attended ASE certification classes. Since 1983, Rob has been familiar with all makes and models of vehicles, even restoring his own vehicles from frame restoration to complete motor overhaul. The equipment used at F&C allows for thorough investigations and diagnostics of vehicles and is up to date and uses the latest technology available to all other larger repair shops and dealerships.

References include Ron Burson, Services Manager with Tate's Nissan in Show Low. Mr. Burson was previously employed by Hudgeons Ford in Coolidge, where Rob was previously employed. He can be reached at 520-705-6888. Bill Day, sales manager with Florence Napa. He can be reached at 480-283-3834. Steve Olson, previous owner of F&C, and personal friend. Steve can be reached at 928-242-5866.

## 2.3

Services include general maintenance and repair of vehicles (non-commercial, 1 Ton or less).

### 2.4.1

All parts used are warranted by the manufacturer and are purchased through authorized dealerships or representatives. After-market parts are purchased through Napa and Auto Zone, etc, that are warranted through their own companies.

### 2.4.2

At least two employees of F&C have some ASE certifications, including repair, tune-up, brakes, transmission and A/C repair.



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2.6 Responders shall indicate the types of vehicles your facility can repair:

- 2.6.1 Light Duty Vehicles (1 ton and below):  [ X ]
- 2.6.2 Medium Duty Vehicles (1-1/2 ton to 26,000 GVW):  [ ]
- 2.6.3 Heavy Duty Vehicles (26,000 GVW and Heavier):  [ ]
- 2.6.4 Heavy Equipment (Off Road):  [ ]

2.7 Responder shall specify which of the Fleet Maintenance yards to which they would provide expedited parts delivery service. See Exhibit 1 for a list of locations. Include any fees associated with expedited delivery on price list in Section 1.1.

- 2.7.1 Location  
*Responder Response (if applicable)*
- 2.7.2 Frequency  
*Responder Response (if applicable)*
- 2.7.3 Same day delivery  
*Responder Response (if applicable)*

**3 Method of Approach**

3.1 Responder shall describe in detail their methodology in providing any inventory replacement program, scheduled maintenance program, etc. (if offered), to assist and improve the scheduling of general maintenance and upkeep of vehicles and equipment in accordance with Statement of Work paragraph 3.3.

*After service, all vehicles are equipped with reminder tags on the windshield with 3 month or 3000 mile dates for next servicing.*

**4 Conformance to Terms and Conditions and Statement of Work**

**Response Form Responses**

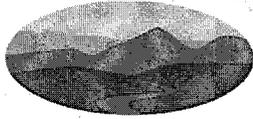
Rob Roy have read, understand, and shall comply with all Terms and Conditions and Scope of Work. Responders that accept the County's Terms and Conditions and Instructions shall check **YES** or **NO** to clearly indicate their acceptance. Responders who take exception to the County's Terms and Conditions and Scope of Work shall likewise clearly indicate their exception and provide Responder's suggested language.

X **YES**, I acknowledge that I have read and understand all Terms and Conditions and the Scope of Work and will comply in any resultant contract.

       **NO**, I acknowledge that I have read, understand all Terms and Conditions and the Scope of Work and will comply in any resultant contract with the exceptions listed below.

**Exceptions (If checked NO)**

Responders that take exception to any Terms and Conditions or Scope of Work shall justify their exception as well as proposing any changes to the County's language with the Responder's suggested changes clearly indicated. Additional



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Responders that take exception to any Terms and Conditions or Scope of Work shall justify their exception as well as proposing any changes to the County's language with the Responder's suggested changes clearly indicated. Additional pages may be added so long as they are clearly referenced in the spaces provided. Please note that taking exception to any Terms and Conditions or Scope of Work may affect your evaluation score. Both the number of exceptions and the severity of the exceptions can affect your score and may have you deemed non-responsive for this solicitation.

Cite the specific Term and Condition for which an exception is taken: **Responder Response**

Responder's justification for the exception: **Responder Response**

Responder's suggested changes: **Responder Response**