



Executive Summary for 0010A Aftermarket Auto Parts

The solicitation for **0010A2020 Aftermarket Auto Parts** is for all **5800+** vehicles comprising the City and County of Denver's Fleets. This includes aftermarket auto parts for vehicles ranging from the Toyota Prius' to the plows and dump trucks and every vehicle in between operated by the City including use by the Denver Police Department, Denver Fire, and DEN.

During the bid development process, GS Purchasing adhered to the small business requirements and sought DSBOs recommendation regarding the possibility of a defined pool and there were not enough certified vendors who provide these types of parts, especially for the larger vehicles.

This solicitation was broken into seven separate categories for prospective vendors to bid on. The categories that were up for bid were as follows:

- A) Auto/Light Truck brake pads & shoes
 - *Includes brakes pads and shoes for sedans, trucks, vans and all standard-size vehicles*
- B) Trico brand wiper blades
 - *Includes all vehicles*
- C) Truck-Lite brand lighting accessories
 - *Includes but not limited to headlights, taillights, pigtail wiring assemblies for all vehicles*
- D) Bendix brand brakes
 - *Includes brake rotors for larger vehicles, Plows, Dump, Waste, etc...*
- E) Webb brake drums
 - *Includes brake drums for larger vehicles, Plows, Dumps, Waste, trailers, etc...*
- F) Brake shoe kits
 - *Includes brake shoes kits for larger vehicles, Plows, Dumps, Waste, trailers, etc...*
- G) BG additive products
 - *Includes a variety of assorted engine additives for all sized vehicles.*

Where brand/manufacturer names are referenced, the City has done extensive trialing to determine that these brands best meet its needs. Multiple awards were made to Genuine Parts Co (A, B, C, & E) and to Colorado Kenworth (D & F) Item G – BG additive products was awarded to Kenz and Leslie Distributing.

Proposed Master Purchase Orders:

- 20-0769: Genuine Auto Parts, doing business as Napa Denver, for \$650,000
- 20-0770: Colorado Kenworth Inc., doing business as MHC Kenworth, for \$950,000
- 20-0771: with Kenz & Leslie Distributing Co Inc. for \$550,000

The initial term for these agreements is 3 years expiring on June 30, 2023. We do have an option for 2 additional one (1) year extensions that could move the absolute final date of the agreement to June 30, 2025. The amounts requested for each individual supplier contract reflects anticipated spend amounts over the next five years.

Using spend amounts provided by Fleet Logistics for each individual category and then multiplying by 5 (for contract length) and then adding additional funding for initial bid amounts, future pricing increases, added agency spend and other unanticipated possibilities that would require additional Council approval, we try to determine that amount below.

- Item A. Auto/Light Truck brakes: $\$60k \times 5 = \$300k$
- B. Wipers: $\$30K \times 5 = \$150k$
- C. Truck Lite Lighting: $\$25K \times 5 = \$100k$
- D. Bendix: $\$180K \times 5 = \$900k$
- E. Webb Brake Drums: $\$20K \times 5 = \$100k$
- F. Brake Shoe Kits: $\$10K \times 5 = \$50k$
- G. BG Products $\$110k \times 5 = \$550k$

Genuine Auto / Napa

Awarded items A, B, C, & E - $\$300k + \$150k + \$100k + \$100k = \$650k$

Kenworth

Awarded items D & F - $\$900k + \$50k = \$950k$

Kenz and Leslie

Awarded item G = **$\$550k$**

Having the ability to perform maintenance and repair services on our own vehicles provides a significant cost savings compared to if these services were performed elsewhere. Contract amounts are determined by a variety of factors that we in Purchasing do our best to anticipate any variation or fluctuation that could affect amounts requested.