

REPORT FROM EVALUATION COMMITTEE
REQUIREMENTS CONTRACT REQUEST FOR PROPOSALS
TOWING SERVICES
RFP NO. 12401505

COMMITTEE MEMBERS:

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FACILITATOR:

TAMRA TORRENCE – Senior Procurement Specialist, City of Fresno Purchasing Division

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BACKGROUND:

The General Services Department, Fleet Management Division solicited proposals from qualified vendors for fleet towing services. Proposal costs vary based on Gross Vehicle Weight Rating (GVWR) and span from Class A through D.

This request is for a one (1) year contract with five (5) possible one-year extensions. This proposal differs from the towing services used by the Fresno Police Department, as it is specifically for the City’s municipal fleet and not for public vehicles.

At the conclusion of the RFP opening, three vendors submitted proposals as follows:

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|------------------|-----------|
| 1. Action Towing | \$213,165 |
| 2. Eppler Towing | \$334,525 |
| 3. Reyna Towing | \$85,658 |

SIGNIFICANT EVENTS:

RFP Release: January 24, 2024

Opening: March 5, 2024

Committee Evaluation: April 26, 2024

EVALUATION COMMITTEE:

Action Towing

Committee members discussed Action Towing's ability to meet the required services, their cost proposal, and their past experiences. Action Towing offers competitive pricing in most towing categories. They can provide all the services requested in the RFP without any exceptions. This includes Class A vehicles with a GVWR of up to 10,000 pounds (light duty) through Class D vehicles with a GVWR of 33,002 and above (super heavy duty).

They have five drivers and two dispatchers on staff, along with 12 towing vehicles. Action Towing has been providing towing services for the past 34 years and has worked with multiple governmental agencies.

Eppler Towing

The Committee discussed Eppler Towing's ability to meet the services described in the RFP, their cost proposal and past experiences. Eppler Towing is able to provide all the services stated in the scope of work, which include towing services for Class A vehicles with a GVWR of up to 10,000 pounds (light duty) through Class D with a GVWR of 33,002 and above (super heavy duty). Of the three vendors, Eppler had the highest prices. They employ five drivers and five dispatchers in Fresno, with 30 vehicles capable of towing.

Eppler has been in the towing business for 74 years. They've worked with the multiple governmental agencies for ten plus years.

Reyna Towing

Committee members discussed the services offered by Reyna Towing, reviewing their cost proposal and past experiences. Reyna Towing can provide most of the services stated in the RFP except for heavy or super heavy weight vehicle tow services. They specialize in towing Class A, up to 10,000 GVWR (light duty) and B, between 10,001 – 26,000 GVWR (medium duty) vehicles only. The pricing for services they do provide is very competitive, especially with medium duty towing services.

They have seven drivers, one person on dispatch, and four vehicles capable of towing. If chosen, two of the towing vehicles will be dedicated for City services. Reyna Towing has been in business for 27 years and has worked with multiple governmental agencies for ten plus years.

SUMMARY RECOMMENDATION

The Committee unanimously agreed that Reyna Towing and Action Towing Dive Team Inc. would be the best value for the City's, with each being assigned specific services within their Gross Vehicle Weight Rating (GVWR) towing range.

Reyna Towing was selected for their light and medium duty towing services of Class A (up to 10,000 GVWR) and Class B (10,000 – 26,000 GVWR) vehicles. Action Towing Dive Team Inc was selected for light, heavy, and super-heavy duty towing services for Class A (up to 10,000 GVWR), Class C, (26,001 – 33,000 GVWR), and Class D (33,002 GVWR and above) vehicles.

Having two towing service providers available for the Fleet Management Division ensures demands are met at the lowest available price. It will enable a greater capacity to respond quickly to towing needs and provide flexibility for the division.

Therefore, Committee recommends Council award two requirements contracts in the total not-to-exceed aggregate amount of \$280,243 per year, plus annual price adjustments not-to-exceed 4%, and a contingency of \$20,000 per year to Reyna Towing and Action Towing Dive Team Inc. for one year, with give optional one-year extensions at the City's discretion based upon performance and adherence to contract requirements.