

**LISTING OF PROPOSERS**

FOR: Request for Proposals Requirements Contract for Liquid Natural Gas (LNG) Maintenance

RFP No. 12401803  
RFP Opening: 3/5/24

**PROPOSERS**

(In alphabetical order)

1. Chart International, Inc.  
407 7<sup>th</sup> St NW  
New Prague, MN 56071
  
2. Clean Energy  
4675 MacArthur Court, Suite 800  
Newport Beach, CA 92660

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

**DEPARTMENT CONCLUSIONS AND RECOMMENDATION:**

Award a contract in the amount of \$ 54,760  
to Chart International  
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval

DocuSigned by:  
*Brian Barr*  
99807275D7AD479...

Title Director

Date 7/17/2024

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Approve Dept. Recommendation

Approve GSD/Purchasing Recommendation

Disapprove

Disapprove

See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER

  
\_\_\_\_\_  
Purchasing Manager                      Date

07/17/2024

  
\_\_\_\_\_  
City Manager or Designee              Date

7/18/24

DocuSigned by:  
  
\_\_\_\_\_  
General Services Director              Date

7/17/2024

**REPORT FROM EVALUATION COMMITTEE**  
**REQUIREMENTS CONTRACT REQUEST FOR PROPOSALS**  
**LIQUID NATURAL GAS (LNG) MAINTENANCE**  
**RFP NO. 12401803**

**COMMITTEE MEMBERS:**

SZARINA LOZANO – Management Analyst II, City of Fresno General Services Department

ANDREW PERALES – Heavy Equipment Lead, City of Fresno Fleet Management Division

DUANE MYERS – Fleet Manager, City of Fresno Fleet Management Division

**FACILITATOR:**

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

DYAN AYALA - Procurement Specialist, City of Fresno Purchasing Division

**BACKGROUND:**

The General Services Department, Fleet Management Division solicited proposals from qualified vendors to maintain and repair the Liquid Natural Gas (LNG) Fueling Station located at 2101 G Street Fresno Ca 93706. The LNG Fueling Station consists of four (4) tanks, three (3) compressors, three (3) dispensers and other related components. This request is for a two (2) year contract with four (4) possible one-year extensions. At the conclusion of the RFP opening, two vendors submitted proposals as follows:

- |                             |                                 |
|-----------------------------|---------------------------------|
| 1. Chart International Inc. | \$54,760 (\$27,380 per year)    |
| 2. Clean Energy             | \$62,475 (\$31,237.50 per year) |

**SIGNIFICANT EVENTS:**

RFP Release: January 29, 2024

Opening: March 5, 2024

Committee Evaluation: April 16, 2024

## **EVALUATION COMMITTEE:**

### **CHART INTERNATIONAL INC**

During the Committee Meeting, members discussed Chart International Inc's (Chart) proposal. Chart's proposal cost for the initial two-year term is \$54,760 for quarterly maintenance. Members reviewed their ability as a company to provide services based on the scope of work and their experiences. Chart had no exceptions to the RFP. They will provide the Fleet Management Division with a 24-hour number for emergencies. In addition to their onsite visits, they offer remote monitoring of the LNG Station. Chart is based out of New Prague, Minnesota and has technicians available in two offices in California for emergency and non-emergency visits within a two to four-hour window. They have inventory available in Los Angeles and will store common repair and maintenance items onsite. Chart has been in business for 25 years. One of the long-term business partnerships they have is with the City of Los Angeles where they provide CNG and LNG Maintenance. They've also worked with Florida East Coast Railway and Shell for over six years.

### **CLEAN ENERGY**

Committee Members discussed Clean Energy's proposal. Clean Energy's cost proposal was the highest of the two vendors at \$62,475 for quarterly maintenance during the initial two-year term. Clean Energy took an exception to the RFP and proposed an amendment to the response times. For non-emergency calls, they would like up to a 24-hour response time from the original 4 hours. For emergency calls, they would like up to a six-hour response time from the original 2 hours. Clean Energy will provide the City with a 24-hour emergency contact number. They have a warehouse in Carson, California, where they store parts for LNG and CNG. Clean Energy has been in business for 28 years. They have built customer relationships with City of Redlands, City of Sacramento, and County of Sacramento providing LNG maintenance and recertification of PRV's.

### **SUMMARY RECOMMENDATION**

The Committee unanimously agreed that Chart International Inc would be the best value and fit for the City's needs. Therefore, recommends Council award Chart International Inc a two (2) year contract for \$27,380 per year with a contingency amount not-to-exceed \$10,000 per year, for purposes of repairs to the LNG Fueling Station equipment with four (4) possible one (1) year extensions at the City's discretion based upon performance and adherence to contract requirements.