



File#: 12600085 Opening Date: 8/12/2025

Procurement Evaluation Form

Procurement Title: Request for Proposals Requirements Contract for Bus Towing Services

Advertisement Date: 7/11/2025

Opening Date: 8/12/2025

Bid/Proposal Expiration Date: 12/10/2025

Number of Building Exchanges Notified: 1

Number of prospective bidders/proposers: 8

Format of bids received: Electronic

	<u>Bidders/Proposers</u>	<u>Amount</u>
1	Action Towing & Dive Team, Inc. 2822 E. California Ave Fresno, Ca 93721	Total Amount: \$470,000.00 Base Amount: \$450,000.00 Add Alt Amount: \$20,000.00
2	Eppler Towing & Recovery 5748 Avenue 7 1/2 Firebaugh, Ca 93622	Total Amount: \$335,500.00 Base Amount: \$328,000.00 Add Alt Amount: \$7,500.00
3	Reimer Transport Inc 2002 W Nielsen Ave Fresno, Ca 93706	Total Amount: 501,310.00 Base Amount: \$491,310.00 Add Alt Amount: \$10,000.00

Additional Information	Applicable	Not Applicable	Comments
Project Labor Agreement (PLA)	☐	☒	N/A
Local Preference	☐	☒	N/A
Non-Responsive Findings	☐	☒	N/A
Special Contract Terms (i.e., RC)	☒	☐	Two-year contract plus 3 optional one-year extensions.
Min/Max Terms	☒	☐	The minimum number of requests for tows per year shall be no less than 200. The maximum number shall be no more than 420 per year including gone on arrivals/cancelled calls.
DBE Requirements	☒	☐	This procurement is federally funded through the FTA.



File#:12600085 Opening Date: 8/12/2025

Disadvantaged Business Enterprise Program Evaluation Analysis

The City of Fresno is committed to ensuring equal opportunity in its contracts and encourages the participation of Disadvantaged Business Enterprises (DBEs) and small businesses in all projects. Below is an evaluation of the recommended bidder/proposer's efforts to include DBEs in this contract.

A. Bidder/Proposer Outreach Efforts to DBEs and Small Businesses

A race-neutral approach was taken for this project, and no contract goal was applicable. Outreach was not required but encouraged via pre-bid meeting and DBE CUCP resource was provided.

B. Items of Work Made Available to DBEs and Small Businesses

N/A

C. Responses and Consideration of DBE/Small Business Quotes

Per the completed DBE Bidders List: 0

E. Collaboration with Agencies, Organizations, or Groups

N/A

F. Information Sharing

N/A

G. Subcontractor Information (if applicable)

N/A

H. Contract Goal (if applicable)

N/A

By signing below, the DBE Coordinator confirms the recommended bidder/proposer is compliant to the DBE requirements and recommends awarding the contract:

Szarina Lozano
DBE/Small Business Coordinator

8/14/2025
Date



File#: 12600085 Opening Date: 8/12/2025

Request for Proposals Evaluation Committee Report

Prepared by:
Sharlee Flores, Senior Management Analyst
Department of Transportation/Fresno Area Express

I. EXECUTIVE SUMMARY

The Department of Transportation/Fresno Area Express (FAX) sought to establish a contract with a towing service company to provide towing services for our fixed-route bus fleet. A Request for Proposals (RFP) solicitation was prepared and advertised to perspective bidders on July 11, 2025. Copies of the specifications were requested and distributed to eight (8) prospective proposers.

FAX included the following criteria to assess proposals:

- Past Performance and Experience: [35%]
- Price: [30%]
- Technical Approach and Reporting: [20%]
- Knowledge and Approach of Required Regulations [15%]

On August 12, 2025, FAX received three (3) proposals which were reviewed and deliberated by the Selection Committee. The results of the Selection Committee's evaluation are as follows:

Overall Scoring		
Action Towing	Eppler Towing	Reimer Transport
81	91	80

As Eppler received the highest overall average score, the Selection Committee unanimously recommends them for award of RFP 12600085, *Bus Towing Services*.

II. FACILITATORS & COMMITTEE MEMBERS

SHARLEE FLORES	<i>Committee Chair / Facilitator (Non-Voting)</i>
TAMRA TORRENCE	<i>Senior Procurement Specialist, Facilitator (Non-Voting)</i>
STEFANEE RAMIREZ	<i>Advisor (Non-voting)</i>
CRISTINO RAMIREZ	<i>Committee Member (Voting)</i>
EUDELIA RIOS	<i>Committee Member (Voting)</i>
GONZALO MACIAS	<i>Committee Member (Voting)</i>



File#:12600085 Opening Date: 8/12/2025

III. SIGNIFICANT EVENTS

July 11, 2025 – Solicitation Posted
August 12, 2025 – Proposals Due
August 20, 2025 – Committee Meeting
September 17, 2025 – Committee Meeting

IV. EVALUATION CRITERIA

The Selection Committee evaluated the proposal based on four categories:

Past Performance and Experience: [35%]

Demonstrated experience and history in bus or heavy-duty vehicle towing services relevant to FAX's needs. Performance on contracts of similar size, scope, and complexity. Quality and relevance of references provided. Awards, recognition, or commendations received for past performance.

Price: [30%]

Pricing score is based on the lowest price in relation to the price offered.

Technical Approach and Advantageous Solutions: [20%]

Approach to ensuring safe, and timely towing services. Quality assurance procedures and response time capabilities to meet FAX's needs. Also included is Proposer's methodology to response calls, and standard equipment used in operating procedures.

Record Keeping Procedures [15%]

Proposer demonstrates knowledge of accurate recordkeeping and maintains a proper reporting approach, including past documentation or current data-tracking systems such as online report access capability as well as data collection and presentation as it relates to client towing services.



The criteria scoring is as follows:

PAST PERFORMANCE AND EXPERIENCE		
Proposer	Comments	Criteria Score
Action Towing	Demonstrated extensive experience in towing services with a long-standing history in the industry and supporting references indicating satisfactory performance.	33
Eppler Towing	Brings a strong record of services with decades of industry experience and leadership. References confirmed successful completion of contracts of similar scope.	29
Reimer Transport	Provides significant years of service and relevant industry knowledge, supported by references.	31

TECHNICAL APPROACH AND ADVANTAGEOUS SOLUTIONS		
Proposer	Comments	Criteria Score
Action Towing	Outlined a general approach to providing towing services and described standard equipment to support operational needs.	16
Eppler Towing	Presented a comprehensive methodology, including safety procedures, response protocols and equipment capacity, demonstrating alignment with FAX requirements.	19
Reimer Transport	Detailed available equipment and service capabilities with an emphasis on meeting response expectations.	16

RECORD KEEPING PROCEDURES		
Proposer	Comments	Criteria Score
Action Towing	Identified procedures for maintaining services records and reporting, primarily utilizing standard manual processes.	12
Eppler Towing	Described functional recordkeeping methods with the ability to maintain accurate reporting to meet contract requirements.	13
Reimer Transport	Demonstrated the use of structured recordkeeping systems to track service activity and provide reporting for client use.	12



PRICE

The scoring for price was based on the lowest price in relation to the price offered. The formula is as follows:

$$\text{Price Scoring} = \text{lowest price/offered price} \times 100 \times 30\%$$

The results are as follows:

Action Towing Criteria Score – 20

Eppler Towing Criteria Score – 30

Reimer Transport Criteria Score – 21

V. NEGOTIATIONS

The Selection Committee did not enter negotiations.

VI. OVERALL SCORES

The overall scores for the proposers are as follows:

Overall Scoring		
Action Towing	Eppler Towing	Reimer Transport
81	91	80

VII. RECOMMENDATION

After independent evaluation of the proposals and group deliberation, the Selection Committee determined that Eppler Towing meets the interest of the City and the objectives of the services. The Committee recommends awarding a two-year contract, with options for three (3) one-year extensions to Eppler Towing for a total not to exceed \$335,500.00 for the two base years of the contract. The three (3) one-year optional extensions will be tied to a CPI for yearly increases, but the total will not exceed \$1,100,000 for the five possible years.



File#: 12600085 Opening Date: 8/12/2025

Evaluation Committee Sign-Off

The following Evaluation Committee voting members have read the enclosed report and concur with the findings as written:


Cristino Ramirez
Transit Supervisor II
Department of Transportation


Gabriela Rios
Safety and Training Specialist
Department of Transportation


Gonzalo Marcias
Equipment Supervisor
Department of Transportation



File#: 12600085 Opening Date: 8/12/2025

Department Recommendation
(To be completed by the Department)

Background *(Explain the need for the procurement below.)*

FAX operates a fixed-route bus fleet of 138 heavy-duty compressed natural gas (CNG) battery electric buses (BEBs), and hydrogen fuel cell electric buses (FCEBs), which provide 363 days of transit service to the residents of the City and County of Fresno each year, accruing over 34,000,000 vehicle miles.

When a bus becomes inoperable due to mechanical failures, accidents, etc., it is imperative that FAX has a tow truck vendor be able to answer our call to get the bus off the road and towed back to the yard as soon as possible. FAX needs a tow operator that is dependable and experienced to assist especially if there are any safety concerns such as a bus stuck in the middle of the road or barricading major entrances/exits to schools and/or hospitals.

☒ Award a contract as follows:

Bidder/Proposer	Award Amount
Eppler Towing & Recovery	\$161,250 for year 1 (FY26) \$174,250 for year 2 (FY27). Not to exceed \$1,100,000 for a total of five possible years, including option years.

The Budget Allocation for this expenditure is \$290,000 for FY26. Additional appropriations will be included in subsequent budget years. The contract price is 44% below the available appropriations for FY26 (GL 4600-4604-4520-921-654304). *(If the overage is greater than 10% provide an explanation below.)*

☐ Reject all bids/proposals. *(If electing to reject all, provide an explanation below.)*

Anticipated Council Date: 10/30/2025



File#: 12600085 Opening Date: 8/12/2025

Fiscal Impact Statement

(To be completed by the Department)

Indicate the **total fiscal impact** of the action requested, including operating and capital costs. Indicate costs for the current fiscal year and continuing costs in future years. Include all related costs.

Is the contract funded in the current year budget and/or through reallocation of existing Department resources:

☒ Yes ☐ No

If no, how will this item be funded? *(Provide an explanation below.)*

N/A

Is the action funded by a grant received by the City?

☒ Yes ☐ No

If yes, provide the following:

Additional Information	Comments
Grant Name	FTA Program 5307 annual allocation
Grantor name, granting agency, or office name (if any)	Department of Transportation – Federal Transit Administration
Fiscal year of the funding award	Allocation – federal fiscal year 2025 (and ongoing annually)
Date grant agreement was approved by Council	Master agreement and annual certifications and assurances attested by CAO 6/10/25.

Fiscal Impact Table:

Type	Current Year Estimate	Annual Continuing Costs Thereafter	Number of Years
Operating	\$161,250.00	\$938,750.00 (4 years)	5
Capital	\$0	\$0	0
Total	\$161,250.00	\$938,750.00	5
Describe all 'soft-cost' expenses:			
Annual costs are budgeted to increase at a rate of 15% annually, over the 5-year contract term. Total for annual continuing costs shown above include 4 contract years.			



File#: 12600085 Opening Date: 8/12/2025

Approvals

The signature below constitutes approval from the department head.



Department Head


Title



Date

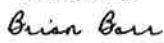
The signatures below constitute approval of the department recommendation.



Purchasing Manager

10/09/2025

Date

DocuSigned by:


General Services Department Director
99B07225D7AD479

10/10/2025

Date



City Manager

10/10/25

Date