



# City Council Report

**Date:** July 1, 2025  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two-Year Renewal Options for Original Equipment Manufacturer (OEM) Automotive Repair & Maintenance for Light Duty Vehicles for the Fleet Services Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Fleet Services Department and Procurement Services evaluated responses and recommend awarding the contract to the highest scored proposals from Tex Chevrolet dba Earnhardt Chevy, Courtesy Chevrolet, Chapman Ford, LLC., Earnhardt Ford Mazda dba Earnhardt Ford, Courtesy Auto of Mesa, LLC. (a Mesa business), and Reigi Auto of Mesa dba Courtesy Nissan (a Mesa business), at \$1,200,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract establishes a network of non-exclusive vendors to support OEM maintenance and repair of the City's fleet, which includes sedans, light-duty trucks, sport utility vehicles, and vans. Fleet Services manages over 1,300 light-duty vehicles, including around 700 police patrol, undercover, and administrative units. Due to the complexity of the various OEM operating systems and the need to be able to properly diagnose, repair, and re-program manufacturer-specific vehicles, the City may use outside OEM vendors to supplement the repairs and services performed by Fleet staff. This contract will help ensure vehicle availability for critical City departments.

City staff issued a Request for Proposals (RFP) to all registered and known Automotive Repair & Maintenance for Light Duty Vehicles – OEM Dealers Only - providers. Ten proposal responses were received. Commercial Auto Manager dba CamFleet did not meet the minimum requirements and was deemed non-responsive. The remaining nine proposals met the minimum qualifications and were evaluated and scored in accordance with the City's established policies and procedures and relative to the scoring criteria in the solicitation. Based on the evaluation results, the committee recommends awarding the contract to the highest-scoring respondents. The evaluation committee unanimously agreed on the recommendation.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2025190

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: Fleet Services Department operating budget through the Fleet Internal Services Fund

## Proposal Responses

Asbury Automotive Group dba Larry Miller Ford – Mesa, Az

Chapman Ford, LLC. – Scottsdale, AZ

Courtesy Auto of Mesa, LLC. – Mesa, AZ

Courtesy Chevrolet – Phoenix, AZ

Don Sanderson Ford, Inc. – Glendale, AZ

Earnhardt Ford Mazda dba Earnhardt Ford – Chandler, AZ

Henry Brown Buick GMC, LLC. – Gilbert, AZ

Reigi Auto of Mesa dba Courtesy Nissan – Mesa, AZ

Tex Chevrolet dba Earnhardt Chevy – Queen Creek, AZ

## Proposals deemed non-responsive

Commercial Auto Managers dba CamFleet – not OEM-Certified for solicited manufacturers

## Proposal Scoring Results

Respondent	Total Points Possible / 900
<b>Group 1: General Motors</b>	
Courtesy Chevrolet (Recommended – Secondary)	815.58
Henry Brown Buick GMC, LLC	580.52
Tex Chevrolet dba Earnhardt Chevy (Recommended – Primary)	822.50
<b>Group 2: Ford</b>	
Asbury Automotive Group dba Larry Miller Ford	804.75
Chapman Ford, LLC. (Recommended – Primary)	829.24
Don Sanderson Ford, Inc.	760.54
Earnhardt Ford Mazda dba Earnhardt Ford (Recommended - Secondary)	818.00

<b>Group 3: Toyota</b>	
No Responses Received	
<b>Group 4: Dodge</b>	
Courtesy Auto of Mesa, LLC (Recommended)	827.50
<b>Group 5: Nissan</b>	
Reigi Auto of Mesa dba Courtesy Nissan (Recommended)	798.00
<b>Group 6: Isuzu</b>	
Courtesy Chevrolet (Recommended)	826.50