



Automotive Lubricants and Related Products
Executive Summary

Lead Agency: City of Mesa, AZ

Solicitation: RFP#2017017

RFP Issued: December 5, 2016

Pre-Proposal Date: December 10, 2016

Response Due Date: February 2, 2017

Proposals Received: 8

Awarded to:

North American Lubricants

The City of Mesa, AZ Purchasing Division issued RFP#2017017 on December 5, 2016, to establish a national cooperative contract for Automotive Lubricants and Related products.

The solicitation included cooperative purchasing language in the Scope of Work, #3 National Contract:

NATIONAL CONTRACT: The City of Mesa, as the Principal Procurement Agency, as defined in Attachment D, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA) to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The City of Mesa is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Attachment D contains additional information on National IPA and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Mesa, AZ website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR

- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- The Herald News, IL

On February 2, 2017 proposals were received from the following offerors:

- Arizona Petroleum Products Company
- Chemical Feeding Technologies
- GCR Tires and Service
- North American Lubricants
- Safety-Kleen Systems, Inc
- Senergy Petroleum
- The Soco Group
- Vanguard Truck Center of Phoenix

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with North American Lubricants. The City of Mesa, AZ, National IPA and North American Lubricants successfully negotiated a contract and the City of Mesa, AZ executed the agreement with a contract effective date of May 1, 2017.

Contract includes:

- Extensive Distributor Network
- Full Synthetic Products, Greases and Gear Oils
- EDI Interface that Works with Agency System
- Online Ordering

Term:

Five year agreement beginning May 1, 2017 and ending April 30, 2022. Two (2) annual renewals are available through April 30, 2024.

Pricing/Discount: Discount off national account pricing levels

National IPA Web Landing Pages: www.nationalipa.org/Vendors/Pages/NorthAmericanLubricants.aspx