

July 27, 2009

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES,  
VOLUNTEER FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: HOLLYLYNN FORD, CPPB  
STATE CONTRACT PROCUREMENT OFFICER  
302-857-4559

SUBJECT: **AWARD NOTICE-Effective August 1, 2009**  
**CONTRACT NO. GSS498-Repair Svcs**  
**Collision Repair**

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**TABLE OF CONTENTS  
OF  
KEY CONTRACT INFORMATION**

**1. MANDATORY USE CONTRACT:..... 2**

**2. CONTRACT PERIOD:..... 2**

**3. VENDORS:..... 2**

**4. SHIPPING TERMS: ..... 3**

**5. DELIVERY AND PICKUP:..... 3**

**6. PRICING:..... 3**

**ADDITIONAL TERMS AND CONDITIONS ..... 5**

**KEY CONTRACT INFORMATION**

**1. MANDATORY USE CONTRACT:**

[\(Return to Table of Contents\)](#)

**REF: Title 29, Chapter 6911(d) Delaware Code.** Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, Department of Elections, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

**2. CONTRACT PERIOD:**

[\(Return to Table of Contents\)](#)

Each contractor's contract shall be valid for a one (1) year period from August 1, 2009 through July 31, 2010. Each contract may be renewed for three (3) additional one (1) year periods through negotiation between the contractor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

**3. VENDORS:**

[\(Return to Table of Contents\)](#)

<p align="center"><b><u>Vendor V01</u></b></p> <p>Winner Premier            520 S. Walnut St            Wilmington, DE 19801  <b>Contact:</b> Ed Heinemann  <b>Phone:</b> 302-571-5200  <b>Fax:</b> 302-652-7468  <b>Email:</b>  <a href="mailto:edheinemann@winnerauto.com">edheinemann@winnerauto.com</a></p>	<p align="center"><b><u>Vendor V02</u></b></p> <p>Edward J Henry &amp; Sons Inc            2300 West Fourth St            Wilmington, DE 19805-3325  <b>Contact:</b> Cathy Henry May  <b>Phone:</b> 302-658-4324  <b>Fax:</b> 302-658-6249  <b>Email:</b> <a href="mailto:cathy@ejhenry.com">cathy@ejhenry.com</a></p>	<p align="center"><b><u>Vendor V03</u></b></p> <p>Carman Auto Group            193 S Dupont Hwy            New Castle, DE 19720  <b>Contact:</b> Guy Salvadori  <b>Phone:</b> 302-323-2300  <b>Fax:</b> 302-323-1345  <b>Email:</b> <a href="mailto:guys@carmanautogroup.com">guys@carmanautogroup.com</a></p>
<p align="center"><b><u>Vendor V04</u></b></p> <p>Ellmore Auto Collision            4921 Governor Printz Blvd.            Wilmington, DE 19809  <b>Contact:</b> Kevin Ellmore  <b>Phone:</b> 302-762-2301  <b>Fax:</b> 302-762-2302  <b>Email:</b> <a href="mailto:ellmoreauto@aol.com">ellmoreauto@aol.com</a></p>	<p align="center"><b><u>Vendor V05</u></b></p> <p>Nucar Connection            174 N. DuPont Highway            New Castle, DE 19720  <b>Contact:</b> Tom Walz  <b>Phone:</b> 302-322-2438  <b>Fax:</b> 302-322-1755  <b>Email:</b> <a href="mailto:lkobus@nucar.com">lkobus@nucar.com</a></p>	<p align="center"><b><u>Vendor V06</u></b></p> <p>Winner Ford Dover            591 South Dupont Hwy            Dover, DE 19901  <b>Contact:</b> Ed Heinemann  <b>Phone:</b> 302-734-0444  <b>Fax:</b> 302-734-3030  <b>Email:</b>  <a href="mailto:edheinemann@winnerauto.com">edheinemann@winnerauto.com</a></p>
<p align="center"><b><u>Vendor V07</u></b></p> <p>Finishline Collision Inc.            9901 South Dupont Hwy            Felton, DE 19943  <b>Contact:</b> Chris Legg  <b>Phone:</b> 302-284-8177  <b>Fax:</b> 302-284-1500</p>	<p align="center"><b><u>Vendor V08</u></b></p> <p>Hertrich Collision Center            26907 Sussex Hwy            Seaford, DE 19973  <b>Contact:</b> Brenda Lloyd Daniels  <b>Phone:</b> 302-629-3995  <b>Fax:</b> 302-629-6028</p>	<p align="center"><b><u>Vendor V09</u></b></p> <p>Johnson's Auto Body            110 N. Rehoboth Blvd.            Milford, DE 19963  <b>Contact:</b> Gary Johnson  <b>Phone:</b> 302-422-3678  <b>Fax:</b> 302-422-2823</p>

Email: <a href="mailto:finishlineclegg@comcast.net">finishlineclegg@comcast.net</a>	Email: <a href="mailto:bdaniels@hertrichs.com">bdaniels@hertrichs.com</a>	Email: <a href="mailto:GPJ1952@aol.com">GPJ1952@aol.com</a>
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Award Notice

Contract No.: GSS498-Repair Srvc

**4. SHIPPING TERMS:**

F.O.B. destination.

[\(Return to Table of Contents\)](#)

**5. DELIVERY AND PICKUP:**

Pick up all vehicles requiring work and deliver the repaired vehicles back to the point of pick up after all work is complete if required.

[\(Return to Table of Contents\)](#)

**6. PRICING:**

Prices will remain firm for the term of the contract year.

[\(Return to Table of Contents\)](#)

**New Castle County**

<b>Winner Premier</b>			<b>EJ Henry</b>		<b>Carman</b>	
<b>Service</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly Rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly Rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly Rate for heavy equipment &amp; buses</b>
<b>Body Labor</b>	\$39.20	No Bid	\$42.00	No Bid	\$42.00	\$65.00
<b>Paint Labor</b>	\$39.20	No Bid	\$42.00	No Bid	\$42.00	\$42.00
<b>Paint Mtrls</b>	\$22.00	No Bid	\$24.00	No Bid	\$22.00	\$45.00
<b>Frame</b>	\$39.20	No Bid	\$50.00	No Bid	\$45.00	\$45.00
<b>Mechanical</b>	\$41.16	No Bid	\$60.00	No Bid	\$65.00	\$65.00
<b>Parts Discount</b>	5%	No Bid	2%	No Bid	10%	12%

<b>Ellmore</b>			<b>Nucar Connection</b>	
<b>Service</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly Rate for heavy equipment &amp; buses</b>
<b>Body Labor</b>	\$44.00	\$65.00	\$40.00	\$52.00
<b>Paint Labor</b>	\$44.00	\$65.00	\$40.00	\$52.00
<b>Paint Mtrls</b>	\$24.00	\$24.00	\$22.00	\$22.00
<b>Frame</b>	\$48.00	\$65.00	\$46.00	\$58.00
<b>Mechanical</b>	\$65.00	\$80.00	\$68.00	\$89.00
<b>Parts Discount</b>	0%	0%	0%	0%

6. **PRICING-Continued:**

[\(Return to Table of Contents\)](#)

Prices will remain firm for the term of the contract year.

**Kent County**

<b>Winner Ford Dover</b>			<b>Finishline</b>		<b>Hertrich</b>	
<b>Service</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>
<b>Body Labor</b>	\$38.00	No Bid	\$40.00	\$60.00	\$42.00	\$75.00
<b>Paint Labor</b>	\$38.00	No Bid	\$40.00	\$60.00	\$42.00	\$75.00
<b>Paint Materials</b>	\$21.00	No Bid	\$22.00	\$32.00	\$24.00	\$24.50
<b>Frame</b>	\$38.00	No Bid	\$44.00	\$68.00	\$48.00	\$85.00
<b>Mechanical</b>	\$40.00	No Bid	\$50.00	\$77.00	\$65.00	\$80.00
<b>Parts Discount</b>	0%	No Bid	20%	20%	5% Domestic only	0%

**Sussex County**

<b>Finishline</b>			<b>Hertrich</b>		<b>Johnson's</b>	
<b>Service</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly rate for heavy equipment &amp; buses</b>	<b>Hourly Rate for autos &amp; light trucks</b>	<b>Hourly Rate for heavy equipment &amp; buses</b>
<b>Body Labor</b>	\$40.00	\$60.00	\$42.00	\$75.00	\$37.00	\$54.00
<b>Paint Labor</b>	\$40.00	\$60.00	\$42.00	\$75.00	\$37.00	\$54.00
<b>Paint Materials</b>	\$22.00	\$32.00	\$24.00	\$24.50	\$20.00	\$20.00
<b>Frame</b>	\$44.00	\$70.00	\$48.00	\$85.00	\$39.00	\$54.00
<b>Mechanical</b>	\$50.00	\$80.00	\$65.00	\$80.00	\$51.00	\$51.00
<b>Parts Discount</b>	20%	20%	5% Domestic only	0%	0%	0%

**ADDITIONAL TERMS AND CONDITIONS**

[\(Return to Table of Contents\)](#)

**7. BILLING:**

The successful vendor is required to **"Bill as Shipped" to the respective ordering agency(s).** Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

**8. PAYMENT:**

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

**9. PRODUCT SUBSTITUTION:**

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

**10. ORDERING PROCEDURE:**

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

**11. REQUIREMENTS:**

This award is issued to cover the Collision Repair Services requirements for all State Agencies and shall be accessible to any School District, Political Subdivision, or Volunteer Fire Company.

**12. HOLD HARMLESS:**

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

**13. NON-PERFORMANCE:**

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

**14. FORCE MAJEURE:**

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

**15. AGENCY'S RESPONSIBILITIES:**

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.

**16. CONTRACTOR'S RESPONSIBILITIES:**

The Contractor(s) shall:

- a. Perform all work on a time and materials basis in strict conformance with the appraisal furnished by the State's independent appraiser, no Work costs will exceed the appraisal without the prior approval of the State. Should any additional damages be discovered during the performance of any Work, the Contractor shall notify the State immediately and shall not perform any such additional Work without the prior approval of the State. (Generally, appraisals are only performed on those units where the estimated damages will exceed \$1,000.00)
- b. Be liable to the State, and bear all costs, for any and all damages, theft, vandalism acts of malicious mischief etc., acts of commission and/or omission by his employees for any and all State vehicles in the Contractor's possession. The time of possession includes the pickup and delivery.