



Agenda Item: Discuss And Consider Approval to Award Contract To Vanguard Truck Centers of Houston for Visit Galveston Box Truck with Lift Gate

Background: As part of the Approved Fiscal Year 2023 Tourism Development Budget, funds were allocated for a Box Truck with Lift Gate. Visit Galveston activated a sealed Request for Proposals for a qualified vendor to provide a cargo box with lift gate that meets certain specifications, in order to greatly reduce the cost to transfer, ship, and distribute owned experiential assets as well as local distribution of Island Soul.

During 2022, Visit Galveston spent \$24,456.96 in freight and moving fees, and box truck rental charges to accommodate asset distribution for special events. The same year, Visit Galveston hired a part-time staff person to accommodate special-event activations and Island Soul distribution. That position soon became a full-time job because of the number of events and the volume of distribution work it required. The cost associated with moving the position from part-time to full-time was \$31,993. It has become clear that without additional transportation assets, the Visit Galveston team cannot increase the number of activations – and the additional revenue that comes with them. The purchase of a Box Truck will alleviate that problem. It will provide the opportunity to transport the Visit Galveston vending machine to special events, allow more experience activations and will facilitate Island Soul distributions without having to contract with an outside source. Visit Galveston would retain the full time staff person to manage distribution and assets, and would cover the purchase of the Box Truck within 2-3 years from rental savings and potential revenue.

Below were the specifications requested in the sealed bid process:

- GVWR: Can be Light Duty to Medium Duty
- Suspension: Spring (air, coil or leaf)
- Fuel Type: Unleaded or Diesel
- Transmission: Automatic 6-speed or similar
- Cab Type: Manufacturer standard
- Body Type: Cargo Box
- Cargo Box Length: Minimum 14'
- Cargo Box Width: Minimum 8'
- Lift Gate: Equipped with working lift gate
- Fuel Tank: Single, minimum 30-gallon capacity
- Tire size: manufacturer standard rated for truck, all weather
- Axles: Single
- Cab Features: AM/FM Radio, air conditioning and heat equipped, defrost
- Brakes: ABS
- Steering: Power
- Back-up Alarm: Required
- Windshield: Manufacturer standard with no cracks, working wipers equipped with blades
- Cruise Control
- Power Windows and Mirrors

- Tilt Wheel
- Box Must have illumination
- Roll Up Door Clearance: Minimum 8' in height
- Wall tie downs
- Solid floor that can hold at least 5,000 pounds
- Lift gate with vending stop and hydraulic operation

One proposal was received in the sealed process from Vanguard Truck Centers of Houston.

Staff Recommendation: Staff recommends awarding a contract to Vanguard Truck Centers of Houston for the Visit Galveston Box Truck with Lift Gate in the amount of \$78,230. pending approval from TDAC, Park Board of Trustees and approval and funding from the City of Galveston. \$80,000 was included in the FY2023 budget for this purchase as a Destination Experience Asset.

Funding Source (if applicable): TD70-7002, Destination Experience Assets



New Vehicle Purchase Agreement

VANGUARD TRUCK CENTER OF HOUSTON
12935 Crosby Fwy
Houston TX 77049
Phone: (281) 677-2200

DE-10000
PROS-018014
Nelson Calderon

PROS-018014
VISIT GALVESTON
601 TREMONT ST.
GALVESTON TX 77550
P:(409) 797-5000

VISIT GALVESTON
601 TREMONT ST.
GALVESTON, TX 77550

Table with vehicle details: Stock#: 1176796, VIN: 54DB4W1D6PS206001, New 2023 Isuzu NPR, Price: \$78,000.00. Includes pricing breakdown: Total Price \$78,000.00, Dealer Inventory Tax \$230.72, Total \$78,230.72. Note: PRICING NCLUDES 14' BOX WITH TUCK UNDER LIFGATE 2500LB CAPACITY.

New Vehicle Purchase Agreement

VANGUARD TRUCK CENTERS (the "COMPANY") SELLS THIS VEHICLE ON AN "AS IS WHERE IS" BASIS AND MAKES NO WARRANTIES AS TO SAID VEHICLE'S, EXPRESS, IMPLIED, OR IMPLIED BY LAW, AND COMPANY EXPRESSLY DISCLAIMS THE IMPLIED WARRANTY OF MERCHANTABILITY AND THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE.

DATE ACCEPTED: BY:

Email-nelson.calderon@vanguardtrucks.com

Nelson Calderon SALES REPRESENTATIVE

SALES MANAGER

(PRINT NAME OF PURCHASER) VISIT GALVESTON (TITLE) (409) 797-5000 (PHONE)
601 TREMONT ST. ADDRESS
GALVESTON TX 77550 CITY, STATE, ZIP

MODEL	NPR Gas
GVWR / GCWR	12,000 lbs. / 18,000 lbs.
WB	109 in., 132.5 in., 150 in., 176 in.
CA	86.5 in., 110 in., 127.5 in., 153.5 in.
ENGINE	GMPT L8T (Gen V), 8-cylinder, V Block 4-cycle, OHV, Direct Fuel Injection, Oil Jet Piston Cooling
MODEL/DISPLACEMENT	GMPT-V8/400 CID (6.6 liters)
HP (GROSS)	350 HP @ 4500 RPM
TORQUE (GROSS)	425 lb.-ft. @ 3800 RPM
EQUIPMENT	Direct injection technology, mass air flow meter, powertrain interface module (PIM), onboard diagnostics, oxygen sensors, catalytic convertor, map sensor, with external oil cooler, engine cruise control, and rear engine cover.
TRANSMISSION	6L90 Hydra-Matic 6-speed automatic with lock-up converter and double overdrive. No PTO opening.
STEERING	Integral power steering 18.8-20.9:1 ratio. Tilt and telescoping steering column.
FRONT AXLE	Reverse Elliot "I" -beam rated at 6,830 lbs.
FRONT SUSPENSION	Semi-elliptical steel alloy tapered leaf springs with stabilizer bar and shock absorbers.
FRONT GAWR	4,860 lbs.
REAR AXLE	Full floating single speed with hypoid gearing rated at 14,550 lbs.
REAR SUSPENSION	Semi-elliptical steel alloy multi-leaf springs and shock absorbers.
REAR GAWR	8,840 lbs.
WHEELS	16 x 6.0 - 6 hole disc wheels, painted white.
TIRES	215/85R-16E (10 ply) LRR (Low Rolling Resistance) tubeless steel belted radials, all season front and rear
BRAKES	Dual circuit vacuum assisted hydraulic service brakes with EBD (Electronic Brake Distribution) system for load proportioning of the brake system front and rear disc brake. The parking brake is a mechanical, cable actuated, internal expanding drum type, transmission mounted. 4 channel anti-lock brake system.
FUEL TANK	38.6 gal. rectangular stainless steel fuel tank. Mounted between the frame rails with electric type fuel pump (mounted in tank) and fuel tank zone module (mounted on rearward crossmember). Through the rail fuel fill.
FRAME	Ladder type channel section straight frame rail 33.5 inches wide through the total length of the frame. Yield strength 44,000 psi, section modulus 7.20 in ³ , RBM 316,800 lb-in
CAB	All steel, low cab forward, BBC 70.9 in, 45° mechanical tilt with torsion assist.
CAB EQUIPMENT	TRICOT breathable cloth covered high back driver's seat with two occupant passenger seat. Dual cab mounted exterior mirrors with integral convex mirror. Tilt and telescoping steering column. Power windows and door locks, floor mats, tinted glass. AM/FM/CD Radio with Aux input/USB port and Bluetooth. Rear body dome lamp switch. Cab latch switch and indicator with buzzer. Bi-LED Head Lamps and Signature Light
ELECTRICAL	12 volt, negative ground, 750 CCA maintenance free battery located on frame, 170 Amp alternator with integral regulator.
OPTIONS	See last page for options.

Note: These selected specifications are subject to change without notice.

MODEL	NPR-HD Gas
GVWR / GCWR	14,500 lbs. / 20,500 lbs.
WB	109 in., 132.5 in., 150 in., 176 in.
CA	86.5 in., 110 in., 127.5 in., 153.5 in.
ENGINE	GMPT L8T (Gen V), 8-cylinder, V Block 4-cycle, OHV, Direct Fuel Injection, Oil Jet Piston Cooling
MODEL/DISPLACEMENT	GMPT-V8/400 CID (6.6 liters)
HP (GROSS)	350 HP @ 4500 RPM
TORQUE (GROSS)	425 lb.-ft. @ 3800 RPM
EQUIPMENT	Direct injection technology, mass air flow meter, powertrain interface module (PIM), onboard diagnostics, oxygen sensors, catalytic convertor, map sensor, with external oil cooler, engine cruise control, and rear engine cover.
TRANSMISSION	6L90 Hydra-Matic 6-speed automatic with lock-up converter and double overdrive. No PTO opening.
STEERING	Integral power steering 18.8-20.9:1 ratio. Tilt and telescoping steering column.
FRONT AXLE	Reverse Elliot "I" -beam rated at 6,830 lbs.
FRONT SUSPENSION	Semi-elliptical steel alloy tapered leaf springs with stabilizer bar and shock absorbers.
FRONT GAWR	6,630 lbs.
REAR AXLE	Full floating single speed with hypoid gearing rated at 14,550 lbs.
REAR SUSPENSION	Semi-elliptical steel alloy multi-leaf springs and shock absorbers.
REAR GAWR	11,020 lbs.
WHEELS	19.5 x 6.0 - 6 hole disc wheels, painted white.
TIRES	225/70R-19.5G (14 ply) LRR (Low Rolling Resistance) tubeless steel belted radials, all season front and rear
BRAKES	Dual circuit vacuum assisted hydraulic service brakes with EBD (Electronic Brake Distribution) system for load proportioning of the brake system front and rear disc brake. The parking brake is a mechanical, cable actuated, internal expanding drum type, transmission mounted. 4 channel anti-lock brake system.
FUEL TANK	38.6 gal. rectangular stainless steel fuel tank. Mounted between the frame rails with electric type fuel pump (mounted in tank) and fuel tank zone module (mounted on rearward crossmember). Through the rail fuel fill.
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CAB	All steel, low cab forward, BBC 70.9 in, 45° mechanical tilt with torsion assist.
CAB EQUIPMENT	TRICOT breathable cloth covered high back driver's seat with two occupant passenger seat. Dual cab mounted exterior mirrors with integral convex mirror. Tilt and telescoping steering column. Power windows and door locks, floor mats, tinted glass. AM/FM/CD Radio with Aux input/USB port and Bluetooth. Rear body dome lamp switch. Cab latch switch and indicator with buzzer. Bi-LED Head Lamps and Signature Light
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VEHICLE WEIGHTS AND DIMENSIONS

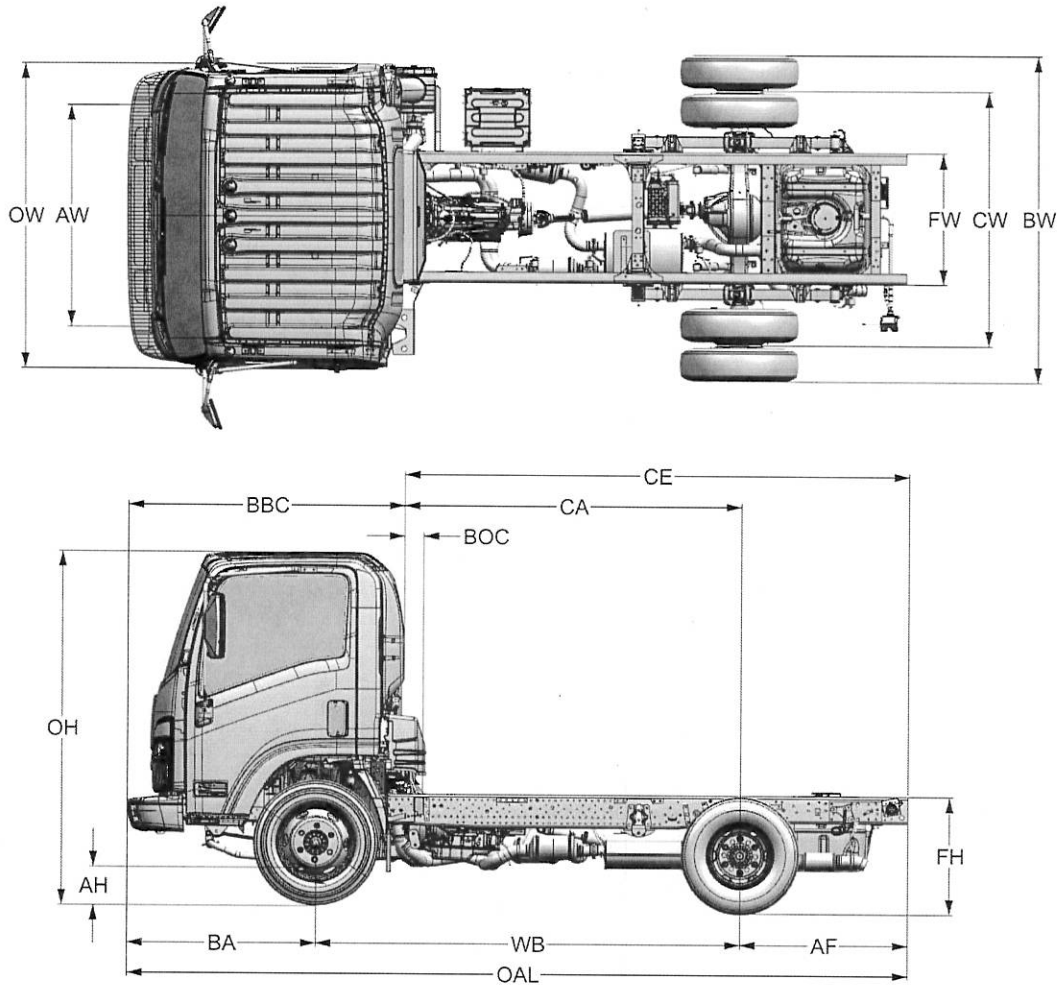


Figure 1: N-Series Gas Cab Chassis Dimensions

CHASSIS DIMENSIONS (in.)				
WB	CA[1]	CE[2]	AF	OAL
109	86.5	129.6	43.1	200.5
132.5	110.0	153.1	43.1	224.0
150	127.5	170.6	43.1	241.5
176	153.5	196.6	43.1	267.5
DIMENSION CONSTANTS (in.)				
AW = Front axle track				65.6
BA = Front bumper to centerline of axle				48.4
BBC = Bumper to back of cab				70.9
BOC = Back of cab clearance				7.7
BW = Overall width across rear axle				83.3
CW = Rear axle track				65
FW = Frame width				33.5
OW = Overall width across cab (without mirrors)				81.3
VARIABLE DIMENSIONS BY GVWR (in.)			12,000 lb.	14,500 lb.
AH = Ground to bottom of axle			7.5	8.3
FH = Frame height (unladen) at E.O.F.[3]			31.8	33
OH = Overall height (without clearance lights)			90	90.9

Chassis Curb Weights and Payloads						
NPR GAS - 12,000 lb. GVWR:						
Model	WB	Unit	Front	Rear	Total	Payload
1C1	109	lbs.	3348	1845	5193	6807
1C2	132.5	lbs.	3398	1895	5293	6707
1C3	150	lbs.	3418	1905	5323	6677
1C4	176	lbs.	3448	1925	5373	6627
NPR-HD GAS - 14,500 lb. GVWR:						
Model	WB	Unit	Front	Rear	Total	Payload
1F1	109	lbs.	3478	2075	5553	8947
1F2	132.5	lbs.	3528	2105	5633	8867
1F3	150	lbs.	3558	2115	5673	8827
1F4	176	lbs.	3588	2125	5713	8787

Notes: [1] Effective CA is CA less BOC.
 [2] Effective CE is CE less BOC.
 [3] Measured at the end of the frame from the top of the frame to the ground at curb weight.
 [4] Chassis curb weight reflects standard equipment and fuel, but no driver or payload.
 [5] Maximum Payload Weight is the allowed maximum for equipment, body, payload and driver and is calculated by subtracting chassis curb weight from the GVWR.

VEHICLE WEIGHT RATINGS		
Description	NPR Capacity (lb.)	NPR-HD Capacity (lb.)
GVWR Designed Maximum	12,000	14,500
GCWR Combined Maximum	18,000	20,500
GAWR – Front	4,860	6,630
GAWR – Rear	8,840	11,020

Model Description

The N-Series Gasoline vehicle features a low cab forward design that is ideally suited for intercity applications. The low cab design minimizes overall length for a given body length and in conjunction with the set back front axle positioning provides excellent weight distribution. The 49.5-degree (46.5 on 14,500lb GVWR) inside wheel cut angle coupled with integral power steering makes it an extremely maneuverable truck.

Engine

The N-Series Gasoline chassis is powered by a GMPT Gen V V8 gasoline engine with a displacement of 400 cubic inches (6.6 liters). This engine combines GM's Gen V aluminum head design with direct injection combustion technology to achieve a broader horsepower band and strong low-rpm torque. Oil-jet piston cooling channels are incorporated into the engine cast-iron cylinder block for optimized durability under heavy-duty use.

Engine Data: GMPT-V8 w/50 State Certification

Power:	350 HP @ 4500 RPM
Torque:	425 lb.-ft. @ 3800 RPM
Governed Speed:	4500 RPM
Injection:	Direct Fuel Injection
Displacement:	400 CID (6.6L)
Cylinder Bore:	103.25 mm
Cylinder Stroke:	98.0 mm
Cylinders:	8
Operating Cycles:	4-cycle
Compression:	10.8:1



Figure 2: GMPT Gen V V8 Engine

*SAE J1349 Gross ratings without fan operating.

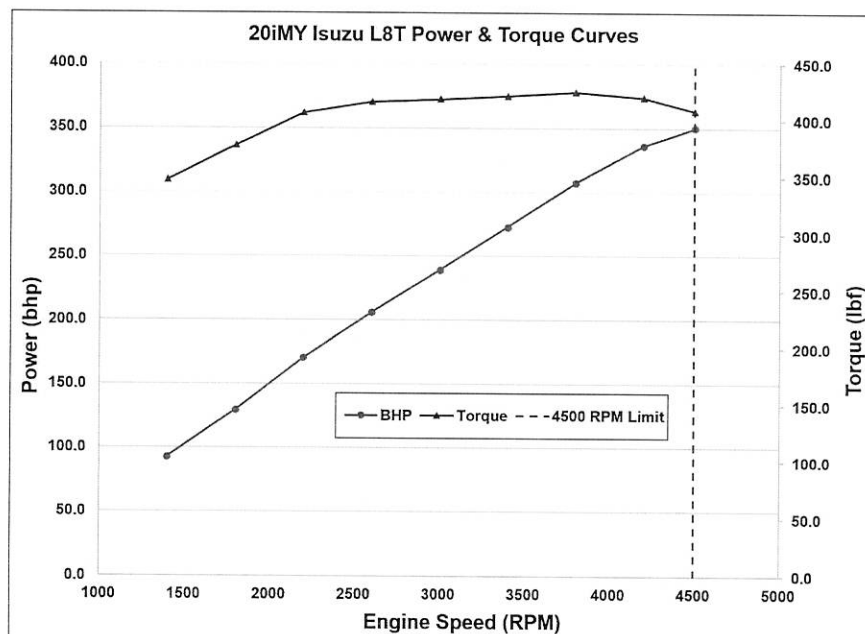


Figure 3: N-Series Gas Engine Performance Curve