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**El Paso County  
Agenda Item Details**

**Item Title:** Purchasing - Approve and authorize the Single Source of As-Needed Purchase of Heavy Equipment Parts, Services and Repairs for the County of El Paso, TX

**Submitted By:** Karen Davidson, Purchasing Agent

**Department:** Purchasing Department

**Department Phone Number:** 915-273-3349

**Subject:** Approve and authorize the Single Source of As-Needed Purchase of Heavy Equipment Parts, Services and Repairs for the County of El Paso, TX from Wagner Equipment Company of Colorado, NM and El Paso, Tx. Funding available in various accounts. The as-needed approval is for individual purchase(s) not exceeding \$50k. Any purchase(s) that exceed \$50k will be presented to Commissioners Court on an individual basis. Pursuant to Texas Local Government Code Section 262.024 (c), as a single source item, it is exempt from the provisions of the County Purchasing Act. Single Source will be re-evaluated as required to ensure compliance with statute.

**Background:** Wagner maintains sole dealership responsibility for Caterpillar heavy equipment and Caterpillar paving products parts and warranty services. In addition, Wagner Equipment Co. and Caterpillar maintain authorized dealer agreements with several on-highway truck dealerships in our area for sale of genuine Caterpillar parts and warranty service.

**Fiscal Impact:** Fiscal Impact Historical

Fiscal Impact Projected  
Funding available in various accounts

Long Account Number: Amount:

Long Account Number: Amount:

**Budget or Unbudgeted Match:**

**Recommendation:**

Approve and authorize the Single Source of As-Needed Purchase of Heavy Equipment Parts, Services and Repairs for the County of El Paso, TX from Wagner Equipment Company of Colorado, NM and El Paso, Tx. Funding available in various accounts. The as-needed approval is for individual purchase(s) not exceeding \$50k. Any purchase(s) that exceed \$50k will be presented to Commissioners Court on an individual basis. Pursuant to Texas Local Government Code Section 262.024 (c), as a single source item, it is exempt from the provisions of the County Purchasing Act. Single Source will be re-evaluated as required to ensure compliance with statute.

**Prior Action:**

N/A

**Strategic Plan:**

Goal:

null

Objective:

**Strategic Plan Information:**

**Estimated Time Needed  
For This Item:**



**As-Needed Purchase of Heavy Equipment Parts,  
Services and Repairs for the El Paso County, Texas**

**Wagner Equipment Company  
Colorado, NM and El Paso, TX**

<b>Parts</b>	
<b>Products</b>	<b>Discount (%)</b>
GET-Ground Engaging Tools	30
Fluid Oil, Fuel and Air Filters	15
Batteries	10
U/C TTT & HEX Medium/Heavy Duty	15
U/C Traditional	15
U/C CI General Duty TTT & HEX	20
<b>Labor</b>	
Main Shop - General Repairs	\$211.00 / Per Hour
Field Service Repairs	\$245.00 / Per Hour

**Note-** This approval is for individual purchase(s) not exceeding \$50k. Any purchase(s) that exceed \$50k will be presented to Commissioners Court for approval on an individual basis.

HOPETON R. STAPLE

Approved By (Print)

  
Approved By (Signature)

4.1.2025

Date

3.26.25/vr



October 8, 2024,

El Paso County

Subject: Sole Source Letter for Caterpillar OEM Parts & Service

To whom it may concern;

This letter is to confirm that Wagner Equipment Company is the OEM Authorized Caterpillar Dealer for Colorado, New Mexico, El Paso and the far West Texas Region. Wagner Equipment maintains sole Dealership Responsibility for Caterpillar Heavy Equipment Parts & Services and is a sole source product, supported, sold, serviced and distributed exclusively by Wagner Equipment Company within the assigned regional territory.

**Wagner Equipment CO.:**

- Sole provider of CAT Certified Rebuilds for Caterpillar machines
- Sole provider of Factory/OEM Authorized Warranty for Caterpillar Parts & Service.
- Sole provider of Caterpillar products that are repair parts, services of or upgrades to existing equipment or systems.
- Sole provider of Proprietary/OEM/Licensed or Patented of Caterpillar Goods or Services.
- Sole provider of Caterpillar Trademark of unique equipment or products not offered by others.

If you have any questions, please feel free to contact us at any time at 915-821-7651.

Thank you,

A handwritten signature in black ink, appearing to read "C. Dennis Hobbs", written over a horizontal line.

C. Dennis Hobbs  
Branch Manager  
Wagner Equipment CO.  
El Paso, TX

## SINGLE / SOLE SOURCE JUSTIFICATION

### Preparation Instructions:

The appropriate department representative must complete the single source form below and forward to their Department Head, or his designee, for approval. Upon approval, forward the sole source justification to the Purchasing Agent for review and final approval. Use additional sheets if necessary.

Vendor Name: Wagner Equipment Company Department: Fleet Operations

A complete description of the purchase:

Maintenance, repair, parts and services for almost Fifty (50) Caterpillar Motor Graders, Excavators, Backhoes, Loaders, Rollers, Skid Steers, Pavers, and Tractors.

1. Why is it necessary to contract in a non-competitive manner?

Captive - Replacement parts, components, repairs for equipment

Detailed explanation:

Wagner Equipment (CAT Wagner) is the Caterpillar dealer for Colorado, New Mexico, and El Paso. Wagner maintains sole dealership responsibility for Caterpillar heavy equipment and Caterpillar paving products parts and warranty services. In addition, Wagner Equipment Co. and Caterpillar maintain authorized dealer agreements with several on-highway truck dealerships in our area for sale of genuine Caterpillar parts and warranty service for on-highway medium and heavy-duty truck engines.

2. What research has been performed to ensure that no other source is capable of fulfilling the requirement? (For instance, list other products or services tested or used and indicate why they are not acceptable, include patent documentation, or market analysis)

No other vendor in this region sells genuine Original Equipment Manufacture (OEM) Caterpillar repair parts or warranty repairs.

3. What are the exclusive features or capabilities the product or service offers the County?

Wagner Equipment Company sells genuine Original Equipment Manufacturer (OEM) Caterpillar repair parts and covers warranty repairs and safety recalls. In addition, they provide onsite service calls, field calls, and provide a robust diagnostic software to diagnose and perform repairs on Caterpillar equipment the same way the dealer does, but at a fraction of the cost.

4. Why are these features or characteristics essential and necessary to meet the County's needs?

Our Caterpillar equipment is some of the most expensive equipment in the Public Works Department, some of the most often used, and under the most severe conditions. Having access to quality OEM maintenance, repairs, parts, and service allows for equipment longevity, extended lifecycle, lower repair cost over time, and shorter down time.

5. What steps are being taken to foster competition in future purchases of this product or service?

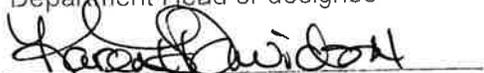
The Fleet Operations Department continues to look at all available options as it relates to the maintenance, repair, parts and services for our Caterpillar Motor Graders, Excavators, Backhoes, Loaders, Rollers, Skid Steers, Pavers, and Tractors to include aftermarket and third parties. To date, Wagner Equipment Company is the only vendor that can meet our day-to-day needs and demands.

SINGLE / SOLE SOURCE JUSTIFICATION

Approved:

  
Norman R. Stubble

Department Head or designee

  
Jacob Widon

Purchasing Agent or designee

2.14.2025

Date

2/18/2025

Date

Valerie Ramirez   
Boyer II

2.18.25