

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Fire Department

AGENDA DATE: 02/29/2011

CONTACT PERSON NAME/PHONE NUMBER: Terry K. Kebschull, Logistics Chief, (915)771-1076
Bruce D. Collins, Purchasing Manager, (915)541-4308

DISTRICT(S) AFFECTED: ALL

SUBJECT:

Request that the Purchasing Manager for Financial Services, Purchasing Division, be authorized to issue purchase orders to Frazer Ltd., a vendor under the Houston Galveston Area Council Cooperative (HGAC) contract AM04-10 for the purchase of six (6) emergency ambulance vehicles at the price of \$185,708.33 per vehicle, in the total estimated amount of \$1,114,250.00.

BACKGROUND / DISCUSSION:

A total of four vendors were solicited for quotes for new and demo units with only two of the four coming back with quotes meeting the Fire Departments specifications. The Fire Department has reviewed HGAC quotes from the two vendors and recommends awarding the following quote from Frazer Ltd for \$1,114,250.00 for six Ford F-350 Type I Ambulances priced at \$185,708.33 each. The price reflects the amount per vehicle at a base price of \$107,000.00 with an additional \$78,708.33 for published and unpublished options for the ambulance. These options include medical and communications equipment needed for each ambulance.

SELECTION SUMMARY:

This cooperative contract was competitively bid and awarded from HGAC Contract# AM04-10.

PRIOR COUNCIL ACTION:

Yes, November 29, 2011, Item 9B. Mayor and City Council approved the purchase of five pumpers and an aerial apparatus thru the use of HGAC.

AMOUNT AND SOURCE OF FUNDING:

Department: Fire Department
Amount: \$1,114,250.00
Funds Available: \$ 1,114,250.00
Funds Source: 22010320-508007-27717

~~Detail of funding source approved by City Council on November 29, 2011.~~

City Council approved resolution authorizing the City Manager to sign a tax-exempt lease-purchase agreement with Compass Mortgage Corporation ("*Compass*") in a principal amount not to exceed \$5,025,000 to purchase, finance and lease certain equipment for the Fire Department of the City of El Paso.

BOARD / COMMISSION ACTION:

N/A

*****AUTHORIZATION*****

DEPARTMENT HEAD:

Otto Drozd, Fire Chief

**COUNCIL PROJECT FORM
(COOPERATIVE CONTRACT)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **FEBRUARY 28, 2012**.

Discussion and action on the request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to Frazer Ltd. a contractor under Houston Galveston Area Council Cooperative (HGAC) Contract # AM04-10, for six (6) emergency ambulance vehicles. The City has made the determination that purchasing from this cooperative offers the most cost-effective pricing.

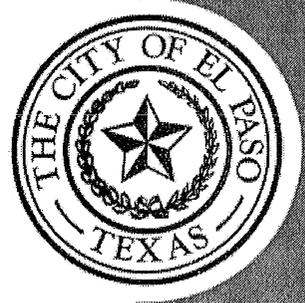
The participation by the City of El Paso in the Houston Galveston Area Council Cooperative (HGAC) was approved by Mayor and City Council on May 8, 2007.

Department: Fire Department
Award to: Frazer, Ltd.
Houston, Texas
Total Estimated Award: \$1,114,250.00 (6 Units)
Account No.: 22010320-27717-508007-22000
Funding Source: General Fund
District(s): All
Reference No.: 2012-076

This is a Cooperative, unit price contract.

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SERVICE SOLUTIONS SUCCESS



To: Bruce D. Collins, Purchasing Manager, (915) 541-4313

From: Terry K. Kebschull, Logistics Chief, (915)771-1076

Date: February 15, 2012

Re: Purchase of Ambulances from Houston Galveston Area Council Cooperative (HGAC)

1. 1. Is there an urgent need for the product/service? In other words, is time of the essence?

The purchase of these ambulances will be used to replace six front line units that are approximately 7 years old and all these units have over 150,000 miles. These replacements will ensure the continual service of care that is expected of the El Paso Fire Department.

2. 2. Does the purchase through the Program promote the standardization of equipment?

Yes. These vehicles meet the same specifications used by the rest of the El Paso Fire Department fleet.

3. 3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?

No, currently there are no local distributors or manufacturers of ambulances available.

4. 4. Do the available vendors have prior work experience and/or familiarity with the City?

No. Vendors that were eligible to bid through HGAC have not been used in the past, except for Braun Industries which Fire has purchased from prior.

5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?

Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of the contract. Furthermore, price quotes were solicited from six different vendors under HGAC to determine best value using this purchasing program.

The participation by the City of El Paso in the Houston Galveston Area Council Cooperative Purchasing Program was approved by Mayor and City Council on May 8, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24, 2008.

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FINANCIAL SERVICES DEPARTMENT
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