

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

DEPARTMENT: EL PASO FIRE DEPARTMENT

AGENDA DATE: June 11, 2013

CONTACT PERSON/PHONE: TERRY K. KEBSCHULL, LOGISTICS CHIEF, 771-1071
BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

DISTRICT (S) AFFECTED: ALL

SUBJECT:

The El Paso Fire Department recommends awarding Solicitation 2013-182 Ambulance Remounts to Life Star Rescue of Van Wert, OH. This is a 'Best Value' bid and Life Star Rescue received the highest score among four bidders. This is a three year contract with an estimated value of \$1,766,673.89 with a two year option to extend. The estimated cost per year, including the Performance Bond cost is \$588,891.29.

BACKGROUND / DISCUSSION:

The El Paso Fire Department has reviewed solicitation 2013-182 and recommends the contract be awarded to Life Star Rescue out of Van Wert, OH. This contract will allow the El Paso Fire Department the ability to remount seventeen ambulances built in 2005. The remount process will provide the Fire Department with brand new ambulance chassis as well as some needed repairs on the ambulance module itself. There is a cost saving of roughly 35% from the purchase of a new ambulance. In addition, the vendors remount turnaround time for each ambulance is sixty days. New ambulance build time average is six to seven months. We project 5 remounts will be done the first contract year.

SELECTION SUMMARY:

This solicitation was advertised on March 19, 2013, and opened on April 17, 2013 bid notification postcards were mailed out, the solicitation was posted on the City's website and the email (Purmail) notification was sent out. A total of thirty-five (35) bidders were solicited. Two (2) bidders were local. A total of (4) bidders responded.

PRIOR COUNCIL ACTION:

Yes. On October 23, 2012, Council approved Solicitation 2012-310 (Ambulance Remounts) to Bridgers Coaches, Inc. dba Taylor Made Ambulances for an initial estimated award of \$1,221,552. The vendor was unable to secure a performance and payment bond required by the contract.

AMOUNT AND SOURCE OF FUNDING:

Master Equipment Lease/Purchase Agreement
4960-322-22090-580070
4930-322-22090-580070-PENCON0060

BOARD / COMMISSION ACTION:

N/A

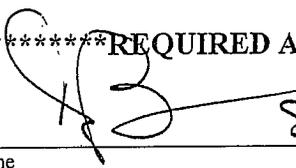
*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD: _____

Name

Signature

Date

 SAMUEL PEÑA

5/29/13

**COUNCIL PROJECT FORM
(REQUIREMENTS OR BEST VALUE BID)**

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **June 11, 2012**.

Discussion and action on the award of Solicitation No. 2013-182 (Ambulance Remounts) to Life Star Rescue for an initial term estimated award of \$1,766,673.89.

Department:	Fire Department
Award to:	Life Star Rescue Van Wert, Ohio
Item(s):	All
Option to Extend:	2 years
Annual Estimated Award:	\$ 588,891.29
Initial Term Estimated Award:	\$1,766,673.89 (3 years)
Option Amount:	\$1,177,782.58 (2 years)
Total Estimate Award:	\$2,944,456.47 (5 years)
Account No.:	4960-322-22090-580070 4960-322-22090-580070-PENCON0060
Funding Source:	Capital Fund and Fire Capital
District(s):	All

This is a Best Value, unit price contract.

The Financial Services - Purchasing Division and Fire Department recommend award to Live Star Rescue, the vendor offering the best value bid.

*******ADDITIONAL INFO BELOW*******

COMMITTEE SCORE SHEET

COMMITTEE SCORE SHEET					
BID NO.:		2013 - 182			
BID TITLE:		AMBULANCE REMOUNTS			
		FIRE DEPARTMENT			
		BRAUN INDUSTRIES, INC	DACO FIRE EQUIPMENT, INC	JERRY'S TRANSMISSION SERVICE, INC dba NORTH CENTRAL AMBULANCE SALES & SERVICE	LIFE STAR RESCUE
		VAN WERT, OH	LUBBOCK, TX	LESTER PRAIRIE, MN	VAN WERT, OH
Cost		\$2,070,677.18	\$2,177,493.00	\$1,803,929.97	\$1,766,673.89
(# points/percent max)	50	42.66	40.57	48.97	50.00
		Cost includes \$19,176.00 for Performance Bond Fee			
Experience & Qualifications					
A. Qualifications in performing specific job requirements	15	13.33	11.00	15.00	15.00
B. Experience with projects of simiar size & scope	15	10.67	10.00	15.00	15.00
Reputation & Quality of the Bidder's Services		14.50	4.67	10.00	14.50
(# points/percent max)	15				
Employee Medical Benefits and Incentives		8.00	8.00	10.00	8.00
(# points/percent max)	10				
Past Performance		1.67	5.00	5.00	5.00
(# points/percent max)	5				
TOTAL		90.83	79.24	103.97	107.50



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: APRIL 17, 2013

Project Name: AMBULANCE REMOUNTS

Solicitation #: 2013-182

Department: FIRE

			BRAUN INDUSTRIES, INC. VAN WERT, OH		DACO FIRE EQUIPMENT INC. LUBBOCK, TX		JERRY'S TRANSMISSION SERVICE INC. DBA NORTH CENTRAL AMBULANCE SALES & SERVICES LESTER PRAIRIE		LIFE STAR RESCUE VAN WERT, OH	
ITEM	DESCRIPTION OF ITEM	QTY	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)
1.	CHASSIS, (AS SPECIFIED IN SECTION B) (6-7 REMOUNTS PER YEAR)	17	\$46,289.00 PER CHASSIS	\$786,913.00	\$43,423.00 PER CHASSIS	\$738,191.00	\$41,395.00 PER CHASSIS	\$703,715.00	\$40,196.00 PER CHASSIS	\$683,332.00
MFG NAME:			FORD		FORD MOTOR CO.		FORD F450		FORD	
BODY TYPE AND MODEL #:			F-450 4x2		F-450 189" WB 4x2		F450 189" WB 4x2		F450	
2.	INSTALLATION COST (Includes removal and reinstallation of the body and all listed mandatory repairs and replacement equipment listed)	17	\$16,195.00 PER CHASSIS	\$275,315.00	\$64,638.00 PER CHASSIS	\$1,098,846.00	\$28,500.00 PER CHASSIS	\$484,500.00	\$49,450.00 PER CHASSIS	\$840,650.00
3.	NEW ACCESSORIES OR EQUIPMENT (as indicated in Section B, Pages 6-10 designated as NEW)	17	\$60,192.54 PER INSTALLATION	\$1,023,273.18 Bidder's Price - \$1,023,273.18	\$20,968.00 PER INSTALLATION	\$356,456.00	\$41,424.41 PER INSTALLATION	\$704,214.97 Bidder's Price - \$703,024.97	\$15,717.17 PER INSTALLATION	\$267,191.89
4.	ESTIMATED ADDITIONAL REPAIRS (NOT LISTED OR UNDER WARRANTY) (ON AN AS NEEDED BASIS ONLY)	17	\$1,000.00 PER INSTALLATION	\$17,000.00	LABOR RATE PER INSTALLATION	\$85.00 @ hr	To be determined, per truck basis at time & material. \$75.00 / hour		NO BID PER INSTALLATION	NO BID

The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED BY:

DATE: 4/24/2013



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: APRIL 17, 2013

Project Name: AMBULANCE REMOUNTS

Solicitation #: 2013-182

Department: FIRE

			BRAUN INDUSTRIES, INC. VAN WERT, OH		DACO FIRE EQUIPMENT INC. LUBBOCK, TX		JERRY'S TRANSMISSION SERVICE INC. DBA NORTH CENTRAL AMBULANCE SALES & SERVICES LESTER PRAIRIE		LIFE STAR RESCUE VAN WERT, OH	
ITEM	DESCRIPTION OF ITEM	QTY	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)	UNIT PRICE	EXTENDED TOTAL (Qty X Unit\$ =TOTAL)
5.	TRADE-IN ALLOWANCE (2005 FORD F40 CHASSIS) (15 CURRENTLY IN SERVICE)	15	\$3,000.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$45,000.00 LESS TRADE-IN PRICE	\$1,000.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$15,000.00 LESS TRADE-IN PRICE	\$5,500.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$82,500.00 LESS TRADE-IN PRICE	\$1,500.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$22,500.00 LESS TRADE-IN PRICE
6.	TRADE-IN ALLOWANCE (2005 FORD F450 CHASSIS) (2 OUT OF SERVICE)	2 ea.	\$3,000.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$6,000.00 LESS TRADE-IN PRICE	\$500.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$1,000.00 LESS TRADE-IN PRICE	\$3,000.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$6,000.00 LESS TRADE-IN PRICE	\$1,000.00 TRADE-IN ALLOWANCE PER CHASSIS	-\$2,000.00 LESS TRADE-IN PRICE
TOTAL NET PRICE (LESS TRADE-IN PRICE)				\$2,051,501.18 Three Year Total		\$2,177,493.00 Three Year Total		\$1,803,929.97 Three Year Total		\$1,766,673.89 Three Year Total
				Bidder's Price - \$2,051,501.00				Bidder's Price - \$1,802,739.97		

The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.
NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED BY:

DATE: 4/24/2013



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: APRIL 17, 2013

Project Name: AMBULANCE REMOUNTS

Solicitation #: 2013-182

Department: FIRE

	BRAUN INDUSTRIES, INC. VAN WERT, OH.	DACO FIRE EQUIPMENT INC. LUBBOCK, TX	JERRY'S TRANSMISSION SERVICE INC. DBA NORTH CENTRAL AMBULANCE SALES & SERVICES LESTER PRAIRIE	LIFE STAR RESCUE VAN WERT, OH
THE CITY AT IS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:				
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF ORIGINAL TERM OF THE CONTRACT.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
NO OPTION OFFERED	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	Net - 30 days	Net - 30 days	Net - 30 days	Net - 30 days
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>
BIDDER'S PROMISED DELIVERY: Within ___ consecutive calendar days	90 Days from receipt of remount unit & chassis	175	60	60 First cycle after receipt of chassis
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.				
BIDS SOLICITED:		BIDS RECEIVED:		BIDS LOCAL:
				NO BIDS:

The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED BY: [Signature]
DATE: 4/24/2013

A EMERGENCY AMBULANCE SALES,
P. O. BOX 920952, SUITE 402
HOUSTON, TX 77292-0952

MARION BODY WORKS, INC.
211 W. RAMSDELL STREET
P. O. BOX 500
MARION, WI 54950-0500

NORTH CENTRAL AMBULANCE
18448 COUNTY ROAD 9
LESTER PRAIRIE, MN 55354

AMERICAN EMERGENCY VEHICLES
165 AMERICAN WAY
JEFFERSON, NC 28640

WHEELED COACH INDUSTRIES
AMBULANCE SALES & SVCS
P. O. BOX 635
MANSFIELD, TX 76063

F&F SUPPLY
1106 OHIO AVENUE
BIG LAKE, TX 76932

AMERICAN LAFRANCE
2300 S. 13TH STREET
Clinton, OK 73601-9529

OSHKOSH
P. O. BOX 2566
OSHKOSH, WI 54903-2566

THE PHOENIX GROUP
407 W. FRANKLIN
WAXAHACHIE, TX 75165

PETE'S EQUIPMENT
1400 BROADWAY NE
ALBUQUERQUE, NM 87102

PROFESSIONAL AMBULANCE SALES &
SERVICE
1115A E. MANSFIELD HWY.
KENNEDALE, TX 76060

F & F SUPPLY COMPANY, INC.
ATTN: DANNY R. HULSE
17134 LENA LANE
FAYETTEVILLE, AR 72704

BRAUN NORTHWEST, INC.
P. O. BOX 1204
CHEHALIS, WA 98532

RESCUE SAFETY PRODUCTS
220 WEST PARKWAY
DENTON, TX 76201

SOUTHERN COACH INC.
1985 NW 57TH ST.
OCALA, FL 34475

DACO FIRE AND SAFETY
P. O. BOX 5024
LUBBOCK, TX 79408

ROAD RESCUE, INC.
1133 RANKIN STREET
ST. PAUL, MN 55116

EMERGENCY ONE INC.
P. O. BOX 2710
OCALA, FL 34478

SAN ANTONIO AMBULANCE SALES, INC.
14035 DUBLIN SQUARE
SAN ANTONIO, TX 78217

FIRST IN INC.
500 W. PAISANO DRIVE SUITE C
EL PASO, TX 79901-1013

FIRST IN, INC.
21442 N. CENTRAL AVENUE
PHOENIX, AZ 85024

M&W FIRE APPARATUS
845 THIRD STREET
VINTON, VA 24179

TRANSRIGHT INC.
P. O. BOX 338
MCDONOUGH, GA 30253

BRAUN INDUSTRIES INC.
1170 PRODUCTION DRIVE
VAN WERT, OH 45891

WHEELED COACH
7613 CHURCH OAKL
SAN ANTONIO, TX 78233

PROFESSIONAL AMBULANCE
8700 E FM 917
ALVARAO, TX 76009

AMERICAN LAFRANCE MEDIC MASTER
700 AERO LANE
SANFORD, FL 32771

FRAZER BILT
P. O. BOX 741639
HOUSTON, TX 77274

NATIONAL EMERGENCY VEHICLES
230 M. ORTMAN DRIVE
ORLANDO, FL 32803

FRAZER AMBULANCE
P. O. BOX 5000
BELLAIRE, TX 77402

LONGHORN ENGINEERING
1014 OAK STREET
MCKINNEY, TX 75069

SWEAL
3318 BUTTERLIEGH
SAN ANTONIO, TX 78247

MEDIVAC VEHICLES INC.
P. O. BOX 1009
MOUNT PLEASANT, TX 75456-1009

RELIABLE VEHICLES, INC
303 INDUSTRIAL BLVD.
COMANCHE, TX 76442

CASA FORD
5815 MONTANA AVE
EL PASO, TX 79925