

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

**DEPARTMENT:** EL PASO FIRE DEPARTMENT

**AGENDA DATE:** Oct. 23, 2012

**CONTACT PERSON/PHONE:** TERRY KEBSCHULL, LOGISTICS CHIEF, 771-1068  
BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

**DISTRICT (S) AFFECTED:** ALL

**SUBJECT:**

The El Paso Fire Department recommends awarding Solicitation 2012-310 Ambulance Remounts to Bridgers Coaches, Inc. dba Taylor Made Ambulance located in Newport, AR. The estimated value of this bid is \$1,221,552 over a three year period. The El Paso Fire Department plans on remounting 6-7 ambulances per year at an approximate cost of \$71,856 per ambulance.

**BACKGROUND / DISCUSSION:**

This bid solicitation is for the purpose of remounting seventeen ambulances built in 2005. The ambulance will be taken to the manufactures facility where the ambulance box is removed form the old vehicle chassis. The ambulance box is then refurbished and placed on a brand new vehicle chassis. The end result is a like new ambulance with a new chassis warranty. New ambulances cost approximately \$120,000 each. The remount cost is approximately \$71,856 per ambulance. This is a savings of 40.12%. The cost of the remounts is an approximate cost because some of the ambulances may need more work such as emergency light replacements, damaged hardware replacements, etc, resulting in a slightly higher remount cost.

**SELECTION SUMMARY:**

This solicitation was advertised on July 31, 2012 and August 7, 2012, and opened on August 29, 2012. On June 5, 2012, postcards were mailed out, the solicitation was posted on the City's website on and the email (Purnail) notification was sent out. Two local (2) local bidders were solicited and no local bidders responded.

**PRIOR COUNCIL ACTION:**

No.

**AMOUNT AND SOURCE OF FUNDING:**

190-28300-4710-580060- PSTM06PW555 Capital Fund .  
322-22090-4960-580060- Fire Capital

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:** Ottobred

Name

Signature

Date

**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 **October 23, 2012**.

Discussion and action on the award of Solicitation No. 2012-310 (Ambulance Remounts) to Bridgers Coaches, Inc. dba Taylor Made Ambulances) for an initial estimated award of \$1,221,552.00.

Department:	Fire Department
Award to:	Bridgers Coaches, Inc. dba Taylor Made Ambulances Newport, AR
Item(s):	All
1st Year Estimated Award:	\$ 502,992.00 (Based on 7 vehicles)
2 <sup>nd</sup> Year Estimated Award:	\$ 431,136.00 (Based on 6 vehicles)
3 <sup>rd</sup> Year Estimated Award:	\$ 287,424.00 (Based on 4 Vehicles)
Option to Extend:	1 year
Payment Terms:	1% 10 days
Initial Term Estimated Award:	\$ 1,221,552.00
Total Estimated Award:	\$ 1,628,736.00 (4 years)

Account No.:	190-28300-4710-580060- PSTM06PW555 322-22090-4960-580060
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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 Bridgers Coaches, Inc. dba Taylor Made Ambulances, the vendor offering the best value bid.

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

# COMMITTEE SCORE SHEET

**BID NO.:** 2012 - 310  
**BID TITLE:** AMBULANCE REMOUNTS  
 FIRE DEPARTMENT

	BRIDGERS COACHES, INC dba TAYLOR MADE AMBULANCES NEWPORT, AR	DACO FIRE EQUIPMENT, INC LUBBOCK, TX	JERRY'S TRANSMISSION SERVICE, INC dba NORTH CENTRAL AMBULANCE SALES & SERVICE LESTER PRAIRIE, MN	LONE STAR EMERGENCY VEHICLES BRAUN INDUSTRIES, INC. VAN WERT, OH
<b>Cost</b> (# points/percent max) <b>50</b>	\$1,221,552.00 50.00	\$2,217,947.00 27.54	\$1,844,639.97 33.11	\$1,806,572.32 33.81
<b>Experience &amp; Qualifications</b> A. Qualifications in performing specific job requirements <b>15</b>	8.66	5.00	9.00	9.00
B. Experience with projects of simiar size & scope <b>15</b>	9.00	5.00	10.00	7.66
<b>Reputation &amp; Quality of the Bidder's Services</b> (# points/percent max) <b>20</b>	9.00	5.00	5.00	14.00
<b>Past Performance</b> (# points/percent max) <b>5</b>	0.00	2.00	0.00	2.00
<b>GRAND TOTAL</b> <b>100</b> (100 points/percent max)	<b>76.66</b>	<b>44.54</b>	<b>59.11</b>	<b>66.47</b>



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: August 29, 2012  
Project Name: AMBULANCE REMOUNTS

Solicitation #: 2012-310  
Department: FIRE

GROUP I: SCANNING SERVICES			BRIDGERS COACHES, INC. DBA TAYLOR MADE AMBULANCES NEWPORT, AR		DACO FIRE EQUIPMENT INC. LUBBOCK, TX		JERRY'S TRANSMISSION SERVICE, INC. DBA NORTH CENTRAL AMBULANCE SALES & SERVICE LESTER PRAIRIE, MN	
ITEM	QUANTITY	DESCRIPTION OF ITEM	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)
1.	17	CHASSIS, (AS SPECIFIED IN SECTION B) (6-7 REMOUNTS PER YEAR)	\$42,874.00 <small>PER CHASSIS</small>	\$728,858.00	\$41,526.00 <small>PER CHASSIS</small>	\$705,942.00	\$39,895.00 <small>PER CHASSIS</small>	\$678,215.00
		<b>MFG NAME:</b>	FORD MOTOR COMPANY		FORD F-450 189" WB		FORD	
		<b>BODY TYPE AND MODEL #:</b>	F-450 CAB/CHASSIS		NOT STATED		F450 189" WB 4X2	
2.	17	<b>INSTALLATION COST</b> (INCLUDES REMOVAL AND RE-INSTLLATION OF THE BODY AND ALL LISTED MANDATORY REPAIRS AND REPLACEMENT EQUIPMENT LISTED)	\$18,662.00 <small>PER INSTALLATION</small>	\$317,254.00	\$77,358.00 <small>PER INSTALLATION</small>	\$1,315,086.00	\$28,500.00 <small>PER INSTALLATION</small>	\$484,500.00
3.	17	NEW ACCESSORIES OR EQUIPMENT (AS INDICATED IN SECTION B, PAGES 6-10 DESIGNATED AS NEW)	\$15,320.00 <small>PER INSTALLATION</small>	\$260,440.00	\$13,407.00 <small>PER INSTALLATION</small>	\$227,919.00	\$40,554.41 <small>PER INSTALLATION</small>	\$689,424.97
4.	17	ESTIMATED ADDITIONAL REPAIRS (NOT LISTED OR UNDER WARRANTY) (ON AN AS NEEDED BASIS ONLY)	TO BE DETERMINED <small>PER INSTALLATION</small>		LABOR RATE \$75.00 <small>PER INSTALLATION</small>		\$500.00 <small>PER INSTALLATION</small>	\$8,500.00

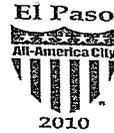
NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.  
The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY:

DATE: 9-10-2012



**CITY OF EL PASO  
BID TABULATION FORM**



Bid Opening Date: August 29, 2012

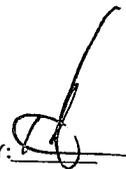
Project Name: AMBULANCE REMOUNTS

Solicitation #: 2012-310

Department: FIRE

			BRIDGERS COACHES, INC. DBA TAYLOR MADE AMBULANCES NEWPORT, AR		DACO FIRE EQUIPMENT INC. LUBBOCK, TX		JERRY'S TRANSMISSION SERVICE, INC. DBA NORTH CENTRAL AMBULANCE SALES & SERVICE LESTER PRAIRIE, MN	
ITEM	QUANTITY	DESCRIPTION OF ITEM	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT \$ = TOTAL)
5.	15	TRADE-IN ALLOWANCE (2005 FORD F450 CHASSIS) (15 CURRENTLY IN SERVICE)	\$5,000.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ -75,000.00) LESS TRADE-IN PRICE	\$2,000.00 PER INSTALLATION	(\$ - 30,000) LESS TRADE-IN PRICE	\$1,000.00 PER INSTALLATION	(\$ - 15,000.00) LESS TRADE-IN PRICE
6.	2 ea	TRADE-IN ALLOWANCE (2005 FORD F450 CHASSIS) (2 OUT OF SERVICE)	\$5,000.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ -10,000.00) LESS TRADE-IN PRICE	\$500.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - 1,000) LESS TRADE-IN PRICE	\$500.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - 1,000.00) LESS TRADE-IN PRICE
<b>TOTAL NET PRICE (LESS TRADE-IN PRICE)</b>				\$1,221,552.00 THREE YEAR TOTAL		\$2,217,947.00 THREE YEAR TOTAL		\$1,844,639.97 THREE YEAR TOTAL

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DATE: 9-10-2012





**CITY OF EL PASO  
 BID TABULATION FORM**

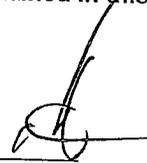


Bid Opening Date: August 29, 2012  
 Project Name: AMBULANCE REMOUNTS

Solicitation #: 2012-310  
 Department: FIRE

GROUP I: SCANNING SERVICES			LONE STAR EMERGENCY VEHICLES / BRAUN INDUSTRIES, INC. VAN WERT, OH					
ITEM	QUANTITY	DESCRIPTION OF ITEM	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)
1.	17	CHASSIS, (AS SPECIFIED IN SECTION B) (6-7 REMOUNTS PER YEAR)	\$44,688.84 PER CHASSIS	\$759,710.28	\$0.00 PER CHASSIS	\$0.00	\$0.00 PER CHASSIS	\$0.00
		MFG NAME:	FORD - INCLUDES AIR RIDE SYSTEM INCLUDES FIN REBATE					
		BODY TYPE AND MODEL #:	F-450 4X2					
2.	17	INSTALLATION COST (INCLUDES REMOVAL AND RE-INSTALLATION OF THE BODY AND ALL LISTED MANDATORY REPAIRS AND REPLACEMENT EQUIPMENT LISTED)	\$15,220.00 PER INSTALLATION	\$258,740.00	\$0.00 PER INSTALLATION	\$0.00	\$0.00 PER INSTALLATION	\$0.00
3.	17	NEW ACCESSORIES OR EQUIPMENT (AS INDICATED IN SECTION B, PAGES 6-10 DESIGNATED AS NEW)	\$48,360.12 **INCLUDES PICK UP AND DELIVERY	\$822,122.04	\$0.00 PER INSTALLATION	\$0.00	\$0.00 PER INSTALLATION	\$0.00
4.	17	ESTIMATED ADDITIONAL REPAIRS (NOT LISTED OR UNDER WARRANTY) (ON AN AS NEEDED BASIS ONLY)	\$1,000.00 **FULL MODULE REPAINT	\$17,000.00 NOT IN TOTAL	\$0.00 PER INSTALLATION	\$0.00	\$0.00 PER INSTALLATION	\$0.00

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APPROVED BY: 

DATE: 9/16/2012



**CITY OF EL PASO  
 BID TABULATION FORM**

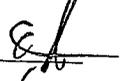


Bid Opening Date: August 29, 2012  
 Project Name: **AMBULANCE REMOUNTS**

Solicitation #: 2012-310  
 Department: **FIRE**

			LONE STAR EMERGENCY VEHICLES / BRAUN INDUSTRIES, INC. VAN WERT, OH					
ITEM	QUANTITY	DESCRIPTION OF ITEM	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)	UNIT PRICE	EXTENDED TOTAL (QUANTITY x UNIT)
5.	15	TRADE-IN ALLOWANCE (2005 FORD F450 CHASSIS) (15 CURRENTLY IN SERVICE)	\$3,000.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - 45,000.00) LESS TRADE-IN PRICE	\$0.00 PER INSTALLATION	(\$ - ____) LESS TRADE-IN PRICE	\$0.00 PER INSTALLATION	(\$ - ____) LESS TRADE-IN PRICE
6.	2 ea	TRADE-IN ALLOWANCE (2005 FORD F450 CHASSIS) (2 OUT OF SERVICE)	\$3,000.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - 6,000.00) LESS TRADE-IN PRICE	\$0.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - ____) LESS TRADE-IN PRICE	\$0.00 TRADE-IN ALLOWANCE PER CHASSIS	(\$ - ____) LESS TRADE-IN PRICE
<b>TOTAL NET PRICE (LESS TRADE-IN PRICE)</b>				<b>\$1,806,572.32</b> BIDDER'S PRICE: \$1,789,572.20		<b>\$0.00</b>		<b>\$0.00</b>

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APPROVED BY: 

DATE: 9/10/2012



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: August 29, 2012

Project Name: **AMBULANCE REMOUNTS**

Solicitation #: 2012-310

Department: FIRE

	<b>LONE STAR EMERGENCY VEHICLES / BRAUN INDUSTRIES, INC. VAN WERT, OH</b>		
<p><b>OPTION TO PURCHASE ADDITIONAL QUANTITY OF ITEMS</b> THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>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:</p> <p>TWO [2] ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:</p> <p>NO OPTION OFFERED</p>	<input type="checkbox"/>  <input checked="" type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>		
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>
BIDDER'S PROMISED DELIVERY: Within ___ consecutive calendar days	<b>120 DAYS</b> AFTER RECEIPT OF CHASSIS AND CITY MODULE		
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.			
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BIDS SOLICITED: 36	BIDS RECEIVED: 4	BIDS LOCAL: 2	NO BIDS: 1

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APPROVED BY: [Signature]

DATE: 9-10-2012

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. 13<sup>TH</sup> 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.  
KENNE DALE, 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 57<sup>TH</sup> 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

TAYLOR MADE AMBULANCES  
3704 MEDALLION PLACE  
NEWPORT, AR 72112

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

SMEAL  
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