

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

DEPARTMENT: Fire Department

AGENDA DATE: December 23, 2008

CONTACT PERSON/PHONE: Michael Calderazzo, 771-1071

Terrence Freiburg, Purchasing Manager, 541-4313

DISTRICT(S) AFFECTED: All

SUBJECT:

Ambulance purchase through HGACBuy

BACKGROUND / DISCUSSION:

In order to meet the City's ambulance needs, the El Paso Fire Department is requesting that City Council approve the purchase of three new ambulances through HGACBuy. The Department has six ambulance units down at this time with bad engines and transmissions. We have already replaced one transmission and are in the process of replacing two engines. These are timely and expensive repairs. By allowing the department to purchase three ambulances now with HGAC, the ambulances can be built and expedited immediately. More ambulances will be purchased using the formal bid process. Delivery of an ambulance using this method takes approximately 90-120 days longer because of the advertising and bidding process.

We have obtained three HGACBuy quotes from three HGACBuy vendors. Reliable Emergency Vehicles Inc. was the lowest responsive quote. The total to purchase three ambulances is \$543,653.68.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

No

AMOUNT AND SOURCE OF FUNDING:

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Total purchase amount for three ambulances is \$543,653.68.

Funding Information: Department-37150068, Account-508029, Fund-27507

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

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

LEGAL: (if required) _____

FINANCE: (if required) _____

DEPARTMENT HEAD: _____

(Example:

if RCA is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA: _____

CITY MANAGER: _____

DATE: _____

JOHN COOK
MAYOR

JOYCE WILSON
City Manager

TERRY FREIBURG
PURCHASING MANAGER



CITY COUNCIL
ANN MORGAN LILLY, DISTRICT 1
SUSANNAH M. BYRD, DISTRICT 2
EMMA ACOSTA, DISTRICT 3
MELINA CASTRO, DISTRICT 4
RACHEL QUINTANA, DISTRICT 5
EDDIE HOLGUIN JR., DISTRICT 6
STEVE ORTEGA, DISTRICT 7
BETO O'ROURKE, DISTRICT 8

To: Terrence Freiburg, Purchasing Manager
Letty Rivera, Procurement Analyst

From: Roberto Rivera, Fire Chief

Date: 12/16/08

Re: 2009-094 AMBULANCES - TYPE III - HGAC AM04-08


Authorized Signature DR Berger
For Roberto Rivera.

The El Paso Fire Department recommends utilizing HGACBuy contract AM04-08 to issue a \$543,653.68 purchase order to Reliable Emergency Vehicles Inc. for three Class III ambulances. The following are the factors used to evaluate the use of this procurement program as the best approach:

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

Yes. The El Paso Fire Department has at this time 6 units with blown engines and transmissions. We have other units in various states of repair. On average for the past several months, we have had only 0-2 available reserve units each day. Our ambulance fleet is constantly in various states of repair do to the severe duty nature of ambulance driving. New ambulances will help alleviate the number of vehicle breakdowns and help ensure timely emergency responses and transportation to area hospitals. This purchase is the first step in strengthening our ambulance fleet. More ambulances will be purchased using the lengthier formal bid process to acquire the remainder of ambulances needed by the El Paso Fire Department to ensure uninterrupted service.

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

Yes. These units will have the same layout and design as our existing frontline ambulances. Compartments, seating, equipment and work areas will all be set up the same. This ensures EMTs will be able to perform their jobs seamlessly between units.

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

No. First In, Inc. has a local office but the bid came from their Phoenix, AZ office. They quoted the highest price. The quote LFG El Paso Truck Service, LP was submitted by LTG Fire & Emergency in Albuquerque, NM. They were the second highest quote.

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

Yes. The El Paso Fire Department has purchased vehicles and equipment from First In, Inc.

Continue next page

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?*

Yes. Price is comparable and reasonable as compared to the following quotes.

Reliable Emergency Vehicles Inc.
\$543,653.68(Total for all three units)

LFG El Paso Truck Service, LP (Through LTG Fire & Emergency, Albuquerque, NM)
\$571,142.80 (Total for all three units)

First In, Inc.
\$648,433.00 (Total for all three units)

JOHN COOK
MAYOR

JOYCE WILSON
CITY MANAGER

ROBERTO RIVERA
FIRE CHIEF



CITY COUNCIL
ANN MORGAN LILLY, DISTRICT 1
SUSANNAH M. BYRD, DISTRICT 2
EMMA ACOSTA, DISTRICT 3
MELINA CASTRO, DISTRICT 4
RACHEL QUINTANA, DISTRICT 5
EDDIE HOLGUIN JR., DISTRICT 6
STEVE ORTEGA, DISTRICT 7
BETO O'ROURKE, DISTRICT 8

FIRE DEPARTMENT

To Mayor and Council
From Roberto Rivera, Fire Chief
Subject Ambulance Purchase Through HGAC
Date December 17, 2008

The El Paso Fire Department is requesting Council to approve the purchase three Ambulances through HGACBuy. We obtained three quotes from three different HGAC ambulance vendors.

Reliable Emergency Vehicles Inc.

Contact: Glenn Pratt/John Elliott

325-356-2516

PO Box 686, Comanche, TX 76442

\$182,684.56 (Subtotal G, Cost per unit)

\$548,053.68 (Subtotal G, times 3 units)

\$ -2,000.00 (less Subtotal E times 2, HGAC processing Charge per policy, one fee for all three vehicles)

\$ -2,400.00 (Less Final Inspection fee times 2, One trip fee for all three vehicles)

\$543,653.68 (Total for all three units)

LFG El Paso Truck Service, LP

Contact: Jack Leverage

505-340-2930

11650 Gateway Blvd. E, El Paso, TX 79927

(LTG Fire & Emergency, 1001 Candelaria, Albuquerque, NM, 87107)

\$191,047.60 (Subtotal H, Cost per unit)

\$573,142.80 (Subtotal H times 3 vehicles)

\$ -2,000.00 (Less Subtotal F times 2, HGAC processing charge per policy, one fee for all three vehicles)

\$571,142.80 (Total for all three units)



First In, Inc.

Contact: Chad Horne

800-352-4266

21432 North Central Ave, Phoenix, AZ 85024

\$219,811.00 (Subtotal H, Cost per unit)

\$659,433.00 (Subtotal H time 3 units)

\$ -9,000.00 (less subtotal G times 2, only 1 inspection trip required for all three units)

\$ -2,000.00 (less subtotal F times 2, HGAC processing charge per policy, one fee for all three vehicles)

\$648,433.00 (Total for all three units)

Reliable Emergency Vehicles Inc. is the lowest ambulance quote.





CONTRACT PRICING WORKSHEET
For MOTOR VEHICLES Only

Contract No.:

AM04-08

Date Prepared:

12/12/2008

This Worksheet is prepared by Contractor and given to End User. If a PO is issued, both documents MUST be faxed to H-GAC @ 713-993-4548. Therefore please type or print legibly.

Buying Agency:	CITY OF EL PASO FIRE DEPARTMENT	Contractor:	Reliable Emergency Vehicles Inc.
Contact Person:	TERRY KEBSCHULL	Prepared By:	GLENN PRATT/JOHNA ELLIOTT
Phone:	915-771-1076	Phone:	325-356-2516
Fax:		Fax:	325-356-2517
Email:	KEBSCHULLTK@ELPASOTEXAS.GOV	Email:	EMERGENCYVEHICLEADMIN@VERIZON.NET

Product Code:	LA17	Description:	Ambulance: Type III 164 MD Commando
---------------	------	--------------	-------------------------------------

A. Product Item Base Unit Price Per Contractor's H-GAC Contract: 123552.02

B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
PLEASE SEE ATTACHED EXEL DOCUMENT			
TITLED EL PASO NON AIRPORT ORDER			
PUBLISHED OPTIONS TAB			
AMBULANCES WILL BE BUILT OFF OF ATTACHED			
QUOTE WRITER SALES ORDER (THESE ARE			
ATTACHED AS PDF DOCUMENTS.)			
THESE DOCUMENTS WILL BE THE ONES THAT ARE			
SUBMITTED TO ENGINEERING AT MARQUE			
WHO WILL THEN FORWARD DOCUMENTS TO THE			
DISTRIBUTOR AND TO THE END CUSTOMER		Subtotal From Additional Sheet(s):	39185.25
FOR APPROVAL FOR THE FINAL PRODUCTION		ORDER	Subtotal B: 39185.25

C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
PLEASE SEE ATTACHED EXCEL DOCUMENT			
TITLED ELPASO NON AIRPORT ORDER		Subtotal From Additional Sheet(s):	15247.29
NON PUBLISHED OPTIONS TAB		Subtotal C:	15247.29

Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: 9%

D. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C):

Quantity Ordered:	1	X Subtotal of A + B + C:	177984.56	=	Subtotal D:	177984.56
-------------------	---	--------------------------	-----------	---	-------------	-----------

E. H-GAC Order Processing Charge (Amount Per Current Policy) Subtotal E: 1000

F. Trade-Ins / Other Allowances / Special Discounts / Freight / Installation

Description	Cost	Description	Cost
DELIVERY FOR 1 AMBULANCES	2500		
FINAL INSPECTION TRIP	1200		
		Subtotal F:	3700

Delivery Date: **G. Total Purchase Price (D+E+F):** 182684.56



CONTRACT PRICING WORKSHEET
For Standard Equipment Purchases

Contract No.:

AM04-08

Date Prepared:

03/12/2008

This Form must be prepared by Contractor, and provided to End User to attach to Purchase Order, with copy to H-GAC. The H-GAC administrative fee shall be calculated and shown as a separate line item. Please type or print legibly.

Buying Agency:	El Paso Fire Department	Contractor:	LFG El Paso Truck Service, LP
Contact Person:	Terry Kebschull, Captain Logistics	Prepared By:	Jack Leverage
Phone:	915 771 1076	Phone:	505 340 2930
Fax:	915 771 1027	Fax:	505 341 9478
Email:	kebschulltk@elpasotexas.gov	Email:	jleverage@lfgemergency.com

Product Code:	CA04	Description:	C4500 Chief XL Select
---------------	------	--------------	-----------------------

A. Product Item Base Unit Price Per Contractor's H-GAC Contract: \$ 138,324.00

B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
B025 Kelderman Air Ride System with load lowering feat	\$ 6,660.00	F400 Whelen TAL85 Traffic Adviser	\$ 1,005.00
C082 Vanner 20-1000-CUL 1050 watt inverter/charger w/	\$ 1,214.00	D105 Whelen 900 Module Warning lights IPOS Halogen	\$ 1,307.00
C105 Aux AC/heat 12VDC/110VAC w/ separate shoreline	\$ 4,379.00		
C280 RV type electric slide out step curb side door	\$ 799.00		
U100 Prestige Upgrade Package	\$ 12,990.00		
E085 Locate O2 compartment in front left exterior compartment	\$ 169.00		
F600 Zico hydraulic O2 tank lift in exterior left front compartment	\$ 2,663.00		
			Subtotal B: \$ 31,186.00

C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
Interior cabinet changes (Streetside, curbside & front wall)	\$ 12,101.82	Welded plate 12" from inside top of OSS #4	\$ 75.75
Chevrons on outside of rear doors/chevrons on bottom inside of OSS door (red/yellow)	\$ 1,812.95	Whelen Freedom light bar LED (front)	\$ 1,638.22
4" reflective stripe IPOS 8" KKK standard	\$ 635.29	Subtotal From Additional Sheet(s): Page # 2	\$ 7,153.08
			Subtotal C: \$ 23,417.11

Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: 15%

D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)

Description	Cost	Description	Cost
		Delivery 1593.23 miles X \$1.72 per mile	\$2,740.26
			Subtotal D: \$2,740.26

E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)

Quantity Ordered:	1	\$195,667.37	= Subtotal E: \$ 195,667.37
-------------------	---	--------------	-----------------------------

F. HGAC FEES 1 Subtotal F: \$ 1,000.00

G. Trade-Ins / Other Allowances / Special Discounts

Description	Cost	Description	Cost
Multi unit Discount 2.5%(\$4922.77) per unit Must be 3 units To Qualify	-\$4,922.77		
Deleted Items (\$697.00) per unit X 7	-\$697.00	None	
			Subtotal G: -\$5,619.77

Delivery Date: 180 Days **H. Total Purchase Price (E+F+G):** \$ 191,047.60

