



City of Grand Island

Tuesday, December 15, 2009

Council Session

Item G7

#2009-311 - Approving Bid Award for (1) Used Ambulance

Staff Contact: Troy Hughes

Council Agenda Memo

From: Troy Hughes, Fire Chief

Meeting: December 15, 2009

Subject: RFP for Used Ambulance

Item #'s: G-7

Presenter(s): Troy Hughes, Fire Chief

Background

The Grand Island Fire Department is faced with an ever increasing demand for emergency medical response. Throughout the 1990s, GIFD had a fleet of eight ambulances. This fleet size allowed two ambulances to be located at each fire station. Emergency medical call volume at that time was less than 2000 per year. In about 2000, the department acquired one new unit and disposed of the two oldest units, therefore reducing the fleet from eight to seven. Today, the department runs more than 4000 emergency medical calls per year. The demand on the ambulance fleet has more than doubled what it was in 2000. The recent past has provided GIFD much insight regarding the value of reserve ambulances. Over the course of a few months, one ambulance was totaled in a collision and the newest GIFD unit developed chronic mechanical problems. These unforeseen situations left the department with only five running units (two with over 100,000 miles). This situation greatly emphasized the value of reserve units. This purchase will return the ambulance fleet to eight units as it was in the 1990s.

Funds for this purpose were not included in the 2009-2010 budget as it was adopted. Funding for this unit is being suggested to come from the 2009-2010 Fire Department capital improvement budget. The budget line (land improvements - 10022101 85608) was set aside for concrete work at two fire stations. Fire Administration evaluated the departments greatest needs and it was determined that the best use of budgeted funds would be accomplished by completing the concrete work at Fire Station 2 on Broadwell Ave and pushing back the concrete work at Fire Station 3 on South Webb Road. This action would free up funds to purchase a used ambulance. It seemed clear to fire administration that having an ambulance available to provide life saving care was a higher priority than cracked concrete.

This proposal was taken to City Administrator Pederson and he concurred with Chief Hughes that in light of the demand being placed on the existing ambulance fleet this would be a higher priority for the use of city funds. Subsequently, the fire department formulated and sent out requests for proposals to supply a used ambulance. Seven proposals were received and evaluated.

Discussion

The seven proposals were scored and the proposal from Penn Care Inc. of Niles, Ohio scored the highest. Proposals were scored in six areas, price, age and miles, maintenance history, storage/load carrying capacity, design consistency with current GIFD units, and general condition. Penn Care Inc. submitted a proposal for a 1996 Freightliner/Horton medium duty ambulance. This ambulance appears to be in good overall condition and has only 21,510 miles on it. The proposed price is \$23,900 with a shipping cost of \$1,642 for a total cost of \$25,542.

The former owner of this unit, Lyndhurst Ohio Fire Department, was contacted by Chief Hughes. Hughes learned from this conversation with the Lyndhurst Fire Chief that this unit had been well cared for and is still functional. Lyndhurst is a densely populated area of four square miles containing about 17,000 people. This unit was replaced by a rotation policy based upon age alone. It was not replaced due to mechanical failure and should serve GIFD well in a reserve role. Buying a used ambulance is a new proposal for GIFD. This purchase will be watched closely and evaluated for financial value to our organization.

Alternatives

It appears that the Council has the following alternatives concerning the issue at hand. The Council may:

1. Move to approve
2. Refer the issue to a Committee
3. Postpone the issue to future date
4. Take no action on the issue

Recommendation

City Administration recommends that the Council approve the Penn Care Inc. proposal at a total cost of \$25,542. It is also recommended that this purchase be subject to a mechanical inspection by Allen Hoffman of Fleet Services and EMS Division Chief Shubert prior to accepting delivery of this unit.

Sample Motion

Move to approve.

Results of RFP - Used Ambulance - December 2, 2009

Company	Price / Pts 20		Age and Miles / Pts 20		Maintenance History / Pts 15		Storage/Load capacity / Pts 15		Design Consistency / Pts 15		General Condition / Pts 15		Point Total (100)
Palmer Fire Department 1994 - Type 3	\$ 20,000	15	15 yrs - 32,964	5	Complete	15	Consistent	10	Color scheme	5	Good	15	65
Life Star 2001 - Medium Duty	\$ 25,315	15	8 yrs - 67,619	10	Attempt to locate	10	Greater	15	Color scheme - doors	10	Interior	10	70
US Coach Works 2004 - Type 1	\$ 29,900		5 yrs - 158,218		Will Provide		Consistent		Color		Good		Does not meet mileage requirement
US Coach Works 2001 - Type 1	\$ 21,500		8 yrs - 154,300		Will Provide		Consistent		Consistent		Good		Does not meet mileage requirement
US Coach Works 2010 - Type 3	\$ 84,000	0	0 yrs - Re-chassi:	20	Will Provide	10	Cab & exterior comparments	5	As requested	15	Re-chassis	15	Price 65
US Coach Works 2010 - Type 3	\$ 69,500	5	unknown - demo	15	Will Provide	10	Less	5	Compartments	10	Good - new demo	15	Price and Compartments 60
Penn Care 1996 - Medium Duty	\$ 23,900	20	13 yrs - 21,510	10	Will Provide	10	Greater - It rear compartment	15	Color scheme - left rear	10	Good	15	80



Wes Nespor, Purchasing Agent

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Better Tomorrow, Today*

**REQUEST FOR PROPOSAL
FOR
(1) USED AMBULANCE**

RFP DUE DATE: December 2, 2009 at 4:00 p.m.

DEPARTMENT: Fire

PUBLICATION DATE: November 11, 2009

NO. POTENTIAL BIDDERS: 30

SUMMARY OF PROPOSALS RECEIVED

US Coachworks
Kansas City, MO

Palmer Fire Department
Palmer, NE

Life Star Rescue, Inc.
Van Wert, OH

Penn Care Public Safety Technology
Niles, OH

cc: Troy Hughes, Fire Chief
Jeff Pederson, City Administrator
Dale Shotkoski, City Attorney

Chris Hoffman, Fire Admin. Assist.
Mary Lou Brown, Finance Director
Wes Nespor, Purchasing Agent

P1384



RESOLUTION 2009-311

WHEREAS, the City Of Grand Island sent out requests for proposals to various venders to supply a used ambulance meeting six areas of criteria for the Grand Island Fire Department. Seven proposals were received and evaluated; a copy is on file with the City Clerk; and

WHEREAS, on December 2, 2009 requests for proposals were received, opened and reviewed; and

WHEREAS, the proposal from Penn Care, Inc of Niles, Ohio scored the highest in these areas: price, age and miles, maintenance history, storage/load carrying capacity, design consistency with current GIFD units and general condition. Their proposal is for a 1996 Freightliner/Horton medium duty ambulance with 21,510 miles with a proposed price of \$23,900 plus shipping of \$1,642 making a total cost \$25,542; and

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the proposal of Penn Care, Inc of Niles, Ohio in the amount of \$25,542 for one 1996 Freightliner/Horton medium duty ambulance is hereby approved.

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Adopted by the City Council of the City of Grand Island, Nebraska, on December 15, 2009.

Margaret Hornady, Mayor

Attest:

RaNae Edwards, City Clerk