

BOAR OF BIDS AND CONTRACTS NOVEMBER 7, 2013

2. AMBULANCE REMOUNTS - EMERGENCY MEDICAL SERVICES & FLEET MANAGEMENT
FUNDING -- VEHICLE ACQUISITION
 (Request sent to 109 vendors)

RFP #13-0090 Contract

		Halcore Group, Inc., dba American Emergency Vehicles	Wheeled Coach Industries, Inc., dba Marque Emergency Vehicles	Southeastern Specialty Vehicles	US Coachworks*
Each, Ambulance remount		\$79,560.00	\$75,018.94	\$74,099.00	\$65,228.00
Each, Chassis		\$26,295.00	\$31,983.99	\$30,900.00	\$32,357.00
Each, Refrigeration unit		\$4,328.00	\$2,209.50	\$6,500.00	no bid
Each, Credit for old chassis		(\$2,500.00)	(\$2,650.00)	(\$2,650.00)	(\$5,000.00)
Delivery		90 days after receipt of chassis and ambulance	90 days after receipt of chassis and ambulance	90 days after receipt of chassis and ambulance	90 - 120 days
Vendor Charge for Additional Options					
1. Rear door handle replacement	ea.	\$75.00	\$93.60	\$75.00	\$35.00
2. Cab running boards, both sides	set	\$300.00	\$247.52	\$500.00	\$350.00
3. Replacement of all rub rails	per vehicle	\$500.00	\$265.20	\$300.00	\$300.00
4. Replace stone guards & corner caps	per vehicle	\$100.00	\$265.20	\$100.00	\$150.00
5. Ceiling panel replacement	per vehicle	\$380.00	\$312.00	\$1,500.00	\$850.00
6. Interior dome light replacement	per vehicle	\$400.00	\$240.00	\$125.00	\$125.00
7. Front light bar replacement	ea.	\$1,850.00	\$1,837.00	\$2,000.00	\$2,000.00
8. Laminate replacement	sq. ft.	\$15.00	\$9.21	\$20.00	\$20.00
9. Replace attendants seat	ea.	\$895.00	\$1,126.32	\$800.00	\$850.00
10. Rear seat belt replacement	ea.	\$200.00	\$86.84	\$300.00	\$200.00
11. New oxygen system	ea.	\$750.00	\$998.66	\$1,000.00	\$375.00
12. New suction system	ea.	\$200.00	\$250.50	\$250.00	\$250.00
13. Stryker cot mount hardware	per vehicle	\$750.00	\$546.00	\$500.00	\$750.00
14. Door latch handle replacement	ea.	\$92.00	\$58.00	\$80.00	\$175.00
15. Door paddle replacement	ea.	\$90.00	\$52.00	\$80.00	\$100.00
16. Door grab handle replacement	ea.	\$67.00	\$41.75	\$150.00	\$80.00
17. Door shock replacement	ea.	\$35.00	\$20.80	\$55.00	\$50.00

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Vendor Charge for Additional Options		Halcove Group, Inc., dba American Emergency Vehicles	Wheeled Coach Industries, Inc., dba Marque Emergency Vehicles	Southeastern Specialty Vehicles	US Coachworks*
1. Window replacement	ea.	\$134.00	56.16**	\$166.67	\$150.00
2. Replace "BlueEye Beam" spot light	ea.	\$90.00	\$72.80	\$75.00	\$85.00
3. Replace "Bus Flooring" in I/O compartment	ea.	\$129.00	\$167.00	no bid	\$75.00
4. Replace interior Plexiglass frames/felt	ea.	\$75.00	\$114.00	\$500.00	\$75.00
5. Minor body damage repair (dents and scratches)	per hr.	\$75.00	\$85.00	no charge	\$60.00
6. Replace license plate light with LED plate	ea.	\$36.00	\$15.60	STD	\$50.00
7. Pre-construction meeting	1 trip	\$2,750.00	\$3,000.00	\$1,500.00	\$500.00
8. Final inspection	1 trip	\$2,750.00	\$3,000.00	\$1,500.00	\$500.00
No Bid		Foster Coach	Professional Ambulance	Emergency Services Supply	K & L Safety Products

*Did not meet specification, not a participant in the For Remount Qualified Vehicle Modifier Program (QVM).

**Repair only

On the recommendation of Gunda Angelica, on behalf of Emergency Medical Services and Fleet Management, David Spears moved to **accept the proposal from Halcove Group Inc., dba American Emergency Vehicles (AEV) at contracted rates listed above for the chassis current model year, with a not to exceed 3% increase for subsequent model years on conversion and components for a contract period of three (3) years.** Tim Kaufman seconded the motion. The motion passed unanimously.

Responses were evaluated based on meeting qualifications outlined in the RFP, specifications, references, cost and overall approach to the project. Experience with AEV's new ambulances has proven to be of exceptional quality when compared to prior ambulance purchases.

The county's purchase of new AEV ambulances was for \$164,972.00 each. The price of a current model year remounted ambulance through AEV is estimated at \$107,683.00, which is a savings of over \$57,000.00 per ambulance. Possible combined trips for pre-build and final inspection to the manufacturing facility for both new and remount purchases would result in additional savings to Sedgwick County Emergency Medical Services.

Ford QVM (Qualified Vehicle Modifier) Program is Ford Motor Company's quality recognition given to aftermarket adaptive equipment installers that meet manufacturing "best practice" guidelines. Ford Motor Company developed the QVM program to assist builders in achieving greater levels of customer satisfaction and product acceptance through the manufacturing of high quality conversion vehicles. To qualify as a QVM, a modifier must be successfully evaluated by Ford Motor Company on criteria such as engineering, the manufacturing process, quality control and adherence to Ford guidelines.