

BOARD OF BIDS AND CONTRACTS APRIL 13, 2017

**3. FOUR WHEEL DRIVE UTILITY BED FIRE SQUAD TRUCKS -- SEDGWICK COUNTY FIRE DISTRICT #1
FUNDING -- FIRE ADMINISTRATION**

(Request sent to 121 vendors)

RFB #17-0042 S/C #8000106708

	Qty.	Rusty Eck Ford		Davis-Moore Automotive, Inc.		Marshall Motor Co, Inc.	
		Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost
Four Wheel Drive Utility Bed Fire Squad Trucks	2	\$72,237.00	\$144,474.00	\$71,565.00	\$143,130.00	\$71,230.00	\$142,460.00
Make & Model		2017 550-XLT Crew Cab 4WD		2017 RAM 5500 Crew Cab 4X4		2017 RAM 5500 Crew Cab 4X4	
Manuals: One complete set Paper or CD-ROM	2	\$180.00	\$360.00	Included		Included	
	Total	\$144,834.00		\$143,130.00		\$142,460.00	
Delivery Date		120-130 Days		8-12 Weeks		8/1/2017	
No Bids		Hatchett Hyundai West		Regional Hyundai		Cable Dahmer Automotive Group	

On the recommendation of Britt Rosencutter, on behalf of Sedgwick County Fire District #1, Jennifer Dombaugh moved to **accept the low bid from Marshall Motor Co., Inc. in the amount of \$142,460.00**. Richard Powell seconded the motion. The motion passed 4 to 1 with Linda Kizzire voting No.

These vehicles are used as first response trucks for medical emergencies and grass fires.

These are replacement vehicles. Surplus will be sold on Purple Wave.

Questions and Answers:

Linda Kizzire asked: "These are your flatbeds that primarily come out for medical emergencies to start with or are these a different kind of truck?"

Brian Richey (Fire Department) answered: "These are basically replacing our squad vehicles. Basically our first responding vehicles on most medical calls, grass fires or other calls that just require two people. They have a little pump in the back that put out brush fires, trash fires, etc."

Linda Kizzire asked: "That equipment was made specifically for these new vehicles?"

Brian Richey answered: "Actually, we buy new equipment to go on those and they are out for bid as we speak. We typically outfit these new trucks with all new equipment because the old equipment usually is no longer worthy to move over to the new vehicles."

Tom Golden asked: "So you don't control exchange any of the old equipment that comes off of the old vehicles to put on the new vehicles?"

BOARD OF BIDS AND CONTRACTS APRIL 13, 2017

Brian Richey answered: "In it's entirety, no. We do move some stuff, but the most critical stuff like the fire pump that is in the back, the motors typically get worn out once we go through about five to six grass fire seasons. Those are based off of our trends over the last several years."

Tom Golden asked: "Can I ask that when we get bids like this that we get a picture of these vehicles so that we can see them and understand what we are saying yes to, because sometimes a simple description doesn't really give us the information that we need to make a better decision?"

Joe Thomas answered: "Yes, sir. We'd be glad to."

Talaya Schwartz asked: "The motor that you were talking about lasts five to six grass fires and then you have to replace it. So you're replacing the motor on the same vehicle for that pump several times before you're actually replacing the vehicle?"

Brian Richey answered: "Let me clarify. When we outfit a squad, that squad has a truck engine and then in the back we have another motor that runs the fire side. That is where we see our failures. To replace those small motors cost us about \$3,000-\$4,000 for each one."

Talaya Schwartz asked: "Do you have to replace the entire vehicle to replace that pump?"

Brian Richey answered: "No."

Tom Golden asked: "Does Fleet do the maintenance for the Fire District vehicles or do you guys have a separate contract or have someone in house that can work on those vehicles?"

Brian Richey answered: "I have myself and another employee in house that does the maintenance on those vehicles. About 95-98% of all of the maintenance done for Segwick County Fire District is done by myself or my co-worker."

Linda Kizzire asked: "It's five to six fire seasons not five to six fires, right?"

Brian Richey answered: "Yes, five to six fire seasons."

Tom Golden asked: "Do you know if the vehicles that we are replacing have reached their maximum use of life?"

Brian Richey answered: "Yes, most of the trucks that we are replacing are 12-15 years old."

Tom Golden asked: "Do you keep any of these in reserve?"

Brian Richey answered: "Yes, we have two reserves. The best of the oldest."

Richard Powell asked: "In looking at the responses I've noticed that we have several different manufacturers of vehicles. When we talk about moving the existing old equipment over to a new truck, is it compatible to move it from one brand to another?"

BOARD OF BIDS AND CONTRACTS APRIL 13, 2017

Brian Richey answered: "All of our communications equipment moves over quite easily, it is not brand specific. However, when we talk about moving the other equipment, not all of that stuff does fit so we have to buy new equipment to make it fit to another make/model."

Tom Golden asked: "Does it make sense to standardize the equipment?"

Brian Richey answered: "It has its benefits but it's not always the lowest cost when we bid equipment."

Joe Thomas stated: "According to the Charter, we don't want to make the specifications so tight that you impede the competition. If you're stuck with a Ford, you don't get the ability to have the other manufacturers at a competitive price."

Tom Golden stated: "I would argue that it probably makes good business sense if we had a standardized fleet of vehicles. I don't believe that we'd be impinging on competition, we just have to find more Chevrolet, Ford, Dodge, etc. dealers to try to encourage them to bid on this because I think if you're able to swap equipment on and off a vehicle I would think that would be more cost effective."

Brian Richey added: "Standardization of equipment is huge for operator safety and it does have its value."

Tom Golden asked: "Is that something that we're not able to do, Joe?"

Joe Thomas answered: "Not on this particular piece of equipment, but last year we had a piece of equipment that became a point of contention because the commissioners said it should not have been restricted to one manufacturer. The complaint was from the other manufacturers that having one manufacturer causes complaints saying that you have restricted this competition and you're going against your Charter. We've seen over the years that when we get away from having such restricted specifications we avoid those type of vendor protests."

Misha Jacob-Warren stated: "Going along with what Joe was saying, from the legal aspect of it, I think if there is a business need for a particular bid to maintain a standardization that can legitimately be justified as in all of the equipment that we're outfitting on this truck cannot be outfitted on this make, that's certainly understandable. Absent those type of restrictions, it would be a violation of the Charter and you would face potential protests."

Tom Golden answered: "I think it is a legitimate business ask. We are not trying to restrict anybody, but on the same token why would we have such a fleet of vehicles that we couldn't swap this equipment out very easily, especially in the case that a vehicle is down?"

Joe Thomas answered: "As Misha brought out, we've done this in the past when there is a proven business need. In that case, the onus is on the department because when those protests come up they must be ready to justify and defend. If we don't have that, that is where we have to be very careful."

Tom Golden asked: "So what are the majority of your vehicles, Captain?"

Brian Richey answered: "Most of it is Ford. This will be our first Dodge vehicles. We're saving about \$5,000-\$6,000 per vehicle."

Linda Kizzire asked: "I'd like to know where Marshall Motor Co., Inc. is located?"

Britt Rosencutter answered: "Salina, Kansas."

BOARD OF BIDS AND CONTRACTS APRIL 13, 2017

Linda Kizzire stated: "I'd like to state for the record that I will be voting No on these vehicles due to the very minimal amount of difference between Marshall Motor Co., Inc. and two of our local vendors. Davis-Moore Automotive, Inc. pays \$244,000+ per year in taxes to Sedgwick County and Rusty Eck Ford pays almost \$265,000 per year in taxes to Sedgwick County."