ITEMS REQUIRING BOCC APPROVAL
July 8, 2021
3 (Items)

1. **ROCK SALT -- PUBLIC WORKS**
   FUNDING -- PUBLIC WORKS
   (Request sent to 44 vendors)

   RFB #21-0039 Contract

	Central Salt, LLC		
	Quantity	**Unit of Measure**	**Price Per Ton**
Rock Salt (per specs stated above) (Commodity pricing only)	3,500	Tons	$29.00
Delivery cost per ton to: Sedgwick County West Yard, located at 4701 S. West Street Wichita, Kansas 67217. (Trucking Services only)	N/A	N/A	$13.81
Acknowledge Addenda	Yes		
	EnviroTech Services, Inc.		
	Quantity	**Unit of Measure**	**Price Per Ton**
Rock Salt (per specs stated above) (Commodity pricing only)	3,500	Tons	$60.00
Delivery cost per ton to: Sedgwick County West Yard, located at 4701 S. West Street Wichita, Kansas 67217. (Trucking Services only)	N/A	N/A	$79.00
Acknowledge Addenda	No		
	Hutchinson Salt Company		
	Quantity	**Unit of Measure**	**Price Per Ton**
Rock Salt (per specs stated above) (Commodity pricing only)	**3,500**	**Tons**	**$30.67**
Delivery cost per ton to: Sedgwick County West Yard, located at 4701 S. West Street Wichita, Kansas 67217. (Trucking Services only)	**N/A**	**N/A**	**$10.20**
Acknowledge Addenda	**Yes**		
	TR International Trading Company		
	Quantity	**Unit of Measure**	**Price Per Ton**
Rock Salt (per specs stated above) (Commodity pricing only)	3,500	Tons	$85.00
Delivery cost per ton to: Sedgwick County West Yard, located at 4701 S. West Street Wichita, Kansas 67217. (Trucking Services only)	N/A	N/A	$42.90
Acknowledge Addenda	Yes		
No Bids	Associated Material & Supply Co Inc.	Brody Chemical	Cargill, Inc.
	Compass Minerals	Fremar Corporation	Independent Salt Company
	Nachurs Alpine Solutions Industrial	NX Supply Group	Patton Truck and equipment, LLC
	Scotwood Industries	Tow Service, Inc.	Williams Diversified Materials, Inc

On the recommendation of Josh Lauber, on behalf of Public Works, Anna Meyerhoff moved to **accept the overall bid from Hutchinson Salt Company at the rates listed above and establish contract pricing for two (2) years with three (3) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

Notes:
The county's estimated annual usage is 3,500 tons. This will be used to mix with sand to refill the county's salt domes in preparation for winter weather.

Hutchinson Salt Company provided the overall low bid for delivered pricing. The majority of salt purchased by the department will be delivered by the awarded vendor. This vendor held the previous contract.

BOARD OF BIDS AND CONTRACTS JULY 8, 2021

2. COMPUTER EQUIPMENT, PERIPHERALS & RELATED SERVICES - VARIOUS COUNTY DEPARTMENTS
FUNDING - VARIOUS COUNTY DEPARTMENTS
(Joint Governmental Purchase NASPO Valuepoint Contract #MNWNC-108; State of Kansas Contracts #40400; 40400A; 40400B; 40400J)

#21-2032 Contract

Computer Equipment, Peripherals & Related Services	**Dell Marketing L.P.**
	CDW Government LLC
	SHI International Corporation
	Convergeone Inc.
	Pricing listed on above NASPO Valuepoint contract

On the recommendation of Josh Lauber, on behalf of various county departments, Anna Meyerhoff moved to **utilize the NASPO Valuepoint contract number #MNWNC-108, State of Kansas contracts #40400; #40400A; #40400B; #40400J with the vendors listed above through July 31, 2022 with options to renew as indicated by the participation of the lead agency State of Minnesota.** Jennifer Blasi seconded the motion. The motion passed unanimously.

Dell Marketing L.P. is the manufacturer and reseller of computer hardware and peripherals. CDW Government LLC, SHI International Corporation, and Convergeone, Inc. are Dell authorized resellers. Dell hardware is the county standard for deskops, laptops and servers. County DIT staff are certified to repair Dell hardware without voiding any manufacturer warranties. Typically, desktop and laptop computers are on a three (3) - five (5) year replacement cycle and servers are on a five (5) year replacement cycle.

This spend will fluctuate from year to year depending on the needs of each department.

Notes:
Additional information found at the following:

https://www.naspovaluepoint.org/portfolio/computer-equipment-peripherals-related-services-2015-2021/

https://www.delltechnologies.com/en-us/industry/state-local-government/contracts/naspo-computer/index.htm#accordion0
The State of Minnesota published competitive soliciation #MNWNC-102 in 2013. From vendor proposal submissions NASPO Valuepoint created unique contract agreements with multiple vendors that from Dell Marketing L.P. yielded contract #MNWNC-108.

The county spent $1,007,653.04 in 2019 and $1,650,846.01 in 2020 for Dell Marketing, L.P.

Questions and Answers

Russell Leeds: We are siting four (4) contracts through the State of Kansas and the NASPO Valuepoint contract. How are these vendors related to the different contracts?

Josh Lauber: The NASPO Valuepoint is the source contract with the lead agency in this instance. The State of Kansas piggybacked the NASPO Valuepoint contract. Specifically the the NASPO contract through Dell Marketing L.P. is the source agency contract and then VAR or value added resellers CDW Government LLC, SHI International Corporation and Convergeone Inc. are the State of Kansas are the contracts with the letters after them. The 4400 is the source agency through Dell.

3. AMBULANCES AND REMOUNTS - EMERGENCY MEDICAL SERVICES (EMS) / FLEET MANAGEMENT

FUNDING -- FLEET MANAGEMENT

(Joint Governmental Purchase - HGACBuy Contract No. AEV-AM10-20)

#21-2036 S/C Pending

		American Response Vehicles (ARV) & American Emergency Vehicles (AEV)	
	Qty.	**Unit Cost**	**Extended Cost**
2022 AEV Traumahawk Type III X-Series LTD **Custom Ambulances** Ford E-450, 7.3L V8 Gasoline Engine	7	**$245,428.86**	**$1,718,002.02**
Delivery date		**240-270 days after confirmation of shop order**	
2022 AEV Traumahawk Type III X-Series LTD **Custom Remount Ambulances** Ford E-450, 7.3L V8 Gasoline Engine	2	**$154,558.00**	**$309,116.00**
Delivery date		**120 days after receipt**	
Total		**$2,027,118.02**	

On the recommendation of Joe Thomas, on behalf of EMS and Fleet Management, Linda Kizzire moved to **utilize HGACBuy Contract No. AEV-AM10-20 with American Response Vehicles (ARV) & American Emergency Vehicles (AEV) in the amount of $2,027,118.02.** Tim Myers seconded the motion. The motion passed unanimously.

Sedgwick County Fleet Management and EMS partnered with American Emergency Vehicles (AEV) in the construction of all new ambulances in 2012. Since that time, the county has taken delivery of 25 new ambulances from AEV since 2012. Of those 25 ambulances, we currently have 23 AEV ambulances in our service today. The remaining 6 ambulances we are using, were manufactured by our previous vendor, Medtec Corporation.

In 2013, AEV started remounting all our current ambulances (both AEV and Medtec) and have completed 17 remounts between 2014 and 2017. The remount process is where the ambulance module, or box, is removed from the vehicle chassis. The box is completely refurbished with new flooring, seats, interior cabinet doors, paint, and decals. All electrical systems are tested and evaluated for any upgrades. Broken or damaged interior and exterior compartments are repaired and the heating and cooling system is evaluated for repairs. The box is then placed on a new, current model year chassis, then delivered back to Sedgwick County.

Ambulances are made-to-order products with various layouts and requirements. EMS requires standardization in the construction of its ambulances. This is critical in order to facilitate timely response and care of patients. This standardization also provides a safer working environment for responders when working on-scene with patients. This standardization is also endorsed by our Ambulance Accreditation, CAAS (Commission on Accreditation of Ambulance Services). The county currently has 29 front line ambulances in the fleet, all built to the same specifications.

For an ambulance to qualify under the HGACBuy Group, it must meet 75% of the base standard published options group. The customized portion of the ambulance cannot exceed 25% of the construction. The specifications for Sedgwick County's ambulances meet the 75% base standard and consists of just 5% customizable options.

AEV is in Jefferson, North Carolina and produces about 1,400 of the 5,000 new ambulances constructed in the United States every year. AEV's parent company, REV Group, owns five (5) other ambulance manufacturers and along with AEV, constructs 45% - 50% of all new ambulances produced in the United States.

The ambulance modules (box) used by AEV are constructed by Mickey Truck Bodies (Mickey) in High Point, North Carolina. Mickey is a national company that has been in business since 1904. Mickey manufactures aluminum beverage truck bodies, beverage trailers, dry freight, refrigerated van bodies, emergency vehicles, and specially engineered equipment for customers throughout the U.S. and more than 50 other countries. Mickey only produces ambulance modules for AEV and they have been working together since 1991.

Notes:
All ambulances are required under the Federal KKK-A-1842F to be compliant with all minimum federal safety standards. AEV sets the industry standard for vehicle safety. AEV is the only ambulance manufacturer that has performed extensive crash testing on their ambulances and complies with the Federal Motor Vehicle Safety Standard. They also work with the Society of Automotive Engineers (SAE) in the design and testing of occupant seating and restraint systems for personnel being transported in the patient compartment. AEV has also made Fleet Management an authorized warranty repair center for all county ambulances.

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. AEV has been a member of the Ford QVM program since 2010. AEV has also been recognized as a "Carolina Star Worksite" by the North Carolina Department of Labor for total commitment to creating and maintaining a safe and healthy workplace.

In 2020, the EMS call volume was 65,708 calls with 43,370 patients transported. As a service, we have driven 1,043,570 miles in 2020 and are targeted to drive close to 1,075,000 miles by the end of 2021.

A new ambulance from AEV will cost $245,428.86 and will have a life span of three (3) to five (5) years depending on miles driven and overall condition. A remounted ambulance costs $154,558.00 and will also have the same three (3) to five (5) year life span. The cost savings for remounting an ambulance versus purchasing new is $90,870.00 per ambulance. Over the next five (5) years, EMS and Fleet anticipate remounting 24 ambulances, saving the county $2,180,880.00 as opposed to purchasing new ambulances.

Questions and Answers

Russell Leeds: In this case, we are going to replace seven (7) ambulances new buys, then we are going to remount two (2), can someone speak about the remount process?

Paul Gibson: What was your question again?

Russell Leeds: On the remounts, we talk about removing the module which is the big box on the back?

Paul Gibson: Correct.

Russell Leeds: After they have gone through, refurbished and made repairs then they mount it on a new chassis?

Paul Gibson: Correct.

Russell Leeds: Can you talk about what happens with the drivetrain, engine and transmission?

Paul Gibson: We get a brand new chassis, which is the cab, engine, drivetrain, and all six (6) wheels on the ground. The old chassis is returned to AEV as a trade-in value. It shows in the proposal how much the trade-in value is for that chassis. We are essentially getting a brand new truck with a refurbished module on the back.

Russell Leeds: In your notes, that is about a $90,000.00 savings?

Paul Gibson: Yes, as compared to a new truck.

Russell Leeds: Remounts occur somewhere around the five (5) year mark?

Paul Gibson: We run with the same criteria as a new truck. Same miles and point system, we base it the exact same way. We have only been remounting trucks once because after eight (8) to ten (10) years with that box we fall behind in the market on safety and technology. Medtec Corporation made the previous trucks we had and they were finding stress fractures in the module skin and frames. We were not safe remounting it a second time. AEV modules stood up to both new construction and remount. It is something we could explore in the future if we wanted to remount an additional time.

Russell Leeds: You are replacing seven (7) of the ambulances, they will be new chassis and new boxes?

Paul Gibson: Yes, brand new.

Russell Leeds: On those ambulances, have they reached or exceeded the the 15 point evaluation by Fleet?

Paul Gibson: Correct. They have either reached the 15 point or they are within two (2) points of the 15 point. We anticipate by the time a new truck is constructed and we take delivery of it in February to March of 2022 we will have exceeded the 15 points. All seven (7) trucks we are replacing have been remounted once.

Russell Leeds: Of the trucks you are completely replacing, what kind of engine mileage are you getting on those trucks?

Paul Gibson: The seven (7) trucks we are replacing have current odometer readings of 230,000 to 250,000 miles. There is another element to take into consideration when we look at these trucks and that is the idle miles. Idle miles are when a vehicle sits and idles. Ford Motor Company says for every hour a vehicle idles equates to 33.3 miles driven. We idle our vehicles, I know that is a policy that Fleet has not previously agreed with, but we have our standards for why we do it.

We have critical medication on the trucks that is temperature sensitive so we have to maintain certain temperatures in the vehicle, this time of year and in the winter months. It is hard heat that big of a box in the wintertime and keep it cool in the summertime.

We keep the vehicles running for the patients comfort and care. It also greatly reduces our vehicle failures. Over the history of the last twenty years, we have monitored and tracked vehicle failures. We have noticed that vehicle failures generally happen when the vehicle is first started up. If we get on scene and we shut the truck off and come back out with a patient and the truck does not start, that is a failure we try to avoid.

We keep the trucks running or idling while we are on scene with a patient. Essentially, when we are dispatched to a call to the time that call is completed at the hospital, that truck is idling. So we track those idle hours and alot of those trucks, if you take Ford Motor Company's equation of 33.3 miles driven for every idle hour, alot of our trucks have 550,000 miles worth of wear and tear on the engines.

Tim Myers: With the seven (7) new ambulances we are getting, will they replace the six (6) from the previous vendor?

Paul Gibson: They will replace a mix of both. All of the trucks have been remounted once. We are trying to get the previous vendor's trucks out of the system. I believe five (5) of the trucks are the older Medtec Corporation we are trying to cycle through our system. Two (2) of them are AEV trucks that have been remounted already.

Linda Kizzire: Will the new boxes for the new trucks meet all of the same standards that the remounts have, where all of the cubbies are in the same spot and all of the things are in the same spot?

Paul Gibson: Yes, we have a standardization layout in all of our trucks. As mentioned in Joe's presentation, this is highly recommended by our Ambulance Accreditation, CAAS (Commission on Accreditation of Ambulance Services) that we standardize our vehicles. It makes patient care fluid. If you are in the back of an ambulance tending a critical patient, it is problematic to sit there and hunt for what you need. Everything is standardized where everything is in a certain place or location.

Russell Leeds: Can you talk briefly about the suspension on these vehicles?

Paul Gibson: All of our new ambulances and even the remounts get a liquid spring suspension system. It is a sealed system that is quite a bit different than an air ride system. We tried air ride systems in the past on our ambulances and it has been very problematic. Air ride systems take outside ambient air into the system and that is what helps stabilize the ride of the truck. By taking outside air, pollutants enter the system and we constantly have to repair and maintain that system.

The liquid spring suspension system we are incorporating into these trucks is a sealed system so there are no contaminants getting into the system. It responds within seconds of whatever the road condition is. We can adjust what our ride system is in the truck for stability or smoothness of ride for our patients. It is not the perfect answer for what we have but it is the best we can do for the trucks we are purchasing right now. To really improve patient ride we would have to look at getting a different style of chassis which would incur costs of up to $30,000.00 per truck if we did that.

Russell Leeds: Would that make the truck bigger as well?

Paul Gibson: Yes, it would make the trucks substantially larger, about 33 inches longer than our current trucks. A couple of our stations, our ambulances just barely fit in them now with the current configuration chassis we have. If we did actually go to a larger chassis it would be problematic getting those trucks into those stations. Turning trucks over four (4) or five (5) years from now for new or remount, we would also have a problem down the road not being able to park those trucks inside.

Russell Leeds: Funding source for this is EMS pays into the Fleet fund on each of these ambulances over the life of the ambulance so the funding for this is from the Fleet fund but it is money that has been paid in from EMS and set asides?

Paul Gibson: Correct, we pay somewhere around $1.25 per mile that we drive, it is set aside for each vehicle. That money is paid back to Fleet for maintenance costs monthly.

Russell Leeds: So there are no additional general funds going into this, it is just the fleet fund?

Paul Gibson: Correct.