



STAFF REPORT

Report To: Board of Supervisors **Meeting Date:** April 2, 2020

Staff Contact: Carol Akers, Rich Hardcastle and Fire Chief Slamon

Agenda Title: For Possible Action: Discussion and possible action regarding the purchase of two new ambulances for the Fire Department, utilizing joinder contract No. AM10-18 through H-GACBuy, for a total not to exceed amount of \$499,354. (Carol Akers, CAkers@carson.org; Rich Hardcastle, RHardcastle@carson.org; and Sean Slamon, SSlamon@carson.org)

Staff Summary: The Fire Department is proposing to purchase two new ambulances to replace two ambulances from the current fleet. The current vehicles have surpassed their usefulness due to the age of the ambulance boxes and the equipment required to outfit current ambulances calls for a more heavy-duty chassis. The City has reviewed other vendors and found that, for the specifications needed, H-GACBuy has the best pricing.

Agenda Action: Formal Action / Motion **Time Requested:** 10 minutes

Proposed Motion

I move to approve the purchase as presented.

Board's Strategic Goal

Safety

Previous Action

None

Background/Issues & Analysis

Fire Rescue Ambulance vehicles #51 and #151 have been active in the fleet since 2017. When they were put into service a hybrid approach was used to minimize cost. This entailed removing the used boxes (rescue component) from the old cab and chassis and then re-using this box and placing it on a new cab and chassis. The service life of these used boxes has come to an end (approximately 18 years old) and they need to be replaced and upgraded. A heavier, more robust cab and chassis will be used for the new ones to allow for all the extra weight from cargo and patients that is typical in service calls. The used cab and chassis of these two existing vehicles have not reached their end of service life (currently 79,000 and 69,000 miles) and therefore will be re-purposed into the City fleet and will be used to replace two small dump trucks. The new ambulances will be following a new standard that the City Fire Department is using for all new fire apparatus to accommodate product familiarity for the operators. The proposed two new vehicles will be a complete package with the box, cab and chassis all built and delivered together. The last ambulance purchased this way has been a fleet shining star in terms of low level of downtime due to maintenance issues.

Utilizing HGACBuy Contract No. AM10-18 (Effective Dates 10/01/2018 - 09/30/2020)
<https://www.hgacbuy.org/products-and-services/view-contract.aspx?contractid=67>
Professional Sales and Service, L.C. is an authorized dealer.

Applicable Statute, Code, Policy, Rule or Regulation

NRS 332.195

Financial Information

Is there a fiscal impact? Yes

If yes, account name/number: Ambulance Equipment Fund 5012525 507775

Is it currently budgeted? Yes

Explanation of Fiscal Impact: If approved by the Board, \$499,354 will be augmented from working capital to the Ambulance Equipment Fund for the purchase.

Alternatives

Do not approve the purchase and provide alternative direction to staff.

Attachments:

[Ambulance Proposal.pdf](#)

Board Action Taken:

Motion: _____

1) _____

2) _____

Aye/Nay

(Vote Recorded By)

PSS / PROFESSIONAL SALES AND SERVICE, L.C.

Quality Emergency Vehicles Since 1974

March 22, 2020

Carson City Nevada
3505 Butti Way
Carson City, NV 89701

To Whom It May Concern:

Professional Sales and Service, LC respectfully provides Carson City Nevada the following estimate for a new ambulance vehicles. We appreciated the opportunity to work with you now and look forward to helping you with your ambulance needs in the future.

The following proposal reflects a new Type **I** ambulance equipped with similar options and feature configuration to the AEV ambulance discussed with you in previous conversations. The proposal is as follows:

Two (2) 2020 AEV Traumahawk Type I 4WD Custom Ambulance

The module body will be 172" long, and have an interior height of 72" inches. It will be mounted on a 2020 Ford F450 4X4 dual rear wheel cab/chassis with 16,500 GVWR.

Ambulance Price	\$210,827.00
Freight	\$3,550.00
<u>Ford Fin Rebate</u>	<u>-\$4,800.00</u>
Stryker Power Load	\$22,600.00
Stryker Power Pro Cot	\$19,500.00
Total Delivered Price	\$251,677.00
<u>Multiple Car Discount</u>	<u>-\$2,000.00</u>
Total for Two (2) Vehicles	\$499,354.00

Inter Local HGAC Agreement contract No.: AM10-18, product code AM18AA03 PSS is HGAC vender number 1579.

Take a look at AEV and you will see why they are so well regarded in the ambulance industry and among the finest available anywhere. AEV emergency vehicle is BUILT TO WITHSTAND the rigors of ambulance service. Horton ambulances are tested and engineered to be incredibly structurally sound which provides the EMS crew and patient with a GREAT WORKING ENVIRONMENT. An ambulance built to a higher quality standard will provide REDUCED OPERATING COSTS over the many years the vehicle is in service!! When it comes to quality, durability, customization, AEV continues to be a leader in the ambulance manufacturing industry.

PROPOSAL CONDITIONS

F.O.B. POINT: Carson City, Nevada

DELIVERY: Delivery will be 120 days after receipt of order. Barring any delays due to strikes, availability of component parts (including chassis), or acts of God.

SERVICE: Professional Sales & Service has been selling and servicing ambulances since 1975. We have factory trained technicians and a large inventory of parts so you know that in the unlikely event of a problem we are only a phone call away.

PAYMENT TERMS: Payment due upon delivery and acceptance of vehicle by Carson City Nevada

WARRANTY: AEV's Vehicles feature one of the most progressive, no-nonsense warranties around. AEV does not pro rate their warranties so there are no surprises should you ever need it. *Unless accepted within thirty (30) days from the above date, the right to withdraw this proposal is reserved. If there are any additions/deletions to our bid, please contact me for pricing details or credits.*

We are confident you will be completely satisfied with a quality AEV ambulance and the service which PSS provides.

Respectfully Submitted,

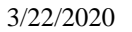
Professional Sales and Service, LC

Steve Russell
Sales

Carson City Nevada agrees to purchase the vehicle detailed in this proposal, from Professional Sales and Service, L.C. and understands and agrees with the terms specified within these documents.

_____	_____	_____
Authorized by (Print name)	Signed	Date

Please let us know if you have any questions regarding this proposal. We are happy to assist you in any way that we can.



499354II

FORM E - PUBLISHED OPTIONS		Procurement No.:	AM10-18
Offeror Name:	PROFESSIONAL AMBULANCE / AMERICAN EMERGENCY VEHICLES		
Notes: (Important)	<p>1) Use a single Form E for ALL Option/Accessory items and quote each on a single, separate line. DO NOT use multiple Form E's... Add or insert additional lines as necessary.</p> <p>2) Completely describe each item. Include the manufacturer's code or part number. Each item listed MUST have a unique code or part number so that it can be identified in any subsequent contract.</p> <p>3) Options which replace standard equipment on a Form D Item should be priced net of any credit due for the replaced item.</p> <p>4) Options which are upgrades/downgrades of a Form D Item should be priced at the differential amount between the cost of the Form D Item and the upgrade/downgrade option.</p>		
Code or Part No.	Option Description	Offered Price	
02-B0-CFM5	Compartment Surface Finish: Speed Liner, Black - M-5	378	
02-B0-CFN1	Component Finish (Shelf/Tray/Divider): Speedliner Black Each	92	
02-B2-1096	Body, Mod: Type 1 LWB, 172" x 95" x 72" Interior HR - 6" Body Drop F	490	
02-BC-1000	Compartment Doors: DOUBLE DOORS, ILOS single	276	
02-M1-M379	M-3 Compt (LR): 61.5" H x 25" W x 19.5" D	428	
02-M1-M886	M-8 Drawer (RF): Batt, 12.25" H x 18.5" W x 21.4" D	569	
04-AS-0204	Fuel over Fill protection plate: Stainless Steel	92	
04-AS-0440	DEF over fill protection plate: Stainless Steel	92	
04-EA-3411	Cab Steps : CARR Super Hoop #125002, Ford F-Series	432	
04-TS-11B4	(2) Shelves, Adjustable, Ext: .125 Aluminum, 2" Upward Lips IATS	284	
04-TS-1400	Divider, Vertical, Full compartment height, alum, Fixed	142	
04-TS-HOOK	Hooks, Equipment, (1 Pair) FW-559, Installed	88	
04-TS-STR3	Strap: 2" Webb, w/ Chrome Metal Seatbelt buckle w footman loops IATS	22	
05-EA-2400	Grab Handle, Exterior, at CS door	103	
05-EL-2420	Stop/Tail, Whelen M6 Series, LED, Pair	283	
05-EL-2426	Turn, Whelen M6 Series, LED, Pair	246	
05-EL-2432	Back up, Whelen M6 Series, LED, Pair	372	
05-EL-35A2	Side Marker Lts: (2) Whelen 700 LED Red Running/Turn, ILOS	132	
05-EL-4301	Patient Area Turn/Stop Strip Light Indicator: Kinequip #KSLRA8	84	
05-FS-1212	Opt A Programmable Lights Split Color - Color 1 Flashes Opposite Color 2	22	

05-FS-1212	Opt A Programmable Lights Split Color - Color 1 Flashes Opposite Color 2	22
05-IN-6STF	Stepwell Insulation: Urethane Froth Insulation, IATS	132
05-LB-6895	Flasher for LED front of module	133
05-LB-8009	Opticom: 794H LED Infrared GTT Brand Opticom Unit installed	2,029
05-LB-8121	Opticom Location: Built into 600 Series Center Front Warning Light	178
05-PM-LI50	(2) Rear Intersection Lights: Whelen M7 Series, LED	76
05-PM-LRA3	Light, Whelen LED M7 Red LED/Clear Lens - Programmable	146
05-PM-LRA3	Light, Whelen LED M7 Red LED/Clear Lens - Programmable	146
05-PM-LRA7	Light, Whelen LED M7 Amber LED/Clear Lens - Programmable	146
05-PM-LRK1	Light: Whelen M9, LED, WHITE LED/CLEAR Lens, Programmable ea ilos	322
05-PM-LRK2	Light: Whelen M9, LED, RED LED/CLEAR Lens, Non-Programmable ILOS	322
05-PM-LRK2	Light: Whelen M9, LED, RED LED/CLEAR Lens, Non-Programmable ILOS	322
05-PM-LRK3	Light: Whelen M9, LED, RED LED/CLEAR Lens, Programmable ILOS	322
05-PM-LRK3	Light: Whelen M9, LED, RED LED/CLEAR Lens, Programmable ILOS	322
05-PM-LRL1	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Non-Programmable ILOS	322
05-PM-LRL1	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Non-Programmable ILOS	322
05-PM-LRL2	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Programmable ILOS	322
05-PM-LRL2	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Programmable ILOS	322
05-PM-LRN6	Light, Whelen LINZ6, Split RED/BLUE S-LED, Chrome Flange	73
05-PM-LRN6	Light, Whelen LINZ6, Split RED/BLUE S-LED, Chrome Flange	73
05-PM-LT05	Light: Whelen M9, LED, RED LED/CLEAR Lens, Programmable iats	382
05-PM-LT05	Light: Whelen M9, LED, RED LED/CLEAR Lens, Programmable iats	382
05-PM-LT16	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Programmable IATS	382
05-PM-LT16	Light: Whelen M9, LED, BLUE LED/CLEAR Lens, Programmable IATS	382
06-AL-49S4	CAB Spot Light: GoLight #20204: LED, White Housing with Hard Wired Remote	674
06-BA-3F59	Batteries: (4) Batteries, ILOS Type I	258
06-BA-3FJ5	Battery Make: (2) OEM, (2) Random Make	341
06-EA-01FD	Tire Valve Extensions, S/S Braided, PR, Dual Rear Wheel	62
06-EC-0303	Radio Power No 3: 30A with Buss bar	58
06-EC-03A4	Radio Power No 4: 30A, Pos and Neg, 10 awg Wires	37

06-EC-03A5	Radio Power No 5: 30A, Pos and Neg, 10 awg Wires	37
06-EC-0505	Door Locks, Tied into OEM System	77
06-EC-05M1	Electric Door Lock: (M-1) Left Front Compartment	119
06-EC-05M2	Electric Door Lock: (M-2) Left Middle Compartment	119
06-EC-05M4	Electric Door Lock: (M-3) Left Rear Compartment	119
06-EC-05M6	Electric Door Lock: Rear Access Doors	119
06-EC-05M7	Electric Door Lock: (M-5) Right Rear Compartment	119
06-EC-05M9	Electric Door Lock: (M-6) Right Rear, Forward Compt	119
06-EC-05N0	Electric Door Lock: Curbside Access Door	119
06-EC-05N1	Electric Door Lock: (M-7) Right Front Compt	119
06-EC-1000	Timer, Spring Wound, Constant Hot, Check out, 60 Minute	109
06-EC-2800	Door Unlock Switch, Momentary, Exterior, hidden	107
06-EC-31B4	Federal Camera & Monitor Kit: FS #CAMSETMIR-4RW w/ 4.3" Display (NON-Dodge)	864
06-EL-1800	Add Activation: Rearward Left and Right scene lights. come on w/ Reverse	50
06-IG-0310	Inverter : Vanner 20-1050 CUL-DC - Full Mod	1,480
06-IG-04C0	Lexan Cover: Over Inverter	47
06-SO-0500	Shore Line Inlet: 20A Super Auto Eject, ILOS	283
06-SO-0801	Indicator Light, Shore line: Weather proof, power by SL, Green	85
06-SO-10TT	Inpower Timer: VCM-05-01SF, Installed	59
06-SO-1155	12V Outlet, DUAL USB New Style Additional : Installed EACH	104
06-SO-1155	12V Outlet, DUAL USB New Style Additional : Installed EACH	104
06-SO-1155	12V Outlet, DUAL USB New Style Additional : Installed EACH	104
06-SO-1155	12V Outlet, DUAL USB New Style Additional : Installed EACH	104
06-SO-1155	12V Outlet, DUAL USB New Style Additional : Installed EACH	104
06-SO-1403	125 VAC Outlet, No 3: 15A, Hospital Grade, IVORY	98
06-SO-1404	125 VAC Outlet, No 4: 15A, Hospital Grade, IVORY	98
06-SS-020A	Siren: Federal, EQ2B, F-Series, ILOS	1,397
06-SS-DF00	Siren Speakers: Federal # ES100-ESMFT-EF, Ford F-350/450/550 2017 ILOS	78
07-00-MC02	Mica Color: Gloss Gray	43
07-01-SB18	Custom Mod 1 position Seat system, EVS Seat base plate and bolts ILOS	547

07-CA-0300	CURBSIDE UPPER: Over S/B, Mods	478
07-CA-04A8	Cabinet, (3) Glove Storage, over C/S Entry Door	398
07-CA-4800	1/2" Solid Surface A/A Tray	914
07-DR-WD00	Door, Single Solid, Flush Fitted	47
07-HW-IV02	IV POLE No 1: 1 1/4" Diameter, S/S, In Action area	61
07-HW-SO11	Round Pull Latch: Non-locking - Chrome Finish	23
07-HW-SO11	Round Pull Latch: Non-locking - Chrome Finish	23
07-HW-SO12	Round Pull Latch: Locking - Chrome Finish	26
07-RF-0009	Inside Access / Outside Access	215
07-RR-020F	Add-on Console: Type 1	208
07-RR-02A0	Drink Holder: (2) In Cab Console, Big Gulp Size	24
07-RR-02A0	Drink Holder: (2) In Cab Console, Big Gulp Size	24
07-RR-02F0	Note Book Slot: Single - Full width by 6" wide	60
07-RR-02F3	Double removable Lexan Divider(s)	34
07-RR-2354	Glove Storage: (3) Glove Box Storage Across Rear of add on console	73
07-SE-0901	BASE: Swivel base for EVS Child Seat Option	186
07-WC-CN01	Computer Drawer: Under Action Area	460
07-WC-SS02	Side Seat: 24" - Single Position - Under Lid Storage w/Latch	220
08-00-FL3P	Flooring: Loncoin II Flecks- #157, Moonstone (Gray)	328
08-CS-19A5	Cot Stop, Block: Stryker Power/Performance load. Install hook with kit	18
08-MH-16CP	Restraint Net, Removable, CPR area, Black Webbing	157
08-OS-0403	Oxygen Outlet No 3: Amico Console - Ohmeda/Ohio Diamond Style	173
08-OS-0404	Oxygen Outlet No 4: Amico Console - Ohmeda/Ohio Diamond Style	173
08-OS-1400	Electric Oxygen, 12V solenoid valve w/ manual by-pass	139
08-OS-2300	(1) SCBA Bracket: Zico Model UN-6-30-2-SF	128
08-OS-230R	Collision Restraint Strap: ZICO No 1010-120-000	84
08-OS-3600	Oxygen Gauge: Amico electronic Cyl pressure (contents)	749
08-SE-SB1Q	(3) on Squad Bench, (1) CPR Side Seat ILOS	245
09-AS-2300	Door Panels: Mica Upper / Upholstery / Stainless Steel Lower	349
09-BI-0021	TRASH CONTAINER BRACKET: Mounted on Entry Door	83

09-MH-0801	IV Hook No 1: CPI Rubber IV 2008-1(Recessed Mount), ILOS	115
09-MH-0802	IV Hook No 2: CPI Rubber IV 2008-1(Recessed Mount), ILOS	115
09-MH-0803	IV Hook No 3: CPI Rubber IV 2008-1(Recessed Mount), IATS	125
09-MH-0804	IV Hook No 4: CPI Rubber IV 2008-1(Recessed Mount), IATS	125
10-HA-030K	Thermostat, Rear A/C, Digital, Kinequip ILOS	193
11-MC-1500	Clock, Aviation Style, Backlit, 6", Battery Powered	152
11-MC-170A	DOOR, Clock mount: For clock battery Changes	96
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
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25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
25-PH-LT84	LED Lights: Programmable, Single Light	11
28-CR-09PI	Cot Mount: Stryker, No 6390, Power Load, Installed (s,g.) Complete	26,267
	FORM E TOTAL	53,982