



CITY OF KIRKLAND
Department of Finance & Administration
123 Fifth Avenue, Kirkland, WA 98033 425.587.3100
www.ci.kirkland.wa.us

To: Dave Ramsay, City Manager

From: Barry Scott, Purchasing Agent

Date: August 29, 2006

Subject: REQUEST FOR SOLE SOURCE PURCHASE AUTHORIZATION – ROAD RESCUE
MEDICAL AID UNITS

RECOMMENDATION:

It is recommended that the City Council authorize a “sole source purchase” for Road Rescue Medical Aid Unit from H & W Emergency Vehicles as replacement vehicles for the years 2007, 2008, 2009 and 2010.

POLICY IMPLICATIONS:

This request is consistent with KMC3.85.040, which allows for the purchase of items in excess of \$20,000 without competitive bidding if the “purchase is clearly and legitimately limited to a single source of supply”.

BACKGROUND DISCUSSION:

Per the attached memo from Deputy Chief Jack Henderson, the Fire Department is recommending the Road Rescue Type III Supermedic Aid Unit continue to be the City's standard aid unit.

The City Council provided sole source authorization for two (2) Road Rescue Type III Supermedic Aid Units in August 2004. That sole source authorization was also based on a need for the continued standardization of Fire Department aid units.

I have verified that H & W Emergency Vehicles remains the exclusive dealer for Road Rescue vehicles for the states of Alaska, Idaho, Oregon and Washington.

The pricing proposal for the 2007 Road Rescue aid unit is for \$110,260 and is only .5% more than the price of \$109,692 purchased in 2004. Price proposals for aid units in 2008, 2009 and 2010 will be evaluated to ensure that any increase to pricing is reasonable and fully justified. If a proposed price increase is deemed to be unjustified and cannot be further negotiated, a Request for Proposals will be issued to seek competitive pricing.

cc: Jack Henderon, Deputy Fire Chief



CITY OF KIRKLAND

Fire & Building Department

123 Fifth Avenue, Kirkland, WA 98033 425.828.1144

www.ci.kirkland.wa.us

MEMORANDUM

To: Barry Scott, Purchasing Agent

From: Jack Henderson, Deputy Chief (Operations) Fire & Building Department

Date: August 25, 2006

Subject: Request for Sole Source Authorization – Aid Vehicle

Fire operates 6 “front-line” aid vehicles (ambulances) which are assigned to each of the City’s 6 fire stations. A 7th aid vehicle is maintained in a “reserve” or “back-up” capacity, and is always the oldest aid vehicle assigned to the department. In 1997, the Fire Department recognized the distinct advantages of standardizing its aid vehicles. Aid vehicles periodically change station assignments, and firefighters are moved between stations on a daily basis to facilitate adequate staffing. The standardization of aid vehicles contributes to improved patient care and personnel safety due to uniform design on operating controls, compartment design, and overall handling.

In 1997, Fire began an initiative to standardize its aid vehicles or ambulances. After extensive research was conducted on aid car manufacturers and dealers, the Road Rescue aid unit, represented by their Pacific Northwest dealer, H&W Emergency Vehicles of Hillsboro, Oregon, was selected as the department’s desired prototype aid vehicle. The first Road Rescue, unit number **F309**, was delivered to Kirkland on 1/23/1998, as a result of “piggybacking” on a bid award by the City of Hoquiam. It should be noted that aid vehicles, much like fire pumpers, are custom vehicles with features designed for specific needs. These features change over time, many changes coming through operational experience, and many more resulting from advancements in technology. Accordingly, each aid unit is unique in varying degrees, and currently, a vehicle will take from 10 to 11 months from the date of order to delivery.

Based on positive practical experience with **F309**, a single “Request for Proposal” (RFP) was issued for new aid vehicles in 1999 and 2000. We received two other approved requests for Sole Source Authorization (Aid vehicles) to achieve the goal of standardization. This course of action has worked very well for the department and the City of Kirkland.

At this time, all 6 of the City’s 6 front line aid vehicles have been standardized, and we are starting to replace the frontline fleet according to schedule. The department is utilizing the same requirements for standardization as originally set forth in 2004.

The oldest front line aid vehicle, unit number **F310**, is scheduled for replacement in 2007. Its replacement aid vehicle will be designated F316. Three more units are scheduled for replacement in the following consecutive years of 2008, 2009, and 2010. Our request is for this Sole Source Request to cover these 4 units. After the aid vehicle replacement in 2010, we intend to initiate a new bid process for future vehicles.

In a letter from H&W Emergency Vehicles dated 7/1/2004, H&W offered a price of \$113,392.00 (pre-tax) for what has become the Kirkland standard for a single vehicle purchase. When the options for delivery (\$1900) and a factory inspection trip during construction (\$1800) are deducted (Kirkland has historically arranged for delivery and

on-site construction inspections on its own, and has not included these options in the price of the vehicle) the balance price of the last purchased aid car, **F315**, was \$109,692.00 before tax.

In a letter (attached) from H&W Emergency Vehicles, dated 6/7/2006, the quoted price for the next unit is \$110,260.00. This represents only a \$600.00 (0.54%) increase over the last Aid vehicle ordered in 2004.

In addition, according to the Fleet Management Division, the standardization of the design of operating controls, compartment design and features, and complex auxiliary electrical systems for all aid vehicles significantly simplifies preventative maintenance and repairs. These savings and efficiencies reduce the time required by the City's Emergency Vehicle Technician in troubleshooting and diagnosing problems, the stocking of inventory parts, and the ordering of parts. It should be noted that the standardization of aid vehicles does not tie the City to a specific vendor for repairs and maintenance during the life of a vehicle. H&W Emergency Vehicles and Road Rescue perform primarily warranty work, with approximately 95% of labor for repair and maintenance being performed in-house by the Fleet Management Division, and 95% of parts being purchased from approximately 30 vendors unrelated to the manufacturer.

The designation of H&W Emergency Vehicles as a sole source, in this instance, would continue "best practices" initiative by Fire to standardize all front-line aid vehicles, and would ensure that this standardization is maintained in the near future. Favorable pricing has been offered, based on the clear benchmark of 2 successful proposals tendered by H&W Emergency Vehicles in response to the last 2 call for bids by the City of Kirkland.

Director of Fire & Building Department_____



H&W Emergency Vehicles



Emergency Vehicle Specialists
www.hwev.com

Corporate Offices & Factory

3150 SW 234th Avenue Suite 100
Hillsboro, Oregon 97123
Phone 503-848-3276
Fax 503-848-0848

Alaska Sales & Service

701 W. Winter Avenue
Wasilla, AK 99654
Phone 907-373-4058
Fax 907-373-4051

Washington Sales & Marketing

3707-B 124th Street NE Suite 5-B
Marysville, Washington 98271
Phone 360-653-7844
Fax 360-653-7992

June 7, 2006

Captain Larry Peabody
City of Kirkland Fire Department
123 5th Avenue
Kirkland, WA 98033

Dear Captain Peabody:

Per your request, H&W Emergency Vehicles is pleased to submit a proposal to your agency for one or more New Road Rescue Type III Supermedic Aid/Medic Units, mounted on a new Ford E-450 Superduty 158" Wheelbase Chassis with a GVW rating of 14,050 lb.

PROPOSAL PRICE-UNIT AS SPECIFIED: One New Road Rescue 162" Long Supermedic series Type III Modular Aid/Medic unit mounted on New Ford E-450 Superduty 158" wheelbase chassis:

Total price of completed unit per specifications submitted, FOB Marion, SC, will be \$110,260.00 each, plus applicable Washington State Sales Tax.

We are pleased to say, this represents a cost increase of only \$600.00 from your previous order, all of which is accounted for in the upgraded Ferno-Washington cot requested.

Note: Per last purchase order P29657, proposal does not include delivery of the completed unit or factory inspection trip.

Please add \$3,000.00 to our proposal price for delivery of the completed unit to your location. This will be via drive away service. If truck transport is desired, quotes will be obtained at the time of delivery and cost will be on a direct basis.

Delivery of the completed unit will be approximately 240-270 days after receipt of signed purchase order, subject to conditions beyond our control and options/modifications desired by your department. A qualified delivery engineer will be provided to properly train the fire department in the operation, maintenance and care of the unit for a period of not less than one day.

Payment terms require 95% of the proposal amount be paid at the time the unit leaves the factory. The final 5% will be due and payable within 30 days of delivery and acceptance of the completed unit.

H&W Emergency Vehicles also represents:



H&W Emergency Vehicles is the authorized distributor in Washington State for the quality line of Type I, II & Type III Ambulance and Medic units manufactured by **Road Rescue, Inc. of Marion, South Carolina.**

We also offer a complete line of Fire Apparatus and Emergency Vehicles, from Mini Pumpers to Aerial Ladders, as well as repair and refurbishment of your existing apparatus. We are the complete source for all of your Emergency Vehicle needs.

Parts and service are available locally at our Marysville, WA facility, through our plant in Hillsboro, Oregon & through our Mobile Service Unit at your location. Copies of all standard warranties are included in our proposal, and all warranties provided by any accessory manufacturer will be provided to the purchaser at the time of delivery. **Road Rescue offers a standard Lifetime module warranty and complete 7 year electrical warranty**, the longest in the industry.

Road Rescue Inc. has been manufacturing Aid/Medic vehicles since 1976, offering a complete line of Custom Built ambulance units. The factory is located in Marion, South Carolina, currently employing approximately 130 people in the manufacturing, sales and service of **Road Rescue Ambulances.** **Road Rescue** has manufactured over Five Thousand (5000) units, currently manufacturing over 200 units per year.

Recent deliveries include the Sedro-Woolley Fire Department, Kirkland Fire Department, Duvall Fire Department (King County Fire District #45), Woodinville Fire Department and Auburn Fire Department. All of the above departments have multiple **Road Rescue** units, and have been using our units for many years. We're sure that each customer above would testify to the durability and quality found in **Road Rescue.**

We sincerely appreciate the opportunity to work with your department, and should we be chosen to supply your new unit, we look forward to delivering **The City of Kirkland one (1) or more quality built Road Rescue Supermedic Type III Aid/Medic units**, per the terms & conditions described in the attached documents.

We at H&W Emergency Vehicles appreciate the opportunity to earn your valued business. If you have any questions regarding our proposal, please contact us anytime at 1-800-320-7844. Thank you for your consideration.

Respectfully Submitted,

Steven L. Jahn
Director of Sales & Marketing

H&W Emergency Vehicles also represents:



RESOLUTION R-4592

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF KIRKLAND APPROVING A SOLE SOURCE PURCHASE OF FIRE DEPARTMENT AID UNITS MANUFACTURED BY ROAD RESCUE, INC. AND SOLD BY H & W EMERGENCY VEHICLES, INC. AUTHORIZING THE PURCHASING AGENT TO MAKE SAID PURCHASE AS REPLACEMENT VEHICLES ARE REQUIRED FOR 2007, 2008, 2009 AND 2010.

WHEREAS, the City Purchasing Agent, on the advice of the of the Deputy Fire Chief of the Fire Department, has requested the approval of the City Council for sole source purchase of the following Aid Units:

Road Rescue

Supermedic series Type III Modular Aid/Medic unit

Ford Superduty cab & chassis or equal

This would be pursuant to Kirkland Municipal Code Section 3.85.040; and

WHEREAS, the City Council finds that the facts and circumstances presented support the conclusion that such purchases are clearly and legitimately limited to a single source supply and in the best interest of the City,

NOW, THEREFORE, be it resolved by the City Council of the City of Kirkland as follows:

Section 1. The City Council of the City of Kirkland hereby finds that the purchase of Road Rescue aid units for delivery in the years 2007, 2008, 2009 and 2010 for the Fire Department meets the requirements of KMC 3.85.40 for purchase without competitive bid, Road Rescue is the only provider of these aid units and H & W Emergency Vehicles is the only dealer for sales in Washington State.

Passed by majority vote of the Kirkland City Council in open meeting this _____ day of _____, 2006.

Signed in authentication thereof this _____ day of _____, 2006.

MAYOR

Attest:

City Clerk