

## REQUEST FOR BOARD ACTION

### HENDERSON COUNTY BOARD OF COMMISSIONERS

**MEETING DATE:** November 5, 2007

**SUBJECT:** Procurement of New Ambulances

**ATTACHMENTS:** N.C.G.S. 143-129(g)  
Newspaper Advertisement to Waive Bid Procedures  
Buncombe County Bid Award  
Draft Resolution to Piggyback on Previously Bid Contract  
Purchase Financing vs Lease Analysis

#### **SUMMARY OF REQUEST:**

N.C.G.S 143-129, Procedure for Letting of Public Contracts, allows for the waiver of bidding for previously bid contracts and the purchase of equipment/vehicles by the County if within the last 12 months either a Federal agency, the State of North Carolina or agency or political subdivision of the State, or any other state or agency or political subdivision of that state has completed a public, formal bidding process.

There is a ten day requirement to advertise a waiver of the bidding procedures under this statute before the Board can consider and approve such actions. This waiver was duly advertised in the Times-News on October 12, 2007.

The Emergency Services Department has identified that Buncombe County has formally bid out ambulances within the last 12 months and is requesting the Board of Commissioners to consider adopting the attached resolution allowing the EMS Department to piggyback on Buncombe County's previously bid contract awarded to Southeastern Specialty Vehicles to procure new ambulances to replace four vehicles coming off lease this fiscal year.

The current year budget includes funds for the lease of these new ambulance replacements. These vehicles have high mileage, are not practical for use by other departments and have little residual value after 36 months of service. See the attached analysis of purchase financing versus leasing the new ambulances.

The Emergency Services Director and the Finance Director will be present to answer any questions the Board may have about this request.

#### **BOARD ACTION REQUESTED:**

Request that the Board consider approving the attached resolution to allow the EMS Department to piggyback on Buncombe County's previously bid contract to procure new ambulances in the current fiscal year since the requirements of N.C.G.S. 143-129(g) have been met.

#### **Suggested Motion:**

I move that the attached resolution be approved allowing the Henderson County EMS Department to piggyback on Buncombe County's previously bid contract to procure new ambulances in the current fiscal year as allowed under N.C.G.S. 143-129(g).

contract.

- (10) Purchase of used apparatus, supplies, materials, or equipment. For purposes of this subdivision, remanufactured, refabricated or demo apparatus, supplies, materials, or equipment are not included in the exception. A demo item is one that is used for demonstration and is sold by the manufacturer or retailer at a discount.
- (11) Contracts by a public entity with a construction manager at risk executed pursuant to G.S. 143-128.1.
- (12) **(Repealed effective July 1, 2011)** Build-to-suit capital leases with a private developer under G.S. 115C-532.

(f) Repealed by Session Laws 2001-328, s. 1, effective August 2, 2001.

\* (g) Waiver of Bidding for Previously Bid Contracts. – When the governing board of any political subdivision of the State, or the person to whom authority has been delegated under subsection (a) of this section, determines that it is in the best interest of the unit, the requirements of this section may be waived for the purchase of apparatus, supplies, materials, or equipment from any person or entity that has, within the previous 12 months, after having completed a public, formal bid process substantially similar to that required by this Article, contracted to furnish the apparatus, supplies, materials, or equipment to:

- (1) The United States of America or any federal agency;
- (2) The State of North Carolina or any agency or political subdivision of the State; or
- (3) Any other state or any agency or political subdivision of that state, if the person or entity is willing to furnish the items at the same or more favorable prices, terms, and conditions as those provided under the contract with the other unit or agency. Notwithstanding any other provision of this section, any purchase made under this subsection shall be approved by the governing body of the purchasing political subdivision of the State at a regularly scheduled meeting of the governing body no fewer than 10 days after publication of notice that a waiver of the bid procedure will be considered in order to contract with a qualified supplier pursuant to this section. Notice may be published in a newspaper having general circulation in the political subdivision or by electronic means, or both. A decision to publish notice solely by electronic means for a particular contract or for all contracts under this subsection shall be approved by the governing board of the political subdivision. Rules issued by the Secretary of Administration pursuant to G.S. 143-49(6) shall apply with respect to participation in State term contracts.

(h) Transportation Authority Purchases. – Notwithstanding any other provision of this section, any board or governing body of any regional public transportation authority, hereafter referred to as a "RPTA," created pursuant to Article 26 of Chapter 160A of the General Statutes, or a regional transportation authority, hereafter referred to as a "RTA," created pursuant to Article 27 of Chapter 160A of the General Statutes, may approve the entering into of any contract for the purchase, lease, or other acquisition of any apparatus, supplies, materials, or equipment without competitive bidding and without meeting the requirements of subsection (b) of this section if the following procurement by competitive proposal (Request for Proposal) method is followed.

The competitive proposal method of procurement is normally conducted with more than one source submitting an offer or proposal. Either a fixed price or cost reimbursement type contract

Henderson County Finance  
32002043

# Times-News

Waiver of Bid Procedure - 11/5/07

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## CERTIFICATION OF PUBLICATION

October 16, 2007

I, Jan Sullivan, affirming the following under the penalties of perjury state:

I am employed by Times-News, a subsidiary of the New York Times Company. Times-News, a daily newspaper of general circulation printed and published in the city of Hendersonville, county of Henderson, and state of North Carolina. I hereby certify that the advertisement annexed hereto was published in the editions of The Times-News on the following date or dates:

10/12/07

And that the said newspaper in which such notice, paper, document, or legal advertisement was published was, at the time of each and every publication, a newspaper meeting all of the requirements and qualifications of Section 1-597 of the General Statutes of North Carolina and was a qualified newspaper within the meaning of Section 1-597 of the General Statutes of North Carolina.

This 16<sup>th</sup> day of October, 2007.

(Signed) Jan Sullivan

Sworn to and subscribed before me, this 16<sup>th</sup> day of October, 2007.

Deborah H. Owen Notary Public  
Deborah H. Owen

My Commission Expires March 1, 2011

**WAIVER OF BID PROCEDURE**

HENDERSON COUNTY

The Henderson County Board of Commissioners will be considering a resolution at their regularly scheduled meeting on November 5, 2007 at 5:30 p.m. for the waiver of bidding procedures on previously bid contracts pursuant to Section 143-129(g) of the North Carolina General Statutes in order to contract with a qualified supplier that has previously completed a public, formal bidding process within the last 12 months for the purchase of new ambulances.

Rocky Hyder  
Emergency Services  
Director

10/12

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← Back ← Previous Record → Next Record → Actions

- Home
- ▶ Administration
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- Search
- Event Creation
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- Event Responses
- Supplier Setup
- ▶ Utilities
- My Reports
- Help

Company  Event#  Name   
Supplier Group  Supplier ID  Supplier Source Id    
Contact  Phone#  Ext

**Event Response** | **Line Responses** | **Attachments**

Terms Accepted By Supplier  
Status   
 No Bid  
Lines Responded To By Supplier   
Supplier Total Bid Amount

Buncombe County  
Ambulance Quote

### Sourcing Buyer

### Event Line Response

Back Actions

- Home
- ▶ Administration
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- Search
- Event Creation
- Quick Entry Events
- Event Responses
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Company  Event#  Line#   
 Supplier Group  Supplier ID   SOUTHEASTERN SPECIALTY VEHICLE

#### Line Responses

Quantity  Description  UOM  Requested Delivery Date

#### Commodity Code Information

Commodity Code  Commodity Description

#### Enter Line Response Information

Vendor Item   
 Vendor Item Description   
 Quantity   
 UOM  UOM Detail   
 Unit Price   No Charge  No Bid  
 Extended Price   
 Delivery Date   
 Response Comments

#### Award Information

Award Reason  Award Date   
 Award Quantity  Award By User

**Buncombe County EMS  
Ambulance Specifications Detail  
11, January 07**

**NOTE: Paragraph numbering in this section matches the KKK Specifications!**

Ambulances shall be constructed in accordance with KKK-A-1822E (6/2002) Configuration "A" Federal Specifications with the following modifications. The KKK specifications are considered the minimum acceptable and the following selections are intended to modify only the indicated section specification, all other sections are assumed to be included as written in the KKK specifications.

1.2 Classification: Type 1, Class 1 (two-rear wheel drive) Chevrolet Silverado 3500 HD reg. cab 6.6 Duramax diesel with 6 speed Allison AT 1000 automatic and 4.10 rear axle ratio or approved equal.

3.1.5.1 Configuration "A": Delete CPR seat and replace with cabinets, final cabinet layout to be approved by EMS before production.

3.4.5 Brakes: Add self air-cooled eddy current electrical retarder, Telma model CC-50 LAD or approved equal. An after market exhaust brake is acceptable if the Telma cannot be installed.

Telmas/Exhaust brakes shall be installed in accordance with manufacturing specifications without modification to OEM fuel system, any indicators placed at the direction of EMS.

3.6.5.2.1 Automatic Transmission with Auxiliary Heavy-Duty Oil Cooler – Allison AT 1000 6 speed.

3.6.10 (1) Spare Tire and wheel shall be provided with each vehicle.

**3.7.7 Battery System**

High Cycle Batteries –The batteries, on Types I & III vehicles, shall be located in the module, sealed from the interior, or on Type II vehicles, in a compartment or lower skirt. Batteries shall be on a slide out tray or be readily available for service. When relocating batteries, the method of relocation shall be approved by the chassis manufacturer.

3.7.8.1 Utility Power Connector – Kussmaul 20amp dynamic disconnect auto eject.

3.7.8.2 Electrical 115 Volt AC Receptacles – Location to be specified upon ordering, total of 3

3.7.8.3 Delete (Solid State Inverter for on-board 115 VAC)

- 3.7.8.4 Digital amp and volt meters shall be part of second stage manufactures console.
- 3.8.2.1 Emergency lighting on module shall be red 900 LED to include 2 lights on front of module mounted below the lightbar similar to existing configuration. Also to include (1) LED intersection light over each rear wheel (see existing unit photos).
- 3.8.2.3 Switching Arrangements – An automatic switch to the “Secondary Mode” when the gear selector is placed in the “Park/Neutral” position, with a manual override to the “Primary Mode” shall be furnished. The strobe light bar shall be independently switched, but included in emergency master.
- 3.8.3 Flood and Loading Light (Exterior) –Two flood lights shall be furnished on each side, and two patient loading lights shall be furnished on the rear. The rear load lights shall be activated when the vehicle is placed in reverse. Curb side lights activated when passenger side door is open.
- 3.8.5 (see 3.15.3-33), A map light for the front seat passenger shall be furnished.
- 3.8.5.1 Patient Compartment Illumination – A combination of 6 halogen and 4 fluorescent lighting, add ¼” ventilation holes, total of 4, in each halogen light lens.
- 3.8.5.2 Patient Compartment “Checkout Lights” – include 15 minute timer switch wired in such a manner as to avoid turning on the vehicle batteries to activate.
- 3.9.3 Cab Compartment Driver and Assistant Seat – Two individual bucket-type vinyl seats, OEM chassis manufacturer supplied. Arm rest to be integral design of the console.
- 3.9.5 Outside Rearview Mirrors. – Power Adjustable shall be DPN camper mirror with convex glass.
- 3.9.6.2 Bumper Guards – Siren speakers shall be mounted in bumper not under bumper or in grille, must meet chassis manufacturer requirements for air flow allowances (Cast Products SAP4302 siren speakers).
- 3.9.7.2 Delete (Running Boards)
- 3.9.7.3 Delete (Mud Flaps)
- 3.9.7.4 Mud/Stone Guards – bright aluminum diamond plate.
- 3.9.7.5 Rub Rail – full length of the box along the lower edge below exterior compartments.
- 3.9.9 (Cab Connection Bellows for Type I Vehicle) delete the bellows, but include a horizontal sliding window aligned with the sliding window in the cab.



- 3.10.1 Body Accommodations – 72" Module Interior Height. All exterior skin must be .125 thickness. Skin must be welded to the substructure. (2) "Slidemaster" style placard holders attached to each vehicle, one on the front driver side of module and one on the rear passenger side of the module. Exact location to be approved by EMS.
- 3.10.9 Door Latches, Hinges, and Hardware – Treaded rods required - no cables. Automotive style handles must be "Tri-Mark" super steel. Interior access panels are to be provided for lock and latch maintenance without removal of the door panel, window or grabrail.
- 3.10.9.1 Large diameter "V bar" grab handle on interior doors are preferred (as on existing units).
- 3.10.16 Insulation – Include additional block foam insulation packages, especially intended to reduce road noise.
- 3.10.17 Interior Surfaces – stainless steel counter in action area is preferred, interior colors to be specified by EMS before production, selected from standard colors normally available from the vendor. The patient area doors shall be covered with a hard surface, color keyed laminate: with the exception of the lower 18" of the surfaces which shall be covered with smooth polished aluminum. Door panels using pliable materials such as plastic or upholstery are prohibited due to greater risk of contamination by blood borne pathogens through stitching or when cut or torn
- 3.11 Storage Compartments – "Sweep-Out" design is required on (4) of the (5) outside compartments. The driver's side rear compartment is the exception. This compartment must be designed to accommodate (1) "Stryker" brand stair chair to be secured with a seat belt style strap with metal buckle. Curbside back board compartment configuration required also to accommodate two (2) existing "Arizona" back boards plus one Hartwell Combicarrier as specified later in this document.
- 3.11.1.2 Interior Compartment With Exterior Access. – Delete doors on the interior opening, trim with aluminum molding free from sharp edges or raised screw heads, shelves shall be fixed and non-adjustable with the final location of the shelves approved by EMS.(Unistrut Tracking Required) (see existing units).
- 3.11.2 Exterior Storage Accommodations – "Sweep-out" compartment with floors, walls, and ceiling of diamond plate required in a layout similar to existing units. Final exterior compartment design to be approved by EMS before production.
- 3.11.2.1 Extrication Equipment and Storage – Delete entire equipment list.
- 3.11.3 Storage Compartments and Cabinets Design. – Lightly tinted Lexan shall be at least 3/16 inch thick and shall incorporate a finger pull with finger hole *on both ends* of each door, not cup or handle. Storage under technician seat (as described in KKK specs) required (see figure 3 in existing unit photos).

- 3.11.4 Squad Bench Seats and Back Rest - Delete wheel post cups. Delete CPR seat (see previous).
- 3.11.5 Supply Stryker MX Pro R3 dual mount with IV pole, oxygen caddy, pull handle, x-frame guards and storage net in each unit or approved equal.
  - 3.11.5.1 Delete (Combination Stretcher Chair)
  - 3.11.8.2 Delete (Infant/Child Carrier)
- 3.11.9 Surface mount, I.V. Holders for Intravenous Fluid Containers. – Rubber swing-down type preferred.
- 3.12.1 Oxygen, Main Supply and Installation – Add remote bottle pressure indicator (analog type preferred) in the action area. All oxygen tubing to be run inside smooth solid 1 ¼" conduit to allow for replacement of tubing.
- 3.12.2 Delete (Portable Oxygen unit)
  - 3.12.2.1 Delete (Squeeze bag)
  - 3.12.2.2 Delete (Oxygen powered resuscitator valve unit)
  - 3.12.2.3 Delete (Automatic resuscitator)
- 3.12.4 Delete (Portable suction unit)
- 3.13.1 Environmental Systems - All Air Conditioning equipment installed in the module and added by the builder shall be Hoseline Mfg. Co., no other will be accepted. The rear heat/air conditioning units are to be two separate units. The outflow from the rear heating unit shall be located low to the floor and the outflow from the rear air conditioning unit shall be located high. The rear heat/air conditioning units are to be engineered to be easily serviced and removed with slack in hoses and cables.
  - 3.13.5.1 Auxiliary Air Conditioning Condenser – An external air conditioning condenser (Hoseline Mfg required) shall be located under the module on the passenger side.
  - 3.13.7 Environmental Controls – Adjustable thermostat controls required.
- 3.14.3 Antenna Runs - Four (4) antenna connections required. Three (3) connections shall be located on the roof: front middle and rear, and one (1) connection run to the left front fender. Opposite ends of coax shall be located in the left mid exterior compartment along with 20 amp 12 volt power connection with 5 position buss bar. Antennas will be installed by another vendor after delivery.
- 3.14.4 Delete (Two-way radio equipment)

3.14.5 (Silent intercom system) To be incorporated into rear switch panel.

3.14.6 Siren – Public Address System – Speakers shall be mounted in the bumper and not restrict airflow to the radiator or other cooling device (Cast Products SAP4302 siren speakers). (4) Additional SAP 4302 siren speakers are to be provided as spares. Electronic siren: Starr manufacturing dual-tone siren with horn ring function shall be supplied.

3.14.7 Delete (Air Horns)

3.15.3 Optional Equipment – Include the following optional equipment

5. Batteries – Group 31 high cycle. 730 CCA or greater.
7. 12 VDC battery conditioner (use Powersource PC-45) and portable equipment charging circuit.
9. Checkout lights (see above for details)
14. Drug kit compartment – Shall be equipped with “MEDECO” brand locks. (3) keys for each lock will be provided. Location to be specified by EMS
15. Stone/mud guard on lower front portion of the module.
16. Power plant heaters; - Supplied by chassis manufacturer. Plug connection located at the grill.
17. Body rubrails as specified in previous section.
19. Automatic transmission heavy duty oil cooler as provided by chassis manufacturer.
20. Folding style step bumper at rear doors, may not be mounted lower than bottom skirt of body.
24. Towing devices on the front of the chassis, as supplied by chassis manufacturer, recessed into kick plate on the rear.
26. Radio-AM/FM as supplied by chassis manufacturer.
29. Cab Console for switches and indicators, layout and design specified by EMS.
32. Interior/exterior compartment– see previous section.
33. Map light – attached to cab console with separate switch.
34. Siren system – delete foot switch
35. Audible warning indicator – module door open alarm in cab.
36. Factory installed Rear view camera- Shall be a “Voyager” brand with color monitor. A second camera is to be installed in the patient compartment. Location of cameras and monitor to be approved by EMS.

3.15.4 Medical, Surgical and Biomedical Equipment – The following optional equipment as listed in the KKK specs shall be included;

- M3. Electric 12 volt clock with stop watch feature as part of rear control panel powered by chassis 12 volt.
- M5. Sphygmomanometer – Tycos Model 5098-02 or approved equal.
- M7. Oxygen flow meter: Ohio type adapter (1 per unit)
- M8. Remote oxygen indicator mounted in the action area – analog type.
- M10. Cot as specified in previous section.

M13. Scoop stretcher – Hartwell Medical Combi Carrier or approved equal with “Buncombe EMS” embedded in the plastic.

M21. Dual position cot mounting assembly as specified in previous section.

3.16.2 Color, Paint and Finish. Exterior color shall be bright white with 8-10” orange reflective stripe near mid-body. Final lettering, paint and lettering scheme to be approved by EMS.

3.16.4 Emblems and Markings. Similar to existing units in blue reflective vinyl, final design to be approved by EMS.

3.22.1 Delete (Overseas Vehicle Requirement).

3.22.3 Tiedown Points – Include

3.22.3.1 Delete (Lift Points)

**NOTE: Preceding Section Numbering matches that of the KKK specifications.**

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**RESOLUTION AUTHORIZING THE “PIGGYBACKING” ON A  
PURCHASE AGREEMENT WITH BUNCOMBE COUNTY,  
NORTH CAROLINA TO PROCURE NEW AMBULANCES**

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WHEREAS, The Henderson County EMS Department would like to piggyback on a purchase agreement through Buncombe County, North Carolina, for the procurement of new ambulances in accordance with the provisions of North Carolina General Statute 143-129(g); and

WHEREAS, the Henderson County EMS Department has verified that the conditions of “piggybacking” on the original contract have been met; and

WHEREAS, a public notice of this procurement without competitive bidding was placed in the Hendersonville Times-News on October 12, 2007; and

WHEREAS, the Board desires to authorize the piggybacking on a purchase agreement through Buncombe County, North Carolina; and

WHEREAS, the Board desires to continue leasing new ambulance units because it is financially more advantageous to lease versus purchase finance.

NOW THEREFORE BE IT RESOLVED by the Board of Commissioners for the County of Henderson as follows:

1. That the Board authorizes the procurement of new ambulances by “piggybacking” on Buncombe County’s purchase agreement with Southeastern Specialty Vehicles at a cost of \$95,883 per vehicle.
2. That the Board authorizes the County Manager and Finance Director to issue a purchase order to Southeastern Specialty Vehicles to procure the new ambulances.
3. That this resolution shall be effective upon adoption. Adopted this 5<sup>th</sup> day of November, 2007.

ATTEST:

Henderson County Board of Commissioners

\_\_\_\_\_  
Clerk to the Board

By: \_\_\_\_\_  
William L. Moyer, Chairman

**Henderson County**  
**2008 Chevrolet Type I Ambulances**  
**Purchase versus Lease of four ambulances**  
**Comparison**

<u><b>Purchase</b></u>	<u><b>Lease</b></u>
\$ 383,532 Cash + \$ <u>25,384</u> Financing  \$ 408,916 Total Payments	\$ 328,518 Total Payments

**Conclusion**

\$ 364,916 Total Purchase Cost (Payments – \$44,000 estimated residual value)

\$ 328,518 Total Lease Cost

**Total Difference = \$ 36,398**