



# Staff Report

## City of Manhattan Beach

**TO:** Honorable Mayor Powell and Members of the City Council

**THROUGH:** *DC* David N. Carmany, City Manager

**FROM:** Robert Espinosa, Fire Chief *RE*  
 Bruce Moe, Finance Director *BM*  
 Gwen Eng, General Services Manager *GE*

**DATE:** June 19, 2012

**SUBJECT:** Award of Bid for Two Replacement Paramedic Rescue Ambulances from Leader Industries in the Amount of \$303,794.24 and Donation of Surplus Ambulances to Sister City Santa Rosalia, Mexico

### RECOMMENDATION:

Staff recommends that the City Council: a) award Bid #874-12 to Leader Industries in the amount of \$303,794.24 as the lowest responsible bidder for the budgeted replacement of two rescue ambulances; b) appropriate \$94,414.24 from the unreserved Fleet Management Fund balance; and c) donate the surplus ambulances to the City of Santa Rosalia, Mexico.

### FISCAL IMPLICATION:

The total cost to purchase and outfit these vehicles is \$327,794.24. Funds totaling \$236,380 are budgeted in the fiscal year (FY) 2011-2012 Fleet Management Fund. Due to a change in specification, this amount is insufficient to purchase and equip these vehicles with the necessary emergency electronics (\$24,000). Additional monies totaling \$94,414.24 are needed to complete the purchase, which are available in the Fleet Management Fund.

### DISCUSSION:

The Fire Department currently maintains a fleet of four ambulances: one front-line Advanced Life Support (ALS), one Basic Life Support (BLS), and two reserves which can be used for ALS or BLS. The current front-line ALS unit was put into service in 2009 and the BLS unit in 2008. Ideally, these vehicles are kept in front-line service for a period of three years, and then transferred to less intensive use (reserve status or BLS units). Because of the extreme demands placed upon ALS vehicles from continuous emergency medical responses and transports, reliability diminishes relatively quickly. This results in more frequent service and maintenance. When this occurs, either the reserve unit or the BLS unit is used for front line ALS response. In some cases, this may result in the BLS program being suspending pending the availability of a rescue ambulance. The requested vehicles are included in the master list of scheduled fleet replacements reviewed by the City Council for fiscal year 2011-2012.

*Bid Recaps*

A total of five bid responses were received. The comparison below shows the aggregate price, including sales tax, payment discounts and other fees for the purchase of two rescue ambulances:

<u>Vendor</u>	<u>Total Bid</u>
1. Braun Industries, Inc.	\$264,698.08
2. Emergency Vehicle Group Inc.	\$283,336.98
3. Taylor Made Ambulances	\$287,012.40
4. Leader Industries	\$303,794.24
5. Braun Northwest, Inc.	\$316,627.88

The lowest bidder, Braun Industries, Inc., could not meet the City's specifications and provided an unacceptable alternative vehicle based on their standard production unit that does not meet the City's needs. The next lowest bidder, Emergency Vehicle Group Inc., also offered a vehicle that did not meet specifications. Their vehicle exceeded the specified length which results in a vehicle with an excessive turning radius making it difficult to navigate the City's narrowest streets. Further, the angle of approach did not clear our steepest inclines. The next bidder, Taylor Made Ambulances, does not have a local warranty/repair facility as required in the bid specifications. Their nearest facility is 150 miles away which would increase both the turnaround time for repairs and also impact staffing. As a result, Braun Industries, Inc., Emergency Vehicle Group Inc. and Taylor Made Ambulances do not meet specifications.

Based on these bids, staff recommends City Council award Bid #874-12 to Leader Industries in the amount of \$303,794.24 for the purchase of two ambulances. The estimated funding was based on previous purchases of a van-style ambulance; however, the Fire Department has determined that a modular ambulance (patient cabin box mounted on chassis frame) is more effective. This configuration has greater capacity to accommodate vital first aid equipment, firefighter personal protective equipment, and breathing apparatus; the larger cabin allows for maneuverability around patients; and structurally, modular ambulances have greater crash safety features. As a result, an appropriation of \$91,414.24 from the unreserved Fleet Management Fund balance is necessary. If this purchase is approved, the new vehicles will be placed into service in approximately four months.

Staff recommends that the oldest units be donated to our sister city, Santa Rosalia, Mexico. Santa Rosalia's Fire Department is in need of these vehicles which will be used for emergency medical response for their community. In the past, the City has donated vehicles and equipment to several organizations such as El Camino College, Manhattan Beach Unified School District, Community Emergency Response Team (CERT), and Santa Rosalia. These organizations are typically either another public agency or community organizations with limited funding sources, where our equipment has some value.

Municipal Code Section 2.36.180 requires that surplus property be disposed of for the best attainable value. However, the City Council may waive that requirement if a donation is desirable. Because these vehicles have some residual value which the City will forgo by donating to Santa Rosalia, staff is requesting that the City Council approve the donation. Staff has surveyed the market for substantially similar used ambulances (make, model, age, mileage, etc.) and has determined the current value to be approximately \$15,000 each. A formal letter of request for this donation has been received from the Sister City Committee, and is attached. If

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approved, officials from Santa Rosalia will pick up the vehicles from the City. A release of liability will be obtained prior to donation.

Attachment: Sister City Committee Donation request Letter



June 14, 2012

Manhattan Beach City Council  
Manhattan Beach, California 90266

Re: Retired Ambulances

Dear Honorable Mayor Powell and City Council Members:

This letter is to respectfully ask you to consider donating the surplus ambulances that are going to be retired soon. Our friends in our sister city Santa Rosalia, Baja California Sur, have expressed a need for these vehicles for emergency response.

Santa Rosalia does not have the resources to provide adequate community services and is taxed in normal situations that alone a wide spread emergency. As you most likely remember, Santa Rosalia experienced a devastating hurricane a few years back and was in dire need of emergency response vehicles to assist its citizens during that tragedy. Our fair city and its citizens have helped in many ways over the last few decades and the citizens of Santa Rosalia have continued to express their gratitude whenever we have done so, not matter the size or nature of that aide.. This would be a very significant addition to their community resources and I am sure their gratitude would reflect the magnitude of this donation.

Your kind consideration would be much appreciated.

Sincerely,

President, Manhattan Beach Sister City Committee