



## REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
www.CityofSacramento.org

CONSENT  
January 29, 2008

Honorable Mayor and  
Members of the City Council

**Title: Contract: Purchase of 20 Ambulances for the Advanced Life Support  
Equipment Project (FB86)**

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution:** 1) awarding Golden West Trailers, Inc. a one-year contract with two one-year renewal options for the purchase of up to 20 ambulances in an amount not to exceed \$3.2 million; and 2) authorizing the City Manager or the City Manager's designee to execute the contract specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

**Contacts:** Keith Leech, Fleet Manager, 808-5869; Ray Jones, Fire Chief, 808-1011

**Presenters:** Not applicable

**Department:** General Services

**Division:** Fleet Management

**Organization No:** 3259

**Description/Analysis:**

**Issue:** The Department of General Services, Fleet Management Division, has a need to purchase ambulances for the Sacramento Fire Department. These vehicles will be used to replace older units and provide additional vehicles for response and for use during vehicle maintenance/repair.

**Policy Considerations:** The recommendations in this report are in accordance with the provisions of City Code Section 3.56.

**Committee/Commission Action:** Not applicable

**Environmental Considerations:** The current proposal involves the purchasing of City vehicles. The proposal is not a 'project' in accordance with Section 15378 (b) (2) of the California Environmental Quality Act Guidelines. The proposal involves a continuing administrative activity. Therefore, as determined by the City's Environmental Services Planning Manager, no environmental review is necessary.

Fleet Management is committed to providing its customers with alternatives to traditionally fueled vehicles whenever practical. In developing the specifications for this bid, Fleet Management staff determined that alternative fuel ambulances are not currently manufactured. Each year as the recommended contract is due for renewal, Fleet Management will consider opportunities to rebid this contract in the event that alternative fuel ambulances are offered in the market.

The 2008 or newer model year diesel powered vehicles to be purchased under the recommended contract will be California Air Resources Board and United States Environmental Protection Agency certified. Model year 2008 heavy duty diesel engines feature 96% reduction of particulate matter and 90% reduction of nitrogen oxides when compared to the vehicles they will replace.

**Rationale for Recommendation:** In support of the Fire Department, the Department of General Services, Fleet Management Division has a need to purchase ambulances to replace older units and provide additional vehicles for response and for use during vehicle maintenance/repair. In an effort to expedite future purchases, the recommended contract allows for two one-year renewals for the purchase of ambulances provided that sufficient funds are available in the adopted budgets for the applicable fiscal years.

In November 2007, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181034 for the purchase of ambulances. The bid contained two sections (Sections I and II) that differed only in that Section II required vehicles to be manufactured with no proprietary parts. However, bidders offered the same type of vehicle for both sections. Staff has determined that Section I will meet the City's needs, therefore, there is no need to award Section II. The recommended contract is based on Section I only and Golden West Trailers, Inc. was the lowest bidder for Section I vehicles. Detailed bid results are provided in Attachment 1.

**Financial Considerations:** This report recommends awarding a one-year contract with two one-year renewal options as follows for the purchase of ambulances:

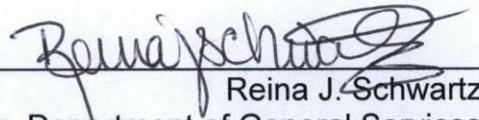
Contract Year	No. of Ambulances	Estimated Not-to Exceed Amount
1	8	\$1,235,817
2	6	\$954,818
3	6	\$997,187
<b>3 Year Total</b>	<b>20</b>	<b>\$3,187,822</b>

The contract not-to-exceed amount of \$3.2 million was determined based on an analysis of the specific line item bids from each vendor, as well as the projected annual need for ambulances. The contract will have a term of 365 days from date of award and will begin in January of each year. The potential three year term will begin in FY2007/08 and conclude in FY2010/11. Sufficient funding is available in the Advanced Life Support Equipment Project (FB86) for the purchase of eight ambulances in year one of the recommended contract with Golden West Trailers, Inc. Purchases of ambulances in years two and three are subject to funding availability in the adopted budgets for those years.

The contract not-to-exceed amounts in years two and three include unit cost increases as supplied by the vendors in their original bid submissions.

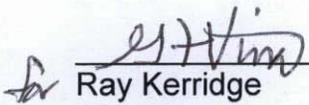
**Emerging Small Business Development (ESBD):** Golden West Trailers, Inc. is not certified as an emerging/small business firm. In FY2006/07, the Department of General Services achieved an ESBD percentage of 62%.

Respectfully submitted by:   
Keith Leech  
Fleet Manager

Approved by:   
Reina J. Schwartz  
Director, Department of General Services

Approved by:   
Ray S. Jones  
Fire Chief

Recommendation Approved:

  
Ray Kerridge  
City Manager

**Table of Contents:**

	Report	Pg 1
<b>Attachments</b>		
1	Bid Results	Pg 4
2	Resolution	Pg 5

**Attachment 1**

**BID RESULTS - BID NO. B081181034**

<b>Bidders:</b>	<b>Taylor Made Ambulances</b>	<b>Road Rescue</b>	<b>Golden West Trailers, Inc.</b>	<b>Emergency Vehicle Group</b>	<b>Wheeled Coach</b>
Section I (8) Type I Ambulances	\$1,204,602.00	\$1,326,408.00	\$1,146,937.36	\$1,202,880.00	\$1,255,378.00
Section II (2) Type I Special Built Ambulances	\$301,150.50	\$331,602.00	\$284,963.34	\$300,720.00	NO BID
<b>Sub Total</b>	<b>\$1,505,752.50</b>	<b>\$1,658,010.00</b>	<b>\$1,431,900.70</b>	<b>\$1,503,600.00</b>	<b>\$1,255,378.00</b>
Sales Tax	\$116,686.33	\$128,486.28	\$110,962.81	\$116,519.51	\$97,282.30
5% E/SBE Preference	None	None	None	None	None
1% City Limit Preference	None	None	None	None	None
Early Payment Discount	None	None	None	None	None
<b>Total Bid Evaluation</b>	<b>\$1,622,438.83</b>	<b>\$1,786,496.28</b>	<b>\$1,542,863.51</b>	<b>\$1,620,119.51</b>	<b>\$1,352,660.30</b>
Additional 2 years	\$2,095,369.46	\$2,211,564.90	\$1,952,004.27	\$2,011,912.77	\$2,080,661.58
Total Bid – 3 years	\$3,717,808.28	\$3,998,061.18	\$3,494,867.78	\$3,632,032.28	\$3,433,321.88

Section II will not be awarded at this time. Evaluation was based on Section I only.

**Award of Contract To:**  
**Golden West Trailers, Inc.**  
 12580 Saticoy Street  
 North Hollywood, CA 91605

**Using Department:** Fire Department

**Total Estimated 1<sup>st</sup> Year Contract Amount (Section I only):** \$1,235,817.41  
**Total Bid Evaluation Amount (Section I only):** \$1,235,817.41  
**Total Contract Amount with all Extensions (estimate for Section I only):** \$3,187,821.68

No. of E/SBE  
 Bids Solicited  
 0

No. of E/SBE  
 Responses  
 0

Award to  
 E/SBE Vendor?  
 No

**RESOLUTION NO. 2008-XXXX**

Adopted by the Sacramento City Council

**January 29, 2008**

**AWARD CONTRACT FOR THE PURCHASE OF TYPE I AMBULANCES  
FOR THE ADVANCED LIFE SUPPORT EQUIPMENT PROJECT (FB86)**

**BACKGROUND**

- A. In support of the Sacramento Fire Department, the Department of General Services, Fleet Management Division, has a need to purchase ambulances for the City's fleet.
- B. In November 2007, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B081181034 for the purchase of ambulances. The bid contained two sections (Sections I and II) that differed only in that Section II required vehicles to be manufactured with no proprietary parts. However, bidders offered the same type of vehicle for both sections. Staff has determined that Section I will meet the City's needs; therefore, there is no need to award Section II. The recommended contract is based on Section I only and Golden West Trailers, Inc. was the lowest bidder on Section I vehicles.
- C. The contract with Golden West Trailers will have a term of 365 days from date of award and will begin in January of each year. The potential three year term will begin in FY2007/08 and conclude in FY2010/11.
- D. Sufficient funding is available in the Advanced Life Support Equipment Project (FB86) for the purchase of eight ambulances in year one of the recommended contract with Golden West Trailers, Inc. Purchases of ambulances in years two and three are subject to funding availability in the adopted budgets for those years.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL  
RESOLVES AS FOLLOWS:**

- Section 1. Golden West Trailers, Inc. is awarded a one-year contract with two one-year renewal options for the purchase of ambulances in an amount not to exceed \$3.2 million
- Section 2. The City Manager or the City Manager's designee is authorized to execute the contract and annual renewal options specified above provided that

sufficient funds are available in the budget adopted for the applicable fiscal year(s).