



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3939

**EXECUTIVE SUMMARY**

To: Jim Scholl, City Manager  
From: Edward Perez, Division Chief of EMS, KWFD  
Date: August 8, 2018  
Reference: Rescue 6 Ambulance Purchase

Action Statement:

We propose the purchase of one (1) Horton Ambulance under the Florida Sheriffs' Association Contract (FSA) # FSA16-VEF13.0 Specification # 01 for Fire/Rescue Vehicles and Other Fleet Equipment. The bid was awarded on behalf of the Florida Fire Chiefs' Association, Florida Sheriffs' Association, and the Florida Association of Counties for participating agencies in the State of Florida and is commonly referred to as the FSA Bid.

REV RTC is the authorized Horton dealer for the State of Florida and is an authorized listed dealer in the FSA Contract. The initial truck and equipment cost without exercising a pre-payment option is \$208,427. This price includes a \$4,000 "Customer Loyalty Discount" as well as building the ambulance to our specifications along with the optional equipment necessary to conform to State and National regulations installed on the ambulance. The installed options per Key West Fire Department specifications not listed on FSA purchasing schedule amount to \$15,330. We find these options to be competitively priced and the cost of factory installation to be fair and reasonable after a diligent review of other FSA awarded vendors proposals. A 100% prepayment will offer an additional \$4,300 discount but would require a Performance Bond at an additional cost of \$860.

The Fire Department proposes this Horton Ambulance for the following reasons:

- Horton has over 45 years of experience in constructing ambulances.
- Horton built ambulances incorporate important safety features desired.
- While Horton is not the least expensive line, it is not the most expensive. When features standard on Horton's are added to the competitors' line of ambulances, it represents a balance of quality and price.
- Hall-Mark has consistently delivered orders in a timely and efficient manner on our previous ambulance purchase and their service after the purchase has been excellent.
- This purchase will continue our goal of providing the best quality EMS care to our community and would continue the standardization of our Horton rescue fleet.
- The State of Florida Grant provides funding to assist the City.

Under the provisions of the Procurement Ordinance, the Department proposes to purchase under the bid for the following reasons:

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- The bid provides a price level that Key West could not achieve purchasing this truck independently.
- It eliminates the necessity for duplicating the bid process.

Background:

One of the components of this integration is to provide an adequate fleet of rescue ambulances to enable KWFD EMS to safely transport patients to the Emergency Department while providing lifesaving care. If approved, this ambulance would be placed into active front line service and would complete a total of 6 ambulances in the fleet for the Key West Fire Department.

Financial Impact:

The purchase of Rescue 6 was requested through a grant from the Florida Department of Health EMS State Grant. The State authorized grant funding in the amount of \$142,283. An additional \$62,704 would be required by the City to complete the purchase. The deferment of a \$40,000 FY 17-18 Fire Boat Lift appropriation combined with a request for the use of \$22,704 from Fund 101 / Infrastructure Surtax Fund Reserves will provide the necessary full funding for this grant supported purchase.

Hall-Mark RTC has offered an optional 100% pre-payment discount of \$4300 in which a Performance Bond would be required at an additional cost of \$860 making the total price if 100% prepaid (with bond) is **\$204,987**. The cost to the City for this ambulance purchase will be **\$62,704**.

A new ambulance was scheduled to be purchased in the 2018/19 budget. That ambulance will be moved into this year's budget to take advantage of the grant funding. No ambulance is requested in the 2018/19 budget. The current unit with the most wear and tear will be removed from the fleet according to CITY asset policy.

Recommendation:

Authorizing the purchase of one (1) 2019 Horton Model 457 Ambulance on a 2019 Ford F-450 chassis including all options installed per Key West Fire Department specifications pursuant to Section 2-797 (3) of the Code of Ordinances and FSA Contract # FSA16-VEF12.0, in an amount not to exceed \$204,987. Accepting the State of Florida Grant funding of \$142,283 and transfer of necessary funds to complete the purchase in the amount of **\$62,704** from 101-2201-522-6400.

**Edward Perez**, *Division Chief of EMS*  
*Key West Fire Department*  
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