



Lumpkin County Emergency Services

57 A Pinetree Way
Dahlonega Ga. 30533

Business (706) 864-3030 Fax (706) 867-9099 EMA (706) 864-9180

Staff Analysis

3-28-2016

Agenda Item: New Ambulance Purchase

Item Description: Requesting an exception to the standard purchasing policy.

**Facts and Historical
Information:**

Normally when purchasing a new vehicle, we go by the standard purchasing policy for Lumpkin County, which includes putting the information out for bids and going through the total bid process. In some cases we have the opportunity of being able to do a sole source purchase. In short, this means that only one company can offer you that specific item in its entirety and that gives you the option to buy from them directly without going through the entire bidding process. With this being said, the Demers Ambulance Company can offer us this with their standard ambulance package. Some of the specific items we need on this new ambulance are only offered through this company. This is why I am requesting the approval of the BOC to do a sole source purchase on this ambulance.

**Potential Courses
Of Action:**

There are two courses of action.

1. Grant the request to purchase the ambulance as a sole source purchase, which will enable us to get the exact unit we need at a lower cost.
2. Deny the request and go through the standard purchasing procedure, which will not give us the specific unit we need.

Budget Impact: Should be a cost savings, due to the fact that this company can offer everything we need in a stock unit.

Staff

Recommendation: Approve action #1 and let Emergency Services Department purchase the ambulance that is best suited and needed for the Department and the citizens of Lumpkin County. Please see the attached information and letter from the Fire Chief.



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David Wimpy

EMA Director / Fire Chief / EMS Director

david.wimpy@lumpkincounty.gov

March 25, 2016

Lumpkin County
Board of Commissioners

RE: Ambulance request

Commissioners,

Now that the Board has approved the 2016 Capital Improvements Plan, staff is ready to proceed with obtaining certain items that were included in the lease package. A new ambulance was included in the lease package and I would like to request an exception to the purchasing policy and proceed with the lease of the ambulance under the sole source clause rather than bid out the ambulance.

In the past, large type Wheeled Coach ambulances have been purchased for use in the County. While these ambulances function well in many areas of our County, and we will continue this program for three of the ambulances we have in service, we would like to purchase a much smaller ambulance that is more versatile for use in many different situations and can travel into different areas of our County. After working on specifications, staff discovered that the larger ambulance packages didn't offer what we needed for this new configuration. Even if the companies could make what we specified, it would come at higher cost than a stock ambulance. Further research led us to one company (Demers, Inc., which our current Wheeled Coach dealer is the sole source dealer in Georgia, Alabama, and Tennessee) that could offer the things we needed in a stock configured new ambulance and at a cost not much more than what was approved for the refurbishment of our old unit. This makes it more cost effective to purchase a new unit instead of refurbishing the old one. See attached for more information.

A couple of the sole safety and maintenance features specific to this company are listed below:

1. All aluminum pull tested cabinetry, rated at 9000 to 11000 lbs.
2. Aluminum pull tested squad bench.
3. ECO smart Anti-idling system.
4. DEMS system (Demers electrical multiplex system)

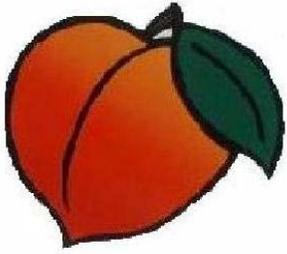
These are a few items that are not available through other ambulance companies and this is why we would like to sole source this unit through this company. While we certainly strive to follow the procurement policies and procedures, this situation lends itself to the sole source provision.

Thank you for your consideration in this matter.

Sincerely,



David Wimpy
Emergency Services Director



Affordable Ambulance, LLC

126 Peach State Court
Tyrone, Georgia 30290



March 21, 2016

Chief David Wimpy
Lumpkin County Emergency Services
57A Pine Tree Way
Dahlonega, GA. 30533

Chief Wimpy,

Affordable Ambulance, LLC is proud to offer one (1) new 2016 Type I Ford F450 4 x 4 Demers MXP-150E modular ambulance with the options listed below for the price of \$177,765.00 FOB Tyrone, GA.

Terms are payment due at delivery and delivery can be accomplished in approximately 120 days after receipt of your purchase order, if we receive your purchase order in March 2016. Delivery will take place at Affordable Ambulance, LLC. This price is valid for thirty (30) days.

Options included are as follows: Running boards, aluminum wheels, Stryker dual position cot fastener, (NOTE: cot is NOT included), splint cabinet above squad bench, child safety seat, safety net at head of squad bench, exterior lighting to be LED including load and scene lights, LED dome lights in ceiling of patient compartment, external bottom mount condenser, inverter, CPR seat, multiplex electrical system, all aluminum interior construction, 72" interior headroom in patient compartment, slide out and swivel monitor bracket, ECO-Smart anti-idling system to aid in fuel savings, stairchair storage on inside streetside compartment door, two camera system; back up camera above rear entry doors and another camera in patient compartment with monitor on front windshield, multiplex diagnostic / interface cable, Lumpkin County Emergency Services paint and graphics package to match Kenworth ambulance purchased in 2015.

Thank you for allowing Affordable Ambulance to quote on your ambulance needs. Please give me a call if you have any questions or if I can be of further assistance in any way.

We sincerely appreciate your business and look forward to our continuing relationship with Lumpkin County Emergency Services as your ambulance vendor.

Respectfully submitted,

Wayne Gauntt, District Sales Manager, Georgia

TYPE I

MXP 170

MXP 150



DEMAND DEMERS.





▣ ▣ I can trust a Demers Type I to get me to a call quickly and safely. Demers really pays attention to details like paramedic comfort and ergonomics, which makes for better working conditions. And ultimately, that helps me save lives. ▣ ▣

TYPE I - ENGINEERED FOR EXTREME CONDITIONS

MXP 150 & 170



Demers' Type I MXP ambulances are built to handle extreme conditions, from desert heat to icy mountain roads to urban jungles. Configured for a 4x4 or 4x2 chassis, the MXP 150 and 170 combine a rugged exterior with top-of-the-line design details, like all-around LEDs, Multiplex system and aluminum cabinetry. Demers' MXP ambulances come equipped with more standard features than any other comparable Type I on the market—so why pay more for custom upcharges?

HIGH-VISIBILITY
FLUSH MOUNT
WINDOWS

Demers Electronic
Multiplex System **DEMS**

**CABINERY
CONSTRUCTION**
OF LIGHTWEIGHT MATERIALS

**AERODYNAMIC
ROOF DESIGN**

 **72" (183 cm)**
INTERIOR
HEADROOM

BEST-IN-CLASS PAYLOAD CAPACITY

UP TO 5,000 lbs
2,268 kg

95" WIDTH
MODULAR BODY

EXCLUSIVE
DIFFUSION HVAC
AIRFLOW SYSTEM



OPTIONS

- CURBSIDE WINDOW (34"X20")
- SAFETY NET
- LARGE GLOVE BOX HOLDER (5 BOXES)
- AUXILIARY TOUCHSCREEN CONTROL PANEL
- MOBILITY TRACK SEATING





MXP 150



ECOSMART

ECONOMICALLY AND ECOLOGICALLY SMART

Demers has developed a program to help EMS services reduce their costs, fuel consumption and impact on the environment. ECOSmart technologies are in line with our sustainability objectives and deliver on our customers' expectations to save lives—and save on costs.

AERODYNAMIC ROOF DESIGN UP TO 8% SAVINGS IN FUEL COSTS

The head-turning aerodynamic lines of a Demers ambulance aren't just cool to look at—they can save up to a cool 8% in fuel costs, depending on the ambulance type and model. And every Demers ambulance is standard equipped with the signature aerodynamic roof design with incorporated LED warning lights for enhanced safety and durability.

LIGHTWEIGHT MATERIALS FOR BETTER FUEL ECONOMY & HIGHER RESALE VALUE

Demers Ambulances' engineering team focuses constantly on efficiency to make our designs as light and as durable as possible, so EMS can carry more equipment safely, while still lowering fuel consumption. After its service life, the better-looking, more equipped Demers ambulance also gets more on the resale market. Every detail counts when it comes to improving EMS Specialists' work and driving more money to your bottom line.

ANTI-IDLING SYSTEM UP TO 40% REDUCTION IN FUEL CONSUMPTION

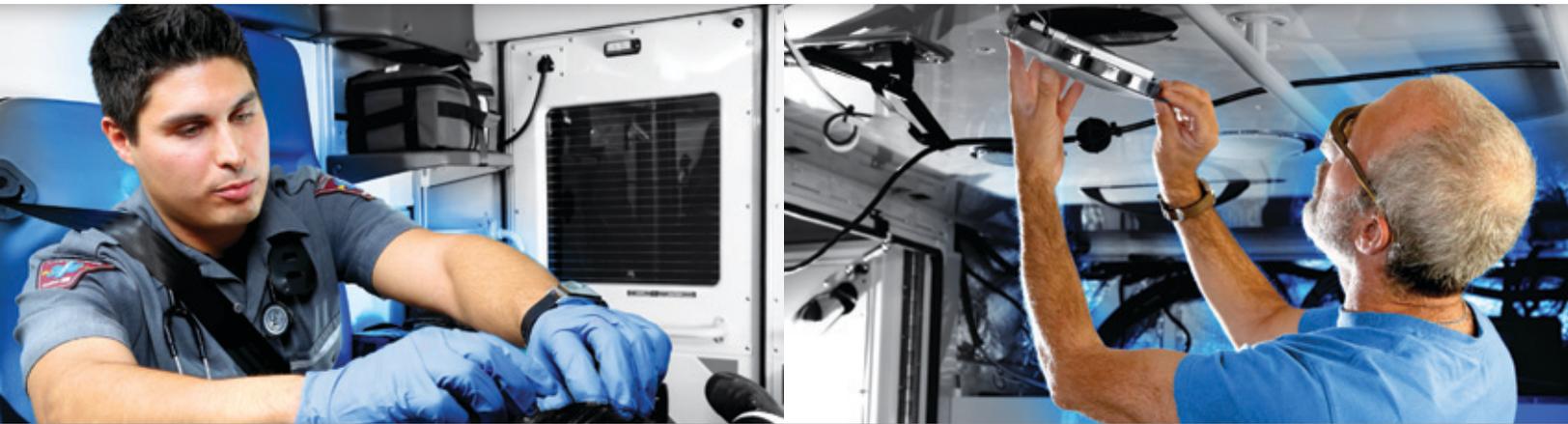
Another Demers innovation! The ECOSmart Anti-Idling System provides automatic fuel savings. Powered by the DEMS (Demers Electrical Management System), the Demers ECOSmart system creates an intelligent, super-efficient anti-idling engine—an innovation that delivers automatic fuel savings of \$1,500-\$2,000 a year, or a reduction in fuel consumption of over 40%. That means a reduction of almost 4.5 tonnes of CO₂ emissions per vehicle, per year.

For detailed information about our ECOSmart Technologies, visit: demers-ambulances.com/company/sustainability-ecosmart-technologies



To learn more about our products and for a detailed list of available features, visit www.demers-ambulances.com/products

Or, contact us directly at **1-800-363-7591** to speak to one of our sales representatives or to be redirected to your local dealer.



THE DEMERS DIFFERENCE

For 50 years running, we've been driven by the philosophy that every single detail counts towards making a superior vehicle. Our continual engineering enhancements, improvements and innovations make Demers' ambulances some of the safest on the road. Building on detail after detail, our ambulances have also achieved the best dollar-for-dollar value: ingenious design, ergonomics and our award-winning ECOSmart system contribute to the lowest total cost of ownership in the industry. Demers' details make outstanding ambulances that consistently exceed expectations. Ambulances engineered to keep your people safe—so they can keep on saving lives.



 JOIN US - facebook.com/demersambulances

Scan for more information on Demers' value proposition.

