


SUBJECT: Award of contract 19-023C, Remount and Refurbish four (4) Ambulances, to Braun Northwest, Inc. in the contract amount of \$644,312.00.


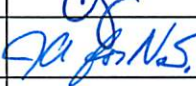

AGENDA OF: August 7, 2018

ASSEMBLY ACTION:

Approved under the Consent Agenda 8-7-18 

MANAGER RECOMMENDATION: Present to the assembly for consideration.

APPROVED BY JOHN MOOSEY, BOROUGH MANAGER: 

| Route To: | Department/Individual | Initials | Remarks |
|-----------|-----------------------------|--|---|
| | Purchasing |  | For Russ Krafft |
| | Emergency Services Director | KB | Acting 7/19/18 |
| | Finance Director | CY | |
| | Borough Attorney |  | |
| | Borough Clerk | |  |

ATTACHMENT (S): Fiscal Note: Yes ☒ No ☐
Braun Northwest Proposal 1pg

SUMMARY STATEMENT: On December 3, 2013, the Borough Assembly approved and adopted AM 13-159 which standardized Braun Northwest, Inc. for ambulances.

On July 16, 2018, Braun Northwest, Inc. provided a proposal to the Department of Emergency Services to refurbish four (4) ambulances at a cost of \$163,078.00 per ambulance. With a deduction of \$500.00 for trading-in the old chassis and a multi-vehicle discount of \$1500.00 each, this brings the cost down to \$161,078.00 per ambulance. The price includes the cost of shipping of the vehicles to and from the rehabilitation center in Chehalis, Washington and an inspection trip for two (2) persons.

To purchase a new ambulance to our specifications would cost approximately \$210,000.00 per unit, thus remounting and refurbishing our existing saves almost \$50,000.00 per ambulance.

Remounting and refurbishing is expected to be completed within 90 days of receipt of the new chassis and the existing vehicle.

RECOMMENDATION OF ADMINISTRATION: Award of **CONTRACT 19-023C, REMOUNT and REFURBISH FOUR (4) AMBULANCES** to **BRAUN NORTHWEST, INC.** in the contract amount of **SIX HUNDRED FORTY-FOUR THOUSAND THREE HUNDRED TWELVE AND NO/100 DOLLARS (\$644,312.00)**.

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: August 7, 2018

SUBJECT: Award of contract 19-023C, Remount and Refurbish four (4) Ambulances, to Braun Northwest, Inc. in the contract amount of \$644,312.00.

ORIGINATOR: Purchasing

| | |
|--|--|
| FISCAL ACTION (TO BE COMPLETED BY FINANCE) | FISCAL IMPACT <u>YES</u> NO |
| AMOUNT REQUESTED <u>\$ 644,312</u> | FUNDING SOURCE <u>AW Budget Approp</u> |
| FROM ACCOUNT # <u>425.000.000.4xx.xxx</u> | PROJECT # <u>45225</u> |
| TO ACCOUNT : | PROJECT # |
| VERIFIED BY: <u>Barbara Baumgardner</u> | CERTIFIED BY: |
| DATE: <u>7/24/18</u> | DATE: |

EXPENDITURES/REVENUES:

(Thousands of Dollars)

| OPERATING | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 |
|--------------------|--------|--------|--------|--------|--------|--------|
| Personnel Services | | | | | | |
| Travel | | | | | | |
| Contractual | | | | | | |
| Supplies | | | | | | |
| Equipment | | | | | | |
| Land/Structures | | | | | | |
| Grants, Claims | | | | | | |
| Miscellaneous | | | | | | |
| TOTAL OPERATING | | | | | | |

| | | | | | | |
|---------|--------------|--|--|--|--|--|
| CAPITAL | <u>644.3</u> | | | | | |
|---------|--------------|--|--|--|--|--|

| | | | | | | |
|---------|--|--|--|--|--|--|
| REVENUE | | | | | | |
|---------|--|--|--|--|--|--|

FUNDING:

(Thousands of Dollars)

| | | | | | | |
|---------------------|--------------|--|--|--|--|--|
| General Fund | | | | | | |
| State/Federal Funds | | | | | | |
| Other | <u>644.3</u> | | | | | |
| TOTAL | <u>644.3</u> | | | | | |

POSITIONS:

| | | | | | | |
|-----------|--|--|--|--|--|--|
| Full-Time | | | | | | |
| Part-Time | | | | | | |
| Temporary | | | | | | |

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____
 DEPARTMENT: _____ DATE: _____
 APPROVED BY: Chapman Hernal DATE: 7/24/18

BRAUN-NW inc.

150 North Star Drive / PO Box 1204 / Chehalis, WA 98532 / 360.748.0195 / 800.245.6303 / fax 360.748.0256

PROPOSAL

JULY 16, 2018

MATANUSKA-SUSITNA BOROUGH
ATTN: KEN BARKLEY, DIRECTOR
680 N SEWARD MERIDIAN PARKWAY
WASILLA, AK 99654
KEN.BARKLEY@MATSUGOV.US

RE: REMOUNT/REFURBISH 2008/11 NORTH STAR 147" MODULES: #1098-1, #1099-1, #1482-1, #1483-1

BRAUN NORTHWEST IS PLEASED TO OFFER THE FOLLOWING PROPOSAL:

REMOUNT/REFURBISH FOUR (4) 2008/11 NORTH STAR 147" MODULES #1098-1, #1099-1, #1482-1, #1483-1 ONTO 2019 RAM 4500 4X4 AMBULANCE PREP GAS CHASSIS BASED UPON ENCLOSED #577-R VEHICLE "AS BUILTS" SPECIFICATIONS DATED 6/19/18 WITH THE FOLLOWING CHANGE:

- Utilize 2019 Ram 4500 4x4 gas engine chassis

| | |
|--|----------------------|
| BASE PRICE FOR REMOUNT/REFURBISH OF NORTH STAR MODULE..... | \$163,078.00 |
| TRADE-IN OF OLD CHASSIS..... | DEDUCT \$ <\$500.00> |
| MULTI-VEHICLE DISCOUNT BASED UPON <\$1,500.00> EACH REMOUNT..... | \$<\$1,500.00> |
| TOTAL FOR ONE (1) REMOUNT INCLUDING DISCOUNTS..... | \$161,078.00* |
| TOTAL AMOUNT FOR FOUR (4) REMOUNT/REFURBISHMENTS..... | \$644,312.00* |

Sales tax not included

F.O.B.: ANCHORAGE, ALASKA

DELIVERY: REMOUNT/REFURBISH TO BE COMPLETED WITHIN NINETY (90) DAYS AFTER RECEIPT OF NEW CHASSIS AND EXISTING VEHICLE. START OF PROCESS TO BE SCHEDULED BASED UPON NEW CHASSIS DELIVERY AND AGENCY'S OPERATIONAL SCHEDULE

TERMS: NINETY PERCENT (90%) PAYMENT DUE UPON RECEIPT OF VEHICLE. BALANCE DUE IN THIRTY (30) DAYS.

*NOTE: PRICE INCLUDES SHIPPING OF VEHICLES FROM ORIGATION POINT ANCHORAGE, AK. TO CHEHALIS, WA AND RETURN. ALSO INCLUDES ONE (1) TRIP FOR TWO (2) PERSONS FOR FINAL INSPECTION, FOR A TOTAL OF TWO (2) TRIPS AS REMOUNTS TO BE COMPLETED IN PAIRS OF TWO, ORIGATION POINT ANCHORAGE, AK TO SEATTLE, WA AND RETURNS.

It is understood that the used chassis is not road legal due to the transfer of such items as lights and mud flaps to new chassis. Transportation of used chassis remains the responsibility of agency unless chassis is traded-in. Any parts or pieces not transferred to the new chassis or reused, unless specifically noted, shall be included in trade-in value of chassis to reduce overall cost of this project.

*Vehicle must be in drivable condition, capable of completing the trip to Chehalis, WA. If vehicle becomes disabled, Customer is responsible for any additional charges related to getting the vehicle to the Braun Northwest, Inc. Chehalis, WA facility

Braun Northwest, Inc. is an Alaska business (#706823).

Respectfully Submitted by
BRAUN NORTHWEST, INC.

We agree to accept the above proposal:
MATANUSKA-SUSITNA BOROUGH

Tami McCallum, V.P. Sales

Signature

Date

Printed Name

Title



TM/sel
Enclosure

EMERGENCY VEHICLES

AM 18-069
www.braunnw.com