

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: June 30, 2023

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: John Titkanich, County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Authorization to Purchase Replacement Rescue Unit

BACKGROUND:

The Fire Rescue Division’s (“Division”) fleet of rescue vehicles consists of 20 units, with one primarily assigned to each of the 14 stations, four spares, and two units that are inoperable. The oldest unit is a 2014, and the newest ones were received in July of 2021.

Pending orders for replacement units are shown below.

PO#	Date Ordered	Quantity	Price Per Unit
85971	3/19/2020	2	\$347,946
92269	11/18/2021	3	\$349,998
95349	12/15/2022	1	\$423,000
95693	2/2/2023	2	\$506,049

These pending purchases were authorized under a Florida Sheriff’s Association contract, and ordered through ETR, the dealer awarded that contract. The last two units were approved by the Board as an advance purchase of items in the 2023/2024 CIP on January 17, 2023.

DISCUSSION:

Before the pandemic, lead times for new ambulances ranged from 90-120 days (from order to delivery). At this time, the wait is now 24 months and longer. As indicated in the table above, we ordered two units three years ago, and still have no information regarding the status of the chassis or the buildout.

Ambulance chassis are supplied by Ford (approximately 80%), GM, Chrysler, Daimler Trucks and Navistar. The demand for ambulances has increased approximately 40%, but ambulance manufacturers are not receiving a supply of chassis from the manufacturers to match that increase.

Chassis manufactures have now set allocations for municipalities, restricting the number of ambulances that can be ordered at a time. Indian River County’s annual allocation for ambulance chassis from Ford is two.

The Division was approached by South Florida Emergency Vehicles (“SFEV”), who supplies our Sutphen Fire Engines under a Florida Sheriff’s Association contract, with an offer to purchase a rescue on the same Ford Chassis. This would not count against the County’s chassis allotment limit from Ford.

SFEV was able to obtain two additional 2023 F550 XLT 4x4 chassis from Ford for utilization as demos for sales, which they are outfitting to match the County’s rescue unit specifications. Their quoted price for one unit is \$428,852.

SFEV does not have a cooperative or other municipal contract to sell rescue units, and competitive procurement would only delay the delivery, and increase the price of, a new unit; therefore, the Board would need to waive the requirement for bids for this purchase. This method of procurement is most appropriate, as it offers the ability to put the new unit in place much more quickly, and at a lower cost. While this is not the only dealer that can offer to sell us an ambulance with the same chassis and buildout as our existing fleet, this is the only dealer able to deliver a unit within two years of order, making them the sole vendor currently capable of meeting our urgent need for a replacement unit.

With the chassis on hand, and the customizer, PL Custom Classic, able to add the chassis to its production schedule, staff estimates at least a year time savings in the arrival of the new unit, as compared to our current dealer, will be achieved. SFEV is anticipating a 16-month period between receipt of a Purchase Order, and final delivery.

The current quote, which expires on July 13, 2023, is available for review in the Purchasing Division.

FUNDING:

Funding for the unit, in the amount of \$428,852, is available in the ARP Fund/Fire Services/Other Machinery & Equipment account, number 13812022-066490. ARPA funding is appropriate, as there has been an unprecedented increase in emergency services call volume, attributed initially to COVID-related calls for service, but continuing due to the influx of new residents to the County since the pandemic.

Account Description	Account Number	Amount
ARP Fund/Fire Services/Other Machinery & Equipment	13812022-066490	\$428,852

RECOMMENDATION:

Staff recommends the Board authorize the Purchasing Division to issue a Purchase Order to South Florida Emergency Vehicles for the purchase of the rescue unit.