

RESOLUTION NO. 2017-263

A RESOLUTION AWARDDING A CONTRACT TO BAY HEAD INVESTMENTS, INC., BERLIN, NJ FOR FURNISHING ONE 2017 OR NEWER TYPE III AMBULANCE FOR EMERGENCY MEDICAL SERVICES, IN THE AMOUNT OF \$219,329.00.

WHEREAS, the City of Vineland has heretofore advertised for bids for the furnishing One 2017 or Newer Type III Ambulance for Emergency Medical Services, in accordance with specifications on file in the office of the Purchasing Agent; and

WHEREAS, on May 9, 2017, bids were received, duly opened and read aloud, being referred to the Business Administrator for tabulation, evaluation, report and recommendation; and

WHEREAS, the Business Administrator has, under date of June 5, 2017 submitted a written report and tabulation of the bids received and has recommended that a contract for the furnishing One 2017 or Newer Type III Ambulance for Emergency Medical Services, be awarded to Bay Head Investments, Inc., Berlin, NJ, in the amount of \$219,329.00, said bid being the lowest responsive bid received and considered in the best interest of the City of Vineland; now, therefore,

WHEREAS, the following bidder has been disqualified

VENDOR

First Priority Emergency Vehicles, Inc., Manchester, NJ

REASON

This vendor's bid was incomplete in several required sections. In several areas vendor did not comply with specifications, including safety features, warranty compliance and other inconsistencies as indicated in the attached recommendation.

BE IT RESOLVED by the Council of the City of Vineland that said contract for the furnishing One 2017 or Newer Type III Ambulance for Emergency Medical Services, be and the same is awarded to Bay Head Investments, Inc., Berlin, NJ, on their bid in the amount of \$219,329.00, said bid being the lowest responsive bid received and considered in the best interest of the City of Vineland, and the Purchasing Agent be and the same is hereby authorized and directed to issue purchase order contract for the same in behalf of the City; and

BE IT FURTHER RESOLVED that the Chief Financial Officer has certified that the funds for the contract to be awarded herein are available.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk



June 5, 2017

REPORT TO: THE MAYOR AND COUNCIL

RE: Proposals Submitted to the Purchasing Board 5/9/17

Dear Mayor and Members of Council:

Submitted to you herewith for your consideration is our evaluation of the proposals submitted to the Purchasing Board on May 9, 2017.

FURNISHING ONE 2017 OR NEWER TYPE III AMBULANCE FOR EMERGENCY MEDICAL SERVICES

It is the recommendation of the Director of Health and EMS Chief, which has the concurrence of the Purchasing Agent and Business Administrator that a contract be awarded to the lowest responsive bidder, Bay Head Investments, Inc., Berlin, NJ, in the amount of \$219,329.00. The only other bidder, First Priority Emergency Vehicles, Inc., Manchester, NJ submitted a bid that was incomplete in several required sections. In several areas vendor did not comply with specifications, including safety features, warranty compliance and other inconsistencies as indicated in the attached recommendation.

We trust that the above recommendation will receive your favorable consideration and that the recommended resolution will be adopted as presented.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Robert E. Dickenson, Jr.", is written over a faint, circular watermark or stamp.

Robert E. Dickenson, Jr.  
Business Administrator

RD/wr



**BID EVALUATION FORM**

DEPARTMENT Health EMS

Date: 5/26/17

The undersigned recommends that a contract be awarded for the following:

1. Bid Title: One 2017 Type III Ambulance for Emergency Medical Service

2. Amount to be Awarded: \$219,329

Encumber Total Award

Encumber by Supplemental Release

3. Engineer's Estimate: \$238,000

4. Amount Budget: \$ 238,000

5. Account Number to be Charged: 021-0-00-00-0000-2-5518621

6. Date Bids Received: 5/9/17

7. Date to be Awarded: 6/13/17

8. Recommended Vendor: Bay Head Investments, Inc.

9. Is Recommended Vendor the Apparent Lowest Bidder?  Yes  No

10. Comments/Special Instructions: Explanation of lack of qualification for lowest apparent bidder is at

11. Evaluation Performed by: Chief Alfred Lincks

12. Approved By: Director Dale K. Jones

13. Attached: (Check-Off List)

- Tabulation of Bids
- Justification for Vendor Recommendation (if applicable)
- Evaluation Data (if applicable)

**Send copies to:**  
Purchasing Division  
Business Administration

# Justification for Vendor Recommendation

## One Type III Ambulance for EMS; May 9, 2017

Requesting the rejection of the bid of \$208,475 submitted by First Priority Emergency Vehicles for several reasons:

1. Proposal is incomplete. Several required sections of the returned required document are not marked indicating the bidder's intent to comply with the corresponding section of the bid specification or are ambiguous in response where a yes or no is called for.
  - a. Page TS 3 no date for KKK-A-1822 certification, ambiguously states "current"
  - b. Page TS 4 component manufacturer section left blank
  - c. Page TS 10 Impact testing information incomplete answer
  - d. TS 16 not all required photo detail available in response
  - e. TS 44, 45 cabinet wall response left blank
  - f. TS71 HVAC left blank
2. Safety features for the proposed vehicle are not to be supplied.
  - a. TS 36 Vendor indicates they are compliant with ambulance mounting to the chassis as specified but included documents describe a lesser system. Potential safety issue.
  - b. TS 44 Patient compartment rollover airbag protection will not be supplied by vendor as specified to protect occupants
  - c. TS 42 exception taken to specified captain's chair with integral child safety seat
3. Warranty period in some areas is less than specified.
  - a. Page TS 5 Modular structural warranty 5 years less than specified period
  - b. Page TS 5 Electrical Warranty miles greater but years two years less than specified period
4. Exceptions are not recorded with explanation that is point by point as required in the bid specification.
  - a. See lack of response TS 14 and TS 15
5. Inconsistency exists between the required response document and the additional submitted materials.
  - a. TS 36 Vendor indicates they are compliant with ambulance mounting to the chassis as specified but included documents describe a lesser system. Potential safety issue.
6. Required features in the ambulance to be purchased are not to be supplied.
  - a. TS 24, 25 Not compliant with corner post and, roof, floor, side skin, door skin and other areas. Support not compliant with an explanation supported by engineering or other detail.
  - b. Compartments 1,2,4,and 6 not supplied per specification
  - c. BTU rating of AC unit 40,000 less than specified unit

Requesting award to Bay Head Investments, Inc. for \$219,329, the lowest qualified bidder.

**TABULATION OF BIDS**  
**ONE (1) 2015 OR NEWER TYPE III AMBULANCE**  
**FOR EMERGENCY MEDICAL SERVICES**  
**MAY 9, 2017**

**RECEIVED**  
MAY 11 2017  
CITY OF VINELAND  
BUSINESS ADMIN.

Engineers Estimate: \$238,000.00

	<b>First Priority Emergency Veh. 2444 Ridgeway Blvd. Manchester, NJ 08759</b>	<b>Bay Head Investments Inc. 43 Jefferson Avenue Berlin, NJ 08009</b>
BB, CAC, CEC	BB 10%	BB 10%
Surety	YES	YES
Stockholder discl.	YES	YES
Affir. Action Reg.	YES	YES
Non-Collusion	YES	YES
Check List	YES	YES
Proposal	YES	YES
Spec Check List	YES	YES
Discl. Invest. Iran	YES	YES
Brochures	YES	YES
Addenda	YES	YES
<b>TOTAL BID</b>	<b>\$208,475.00</b>	<b>\$219,329.00</b>

**Specifications also sent to the following:**

- American Emerg. Veh.
- Frazer, Ltd.
- Marque Ambulance
- Medix Specialty veh., Inc.
- Life Line Emerg. Veh.
- Ambulance Network
- Tylor Made Ambulance

49

<b>Summary of Bid Request</b>										
<b>EMS Division Type I Ambulance on</b>										
<b>Additional Duty Chassis</b>										
Project: Purchase of one 2017 or newer Type III, Ambulance for Emergency Medical Services. This										
ambulance will replace an older ambulance currently on a 2003 Ford E 450 chassis, 1992 manufactured										
ambulance conversion with more than 285,000 miles. Said vehicle will be moved to City auction by our										
maintenance division after it is stripped and un-marked. The vehicle we look to purchased is specified										
with the industry's leading safety features.										