

**DETERMINATION AND FINDINGS
FOR A
SOLE SOURCE PROCUREMENT**

CONTRACT NO.: CW29341
CAPTION: Refurbished International Chassis of Horton Ambulances
PROPOSED CONTRACTOR: Laake Enterprises, Inc. dba FESCO Emergency Sales
PROGRAM AGENCY: Fire & Emergency Medical Services

FINDINGS

1. AUTHORIZATION:

D.C. Official Code §2-354.04, 27 DCMR 1304, 1700 and 1701

2. MINIMUM NEED:

The DC Fire and Emergency Medical Services (FEMS) requires a contractor to refurbish chassis of Horton ambulances where the body is in good condition. The contractor must be an authorized service dealer to avoid voiding any extended warranties on any components of the existing ambulances. The refurbished vehicle will be re-titled as new.

3. ESTIMATED REASONABLE PRICE:

\$186,000 per unit based on historical pricing

4. FACTS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:

The District has an established standard specification for ambulances (OCP-SS-2011-0001). See attached D&F establishing the standard approved by the Chief Procurement Officer. The District's fleet of ambulances is comprised solely of Horton ambulances.

Laake Enterprises Inc. dba FESCO Emergency Sales, Inc. is the only distributor and service dealer for Horton Type III Ambulances in the Mid-Atlantic Region. See attached letter from Horton Emergency Vehicles dated February 05, 2013.

In order to ensure that the vehicle meets Federal Motor Vehicle safety standards, a vehicle that is refurbished should be completed by the manufacturer (or authorized service provider).

Determination and Findings
For
Specification of Brand Name and Standardization of Specifications

Agency: DC Fire and Emergency Medical Services
Caption: Horton Type III Ambulance
Solicitation No.: OCP-SS-2011-0001

FINDINGS

1. Authority

D.C. Official Code §2-304.01 and 27 DCMR sections 2501.6, 1702.5

2. Minimum Need

As part of the DC Fire and Emergency Medical Services (FEMS) fleet service plan, up to 20 ambulances are purchased annually to replace aged equipment. FEMS has a need for a Contractor to provide Type III ambulances that meet the federal standards for ambulances and can be customized to meet the District's specifications.

3. Facts Which Justify Brand Name Procurement

The Type III ambulance was chosen because it is the most commonly used and suits the operational needs of the agency. The DC FEMS specifications for Type III ambulances were developed in approximately 1991 and have remained fairly consistent except for changes to meet new federal regulatory requirements. A copy of the specifications are attached.

Currently, FEMS fleet is 100% made up of Horton Type III ambulances.

The Horton ambulance was chosen because of its rugged construction and ability to re-chassis the ambulance body at a substantial savings compared to replacing it with a brand new unit every three to four years.

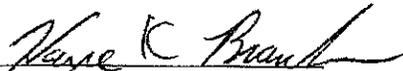
In order for FEMS to have the ability to deliver efficient and effective emergency medical services, it has a goal to have 80% of its fleet operational at any one-time. Because all the current ambulances are manufactured by Horton, the District has benefited economically and operationally from being able to minimize the type of parts it needs to order and maintain to service the vehicles. Any salvageable parts from vehicles being retired can be used on vehicles still in the fleet. Any additional units purchased from Horton would, therefore, be compatible with the District's existing equipment.

If another brand was selected, FEMS would be required to expend additional funds for the purchase of associated tools and testing equipment, parts inventory to be stocked, and specialized repair training from the manufacturer.

5. **Certification by FEMS**

I hereby certify that the above findings are correct and complete to the best of my knowledge. In addition, I am recommending the establishment of this standard specification for ambulances.

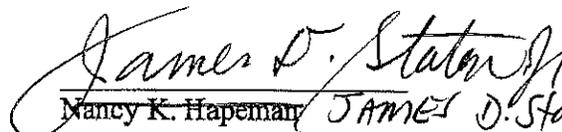
3/21/11
Date


Wayne Branch
FEMS Fleet Manager

DETERMINATION

Based on the above findings and in accordance with the provisions of D.C. Code § 2-304.0127 DCMR section 2501.6, it is hereby determined that that the standardization of the specification and use of the brand name product is justified. It is further determined that this action is in the best interest of the District.

4/18/11
Date


Nancy K. Hapeman JAMES D. Stator, JR
Interim, Chief Procurement Officer