



## Hyattsville Volunteer Fire Department, Inc.

6200 Belcrest Road – Hyattsville, Maryland 20782

[www.hvfd.com](http://www.hvfd.com) 301-927-5770

TO: City of Hyattsville

FROM: Stephen Hulick, President, Hyattsville Volunteer Fire Department

DATE: March 19, 2024

RE: Procurement of Replacement Ambulance Using ARPA Funds

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The Hyattsville Volunteer Fire Department (HVFD) submits this written explanation as to its request to procure its replacement ambulance from Wheeled Coach/Atlantic Emergency Solutions. For background, HVFD provides services as part of the Prince George's County Fire/EMS Department (PGFD). As part of this integrated emergency system, PGFD provides career firefighter/EMTs to staff HVFD's ambulance from 7am-3pm on weekdays. Under the County Charter, the PGFD Fire Chief has ultimate authority over the delivery of fire suppression and emergency medical services in Prince George's County. PGFD maintains a detailed list of specifications and requirements for an ambulance to be authorized for use by any fire station in Prince George's County, including HVFD.

HVFD already owns and operates a Wheeled Coach ambulance. The proposed Wheeled Coach ambulance will match the layout of the current Wheeled Coach ambulance. The Wheeled Coach ambulance is a uniquely designed ambulance that is only available from Atlantic Emergency Solutions and is not available from other manufacturers or vendors. HVFD believes it's in the best interest of the citizens of Hyattsville, and in the best interest of HVFD, to acquire an ambulance that is standardized to match both HVFD's existing Wheeled Coach ambulance and all new ambulances purchased by the Prince George's County Fire/EMS Department (PGFD) since 2017. As shown in Attachment A (email from Richard Riley, Apparatus Manager for PGFD), PGFD has purchased **only** Wheeled Coach ambulances since 2017 to maintain standardization of the ambulance fleet. Standardization has many benefits to the citizens of Hyattsville as well as to HVFD and PGFD such as:

- HVFD ambulance crew members are able to more effectively care for patients because each HVFD ambulance will be laid out and stocked in the same standardized manner.
- PGFD career firefighter/EMTs who staff HVFD's ambulance on weekdays will be able to more effectively care for patients because the ambulance will be laid out and stocked like all other PGFD ambulances purchased since 2017.
- HVFD ambulance crew members and PGFD career firefighter/EMTs will be able to more safely drive and operate the Wheeled Coach ambulance because of their pre-existing familiarity with HVFD's current Wheeled Coach ambulance and the PGFD Wheeled Coach ambulances. Having the same Wheeled Coach ambulance will eliminate the need for a separate training process to operate the new ambulance.



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- HVFD and the PGFD career firefighter/vehicle technician will be able to perform basic repairs to the Wheeled Coach ambulance in a more efficient and effective manner because of their existing familiarity with Wheeled Coach ambulances.
- For items that neither HVFD nor the PGFD career firefighter/vehicle technician can repair, the repair costs from the local repair vendor will be less expensive and more expeditiously completed due to the vendor's expertise with Wheeled Coach ambulances from servicing the PGFD Wheeled Coach ambulance fleet.

Additionally, Wheeled Coach (via dealer Atlantic Emergency Solutions) has a demonstrated history of delivering ambulances that meet PGFD's vigorous technical requirements. Wheeled Coach has the demonstrated expertise to ensure that the ambulance delivered to HVFD will meet the rigorous requirements set forth by PGFD and will be delivered on time as promised. HVFD is unable to use any ambulance that does not meet these requirements.

Attachment B to this letter contains the documentation from PGFD regarding its acceptance of a bid from Wheeled Coach/Atlantic Emergency Solutions for the purchase of ambulances via the Houston-Galveston Area Cooperative (HGAC) contract process. HVFD has reviewed the results of HGAC contract solicitations for ambulances (AM10-23, Attachment C – Request for Proposal, Attachment D – Response Scores, Attachment E – Board Report). The joint bid from Siddons Martin Emergency Group LLC and Atlantic Emergency Solutions obtained the highest score from HGAC (99.33).

As part of its diligence, HVFD compared the proposals from other respondents submitted to HGAC (and their scores) and determined that the price quoted by Atlantic Emergency Solutions is fair and competitive, and purchasing a Wheeled Coach ambulance through Atlantic Emergency Solutions is in the best interests of HVFD and the City of Hyattsville. The documents submitted by Atlantic Emergency Solutions to HGAC are included as Attachment F and Attachment G. The proposal specific to HVFD is included as Attachment H.

The purchase of this proposed ambulance from Atlantic Emergency Solutions complies with HVFD's Federal Grant Procurement policy which permits non-competitive bids when the product can only be purchased from one source. This proposed purchase has been reviewed and approved by HVFD's Board of Directors. Additionally, this proposed purchase complies with HVFD's Conflict of Interest policy because no Board Member, Officer, or general member has a financial interest in Atlantic Emergency Solutions or Wheeled Coach. As president, I am willing to provide a signed attestation to these facts upon request.

Please let me know if you need any additional information regarding our request. HVFD sincerely appreciates the ongoing support provided by the City of Hyattsville.