



October 26, 2022

Ms. Jody Farrow-Bennett, Purchasing Director  
Rowan County Purchasing Department  
130 West Innes Street, Suite 31  
Salisbury, NC 28144

**RE: ITB 2023-005a AMBULANCE REMOUNT**

Dear Ms. Farrow-Bennett,

Thank you for the opportunity to provide you this proposal to remount a Ford E-450 Type III ambulance to a new Ford E-450 cutaway chassis. Attached, please find your published bid document, bid response form and our scope of work.

Delivery of the completed project is estimated to be 120 days from receipt of order by the County.

If this proposal meets your approval, we welcome the opportunity to discuss working with you on this project. As always, feel free to contact me should you have any questions.

Sincerely,

Rick Chiavichien, Account Manager

M: (252) 341-4220

E: rchiavichien@gmail.com





**INVITATION TO BID**

**FOR**

**ROWAN COUNTY**  
**AMBULANCE REMOUNT**  
**SPECIFICATION**

**# 2023-005a**

**ROWAN COUNTY**

130 West Innes Street

Salisbury, NC 28144

704-216-8174

[jody.farrow-bennett@rowancountync.gov](mailto:jody.farrow-bennett@rowancountync.gov)

Date Issued: Tuesday, October 18, 2022

Date Due: Wednesday, October 26 at 3:00 PM ET

Administered By: Jody Farrow-Bennett, Purchasing Director



**NOTICE TO BIDDERS  
ROWAN COUNTY EMERGENCY SERVICES FOR  
Ambulance Remount**

Rowan County plans to remount (1) existing type III ambulance currently mounted on a Ford E450 for Emergency Services (ES). The current existing module to be remounted is on a 2017 Ford E450 158 inch chassis.

The existing chassis is available for review

**Bidders for this ITB will be accepted until Wednesday, October 26, 2022 at 3:00 pm ET** at the Rowan County Purchasing Department, 130 West Innes Street, Suite 31, Salisbury, North Carolina 28144. Bid documents may be obtained by contacting the Rowan County Purchasing Director at:

Rowan County Purchasing Department  
Attn: Purchasing Department  
130 West Innes Street, Suite 31  
Salisbury, NC 28144  
704-216-8174

[jody.farrow-bennett@rowancountync.gov](mailto:jody.farrow-bennett@rowancountync.gov)

Submission of any bid signifies the Bidder's agreement that their bid and the content thereof, are valid for ninety (90) calendar days following the submission deadline and will become part of the contract that is negotiated between Rowan County and the successful Bidder. All prices submitted with the bid shall remain in effect for the ninety (90) day period.

Insurance requirements are listed in the document and will be required only from the awarded vendor before entering into contract with Rowan County.

Once the ITB is public all questions related to the ITB shall be directed to the Purchasing Department. Any contact related to the ITB with County Staff and/or Board of Commissioners will be prohibited and cause for rejection.

Rowan County reserves the right to award and/or reject any and/or all bids and waive any technicalities or irregularities. For complete details, consult the bid package.

This is the 18th day of October 2022.

Rowan County

By: Jody Farrow-Bennett  
Rowan County Director of Purchasing  
and Contract Administration



**Invitation to Bid**

The purpose and intent of this Invitation to Bid (ITB) is to remount an ambulance module to a new chassis. The following documents make up this ITB:

- a. This Document
- b. Bid Response Form

**Important Dates**

Issue Date:	Tuesday, October 18, 2022
Deadline for written questions:	Thursday, October 20, at 5:00 PM ET
Deadline for Submitting Bids:	Wednesday, October 26, 2022 at 3:00 PM ET

**Submission of Bids**

Bids must be presented on the **Bid Response Form** attached to the ITB can be mailed or delivered to:

Jody Farrow-Bennett, Purchasing Director  
Rowan County Purchasing Department  
130 West Innes Street, Suite 31  
Salisbury, NC 28144

The package shall be plainly marked "**ITB 2023-005a AMBULANCE REMOUNT**".

Bidders must submit one sealed original of their bids. No responsibility shall be attached to Rowan County (the County) for the premature opening of any bid not properly addressed or identified.

Sealed Bids are due on **Wednesday, October 26, 2022 at 3:00 pm EST** by mail to J. Newton Cohen, Sr. Administration Building at 130 West Innes Street, Suite 31, Salisbury, North Carolina, 28144. Failure to submit a Bid by this deadline will disqualify the respondent from consideration in this purchase.

**Request for Clarification**

The vehicle is available for inspection during this bid period. Please call 704.216.8178 for more information.

The County will not be bound by or be responsible for any interpretations or conclusions drawn from this ITB. All questions or requests for clarification or additional information must be submitted in writing no later than 5:00 pm on Thursday, October 20, 2022. These written questions or requests must be submitted to Jody Farrow-Bennett, Purchasing Director, by mail or e-mail. Any questions the County feels are pertinent to all interested bidders will be delivered to all participating bidders as addenda to this ITB. All addenda will be posted on the County website <https://www.rowancountync.gov/675/Purchasing> and it is the responsibility of the Bidder to check for any addenda. All addenda will be posted by 5pm Friday, October 21, 2022.

In addition, the County assumes no responsibility for conclusions or interpretations derived from technical and background information presented in this ITB, or otherwise distributed or made available during this procurement process. The County will not be bound by or be responsible for any explanation, interpretation, or conclusions of this ITB or any documents provided by the County, other than those given in writing by the County, through the issuance of addenda. It is the full responsibility of the Bidder to thoroughly investigate the needs/requirements of the County not necessarily assumed in this ITB.



**Signed Bids Considered an Offer**

Receipt of a signed Bid shall be considered an offer on the part of the Bidder. The terms, conditions, and specifications of this ITB will become part of the contract if the Bid shall be deemed approved and accepted by the County. In the event of a default on the part of the Bidder after acceptance by the County, the County may take such action as it deems appropriate, including legal action for damages or specific performance.

**Timeline to Execute Contract**

The County understands the current national issues with vehicle production and is willing to work with the awarded Bidder, within reason, on the delivery of vehicles.

**Availability of Funds**

The purchase will be awarded and deemed binding only to the extent of appropriated funds for the purpose set forth in this ITB.

**Non-Discrimination**

The Bidder shall not discriminate against any individuals and will take proactive measures to assure compliance with all Federal and State requirements concerning fair employment, employment of people with disabilities, and concerning the treatment of all employees without regard to discrimination based upon age, race, color, religion, sex, national origin, or disability.

**Insurance Coverage**

The Bidder shall not commence work under this contract until all insurance required under this section has been obtained. The Bidder shall not allow any subcontractor to commence on work that has been subcontracted until similar insurance has been obtained by the subcontractor. Also, the Bidder agrees that once awarded and during the term of this contract, the Bidder, at their sole cost and expense, shall provide commercial insurance of such type and with such terms and limits as may be reasonably associated with the contract. At a minimum, the Bidder shall provide and maintain the following coverage and limits:

**Worker's Compensation**

Worker's compensation insurance as required by North Carolina law to cover all of the Provider's employees engaged in any work under the Agreement. Workers' Compensation in the minimum amount of \$500,000 employer's liability. A Certificate of Insurance shall be issued confirming the above coverage. The Certificate must include a clause obligating the Insurer to give thirty (30) days prior notice in the event of cancellation of or major change in the insurance.

**Comprehensive General Liability**

The Contractor shall maintain Comprehensive General Liability coverage in amounts not less than \$500,000 per occurrence / \$1,000,000 aggregate. This Certificate must also include a clause obligating the insurer to give thirty (30) days prior notice in the event of cancellation of or major change in the insurance **and name the County as an additional insured.**

This coverage must include:

1. Blanket contractual coverage for the liability assumed by the Contractor under the indemnity provision of the contract involved. Such Certificate must specifically state that the contractor is insured, and it must be signed by the insurance company, not the agent or broker.
2. Contractor's protective coverage for his subcontractors.



### **Comprehensive Automobile Liability**

The Contractor shall maintain Comprehensive Automobile Liability covering all owned, hired, and non-owned vehicles used in connection with this Agreement. The minimum combined single limit shall be \$1,000,000 for bodily injury and property damage; and \$1,000,000 uninsured/underinsured motorist coverage. A Certificate of Insurance shall be issued confirming this coverage. The Certificate must include a clause obligating the insurer to give thirty (30) days prior notice in the event of cancellation of or major change in the insurance.

Any exceptions must be agreed upon by the County.

### **Delivery**

The awarded vendor shall delivery vehicles FOB destination to Rowan County Facilities Department at 425 Airport Road, Salisbury, NC 28147 and notify purchasing of delivery by email to Jody Farrow-Bennet at [jody.farrow-bennett@rowancountync.gov](mailto:jody.farrow-bennett@rowancountync.gov).

### **Collusive Bidding**

The Bidder's signature on the Bid Form is a guarantee the prices quoted have been arrived at without collusion with other eligible Bidder(s) and without effort to preclude the County from obtaining the lowest possible competitive price.

### **General Indemnity**

The Bidder shall save and hold harmless, protect, defend and indemnify the County (including the County Manager, the Board of Commissioners, as well as Rowan County officers, agents and employees) from and against any demand, claim, suit, loss, expense or damage which may be asserted against any of them in their official or individual capacities by reason of any alleged damage to property, or injury to, or death of, any person arising out of, or in any way related to, any action or inaction of the Bidder (including its officers, agents and employees) in the performance or intended performance of this contract, or the maintenance of any facility, or the operation of any program, which is the subject of, or is related to, the performance of this contract. The obligations of the Bidder pursuant to this paragraph shall not be limited in any way by any limitation in the amount or type of proceeds, damages, compensation or benefits payable under any policy of insurance or self-insurance maintained by, or for the use and benefit of, the Bidder. As an integral part of this contract, the Bidder agrees to purchase and maintain, during the life of this contract, contractual liability insurance in the amount required in the general liability insurance requirements and to furnish proper evidence thereof with the County named as an additional insured.

### **Assignment**

The successful Bidder shall be the prime Bidder and shall be solely responsible for all contractual performance. The Bidder shall not assign, transfer, convey, sublet, or otherwise dispose of its agreements with the County, or its rights, title or interests herein, or its power to execute such agreement, to any other person, company or corporation without the previous written consent and approval of the County.

### **Conflict of Interest**

All Bidders must disclose in writing with their Bid the name of any owner, officer, director, or agent who is also an employee of the County. All Bidders must also disclose in writing with their bid the name of any employee of the County who owns, directly or indirectly, an interest of five percent (5%) or more in the Bidder's firm or any of its branches or subsidiaries. By submitting a bid, the Bidder certifies that there is no relationship between the Bidder and any person or entity which is, or gives the appearance of, a conflict of interest related to this ITB or project.

### **Errors and Omissions**

The Bidder shall not take advantage of any errors or omissions in this ITB and shall promptly notify the County of



Rowan County  
Date Due: Wednesday, October 26, 2022 at 3:00

Invitation to Bid  
Remount

any omissions or errors found in this document.

**Award Criteria**

The County will award based on the lowest responsible, responsive bidder, taking into consideration quality, performance, and the time specified in the bids for the performance of the contract.

**Pricing**

Submission of any bid signifies the Bidder's agreement that its bid and the contents thereof are valid for ninety (90) calendar days following the submission deadline and will become part of the contract that is negotiated between the County and the successful Bidder. All prices submitted with the bid shall remain in effect for the ninety (90) day period.



SPECIFICATIONS	COMMENTS or ALTERNATIVES
Basic Remount of and Cutaway Van Ambulance (type III)	Provided
2022 or newer, Van Cutaway Chassis, largest Gas Engine available, 158"WB	We will provide a 2022 Ford E-450 cutaway chassis, 7.3L Gas engine, 158"WB, 14,500 lbs GVWR
OEM High Idle Controls	Included
Anti-Theft, Sound Off Signal ETISSO Ignition Security Systems	Included
Back up Camera Monitor- Remove and Transfer for Existing Unit	We will transfer the monitor from the existing cab, wire and install inside the new cab, and test for proper operation.
Floor Cab Console, Custom type III w/2 Cupholders, Large Map Slot and FWD Flat Section for Computer Bracket	We will provide a new cab floor console with the specified options.
Stealth Switch, Cab/Mod Unlock Switch, Cab Grille	We will provide a new stealth unlock switch wired to the cab and module door locks.
Running Boards, Grip Strut, Pair	Provided
Wheel Simulators, Phoenix Stainless	Provided
Heat/AC – Re-use existing system	Included
Rear Bumper, Complete	A new complete rear bumper system will be provided including center flip step, steel supports, and diamond plate pontoon covers.
Black Undercoating, Rear Bumper Supports	Provided



<b>SPECIFICATIONS Cont.</b>	<b>COMMENTS or ALTERNATIVES Cont.</b>
Non-Emergency Lights – reuse Existing Lights	Existing non-emergency lights will be tested for proper function and operation. Any lights found to be damaged or defective will be replaced as needed.
Lights, Whelen 700 S-LED, red, Clear lens- front Fenders	Provided
Flanges, Whelen 700 Chrome	Included
Lights Whelen TIR6 500 LED, Red/Clear – Front Grille	Provided
Speakers, Federal Signal, 100 Watts, In Bumper	Provided
Module Interior - Clean & Inspect	Included
Graphics, Cab & Right Front Module Area	Provided
Minor Body Work, Paint & Repair, RF Compartment Door	Included. Any additional damage will be discussed and repaired as appropriate.
Grille Guard and Replacement reinforced Bumper which meets or exceeds Manufacturer Specifications (Bull Bars will not be accepted)	Will be provided. Once work begins, we'll need additional details such as color, finish, design, etc.
Stryker Power-PRO XT 6506 cot system -transfer from existing module, tested in working order prior to delivery	Included
All freight cost must be reflected including transport of existing unit, return of existing chassis and any freight costs for the new completed unit.	All freight to move the existing unit to the remount facility, return of the dismounted chassis, and delivery of the newly remounted ambulance is included in this proposal.
Estimated Build Time from award of Bid	120 days or sooner



Bidder Information Sheet

1. COMPANY NAME Elite Manufacturing, LLC dba Elite Ambulance Sales
2. OWNER OF COMPANY Nathan Shortridge
3. COMPANY ADDRESS 608 W. Main Street, Jefferson, NC 28640
4. NUMBER OF YEARS IN BUSINESS 15
5. NUMBER OF PERSONS EMPLOYED ON REGULAR BASIS 14
6. FEDERAL TAX ID NUMBER 88-3667422
7. WHO WILL BE THE COUNTY'S CONTACT PERSON IN THE EVENT YOUR FIRM IS  
AWARED THE CONTRACT? Rick Chiavichien  
TELEPHONE (252) 341-4220  
EMAIL rchiavichien@gmail.com




**Bid Response Form**

The undersigned proposes and agrees that if this bid is accepted to contract with Rowan County, North Carolina for the furnishing of all equipment and labor necessary to complete the scope of work described in the Request for Bids documents in full and complete accordance with specifications and contract documents, and to the full and entire satisfaction of Rowan County, North Carolina for the prices provided below. Pursuant to the provisions of NC G.S. 143-54 under penalty of perjury, the signer of the bid certifies that this bid has not been arrived at collusively or otherwise in violation of Federal or North Carolina antitrust laws.

The following addenda are acknowledged: \_\_\_\_\_ dated \_\_\_\_\_

\_\_\_\_\_ dated \_\_\_\_\_

Respectfully submitted this \_\_\_\_\_ day of \_\_\_\_\_ 2022.

SIGNED: 

NAME: Rick Chiavichien

TITLE: Account Manager

Warranty on work: Chassis: 3 Yrs/36,000 Miles; Conversion 4 Yrs/48,000 Miles

Days to complete: 120 Days

Total Cost: \$104,150.00 Per Unit

Estimated Delivery Date: March 15, 2023 If ordered by: November 15, 2022

**Attach additional sheets explaining any comments/ exceptions from the specifications listed if needed.**

The above estimated delivery date is based on the work being specified in this document. Any additional damage or findings during the remount process will be discussed with the County prior to commencement of work or repairs.

Said ambulance and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or intentional conflict, failure to obtain chassis, materials, or other causes beyond our control not preventing, within about 120 days from receipt of chassis and acceptance thereof by Elite Manufacturing.





608 W. Main Street, Jefferson, NC 28640  
[Info@EliteAmbulanceSales.com](mailto:Info@EliteAmbulanceSales.com)

# Quotation

**DATE** 10/26/2022  
**Quotation #** 6714C  
**Customer ID** 2023-005a

**Quotation For:**

Jody Farrow-Bennett, Purchasing Director  
 Rowan County  
 130 West Innes Street, Suite 31  
 Salisbury, NC 28144  
 Phone: (704) 216-8174

*Quotation valid until:* 11/26/2022  
*Prepared by:* Rick Chiavichien  
 (252) 341-4220  
[rchiavichien@gmail.com](mailto:rchiavichien@gmail.com)

**Comments or Special Instructions:** Rowan County Ambulance Remount Specification #2023-005a

SALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	F.O.B. POINT	TERMS
Rick Chiavichien			Best Way	Destination	Due on receipt

QUANTITY	ITEM NUMBER / DESCRIPTION	UNIT PRICE	TAX	AMOUNT
1	2022 Ford E-450 XL, Cutaway, Gas Engine, 158"WB	\$ 47,170.00		\$ 47,170.00
1	Base Remount, Type III E-450	\$ 45,140.00		\$ 45,140.00
1	High Idle Controls, OEM	\$ -		\$ -
1	Anti-Theft, SoundOff Signal ETISSO Ignition Security Systems	\$ 480.00		\$ 480.00
1	Back-Up Camera Monitor - Remove & Transfer from existing unit	\$ -		\$ -
1	Floor Cab Console, Custom Type III E450 w/2 Cupholders, Large Map Slot, and Fwd Flat Section for Computer Bracket	\$ 853.00		\$ 853.00
1	Stealth Switch, Cab/Mod Unlock Switch, Cab Grille	\$ 183.00		\$ 183.00
1	Running Boards, Grip Strut, E450, Pair	\$ 638.00		\$ 638.00
1	Wheel Simulators, Phoenix Stainless Steel, E350/450	\$ 466.00		\$ 466.00
1	Heat/AC - Re-Use existing system	\$ -		\$ -
1	Rear Bumper, Complete	\$ 925.00		\$ 925.00
1	Black Undercoating, Rear Bumper Supports	\$ 195.00		\$ 195.00
1	Non-Emergency Lights - Re-Use Existing Lights	\$ -		\$ -
2	Lights, Whelen 700 S-LED, Red, Clear Lens - Front Fenders	\$ 221.00		\$ 442.00
2	Flanges, Whelen 700 Chrome	\$ 34.00		\$ 68.00
4	Lights Whelen TIR6 500 LED, Red/Clear - Front Gille	\$ 215.00		\$ 860.00

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Continued on Next Page

SUBTOTAL	\$ 97,420.00
EST. TAX RATE	7.00%
SALES TAX	\$ -
<b>SUB-TOTAL THIS PAGE ONLY</b>	<b>\$ 97,420.00</b>





608 W. Main Street, Jefferson, NC 28640  
[Info@EliteAmbulanceSales.com](mailto:Info@EliteAmbulanceSales.com)

# Quotation

DATE 10/26/2022  
 Quotation # 6714C  
 Customer ID 2023-005a

**Quotation For:**

Jody Farrow-Bennett, Purchasing Director  
 Rowan County  
 130 West Innes Street, Suite 31  
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**Comments or Special Instructions:** Rowan County Ambulance Remount Specification #2023-005a

SALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	F.O.B. POINT	TERMS
Rick Chiavichien			Best Way	Destination	Due on receipt

QUANTITY	ITEM NUMBER / DESCRIPTION	UNIT PRICE	TAX	AMOUNT
4	Flanges, Whelen 500 TIR6, Chrome	\$ 39.00		\$ 156.00
2	Speakers, Federal Signal, 100 Watts, In Bumper	\$ 432.00		\$ 864.00
1	Graphics, Cab & Right Front Module Area	\$ 775.00		\$ 775.00
1	Minor Body Work, Paint & Repair, RF Compartment Door	\$ 450.00		\$ 450.00
1	Grille Guard, Full Front, Ford E-450	\$ 2,500.00		\$ 2,500.00
1	Interior Electrical, Clean & Inspect	\$ -		\$ -
1	Module Interior - Clean & Inspect	\$ -		\$ -
	Loose Medical Equipment - Not Included			
1	Install Kit - Misc. installtion supplies - loom, wires, hardware, connectors, etc.	\$ 185.00		\$ 185.00
2	Freight Estimate via Commercial Hauler (subject to change based on fuel prices) - To remount facility & return of old chassis.	\$ 650.00		\$ 1,300.00
1	Freight - delivery via contract driver to Rowan County Facilities Department at 425 Airport Road, Salisbury, NC 28147	\$ 500.00		\$ 500.00
	Build Time Approx. 120 days from receipt of order.			
	Note: Quote does not include a new Stryker Power-LOAD or			
	Stryker Power-PRO XT 6506 cot sytem.			

Sales Tax will be applied on final invoice.

Page 2 of 2

SUBTOTAL	\$ 6,730.00
EST. TAX RATE	7.00%
SALES TAX	\$ -
SUB-TOTAL THIS PAGE ONLY	\$ 6,730.00
PROJECT TOTAL	\$ 104,150.00