

A special meeting of the Westmoreland County Board of Supervisors, was held Monday, July 24, 2023 in the public meeting room of the George D. English, Sr. Memorial Building, located at 111 Polk Street, Montross, Virginia. Those members present were Darryl E. Fisher, Woody Hynson, and Russ Culver. Also present were Norm Risavi, County Administrator; Debra Whaley, Finance Director; and Donna Cogswell, Executive Assistant.

\*Timothy Trivett and Dorothy Dickerson Tate were absent from the meeting.

#### CALL TO ORDER

Chairman Fisher called meeting to order at 10:04 a.m.

1. Chairman Fisher stated that the reason for this meeting today is to approve the purchase of a Demers demo ambulance.

Chief Blake Byrd was recognized and presented information regarding this purchase. Chief Byrd noted he has had several meeting with the County Administrator to figure out how to replace the rapidly aging units. He stated over the last 10 months deliver for the new ambulances continue to be pushed out. Currently the two ambulances on order with Demers but due to backlogs, supply chain issues, etc. the soonest expected delivery of late 2024.

Chief Byrd stated that Demers contacted him and offered Westmoreland County a demo ambulance with standard configuration with delivery in August 2023 and in service answering calls by Christmas. This is very similar to the units on order at a significantly lower price due to sacrificing the customization. This would be huge for their department because currently they have two units in the shop and one more going into the shop when he leaves the meeting this morning.

With the proposal in front of you if we agree to take this ambulance we will spend about \$100,000.00 less and take possession by August.

Chief Byrd asked if there were any questions.

County Administrator stated they plan to pay for this by transferring funds recouped from the Westmoreland Volunteer Rescue Squad which will zero out that account. The Board

would need to make a motion to transfer those funds to the General Fund and the Department of Emergency Services exceeded \$1M in revenue recovery this year, this is the first time they have broken the million-dollar mark, which is a sufficient amount to cover the balance and Ms. Whaley will transfer that money.

Russ Culver asked what is the amount that will be transferred from the Westmoreland Rescue Squad fund? Chairman Fisher said \$282,228.35.

Chairman Fisher asked what the total purchase price is.... \$351,749.00 and then the Chairman noted the \$69,520.65 is from the recovery fund. Chief Byrd stated yes.

Mr. Risavi wanted made part of the record that he spoke with Jeff Beasley and they will be turning over their cash by the end of the year and that will be close to 500,000.00 that will go into a separate funding and in the future to spend it you would have to go into the same process.

Woody Hynson asked how many miles is on the demonstrator and is this the diesel engine that we are not supposed to get any more.

Chief Byrd stated that demo just means that the truck is new it only has miles where it was moved around the factory and has full factory warranty. Ambulances are now fully customizable and this does not come with customizations. Chief Byrd stated that this is not the 6-4 diesel that is avoided at all costs.

Mr. Risavi asked Mr. Culver to make that part of his motion. Mr. Culver made a motion to transfer money from the Westmoreland Rescue Squad Fund to the General Fund for purchasing a Demers Demo Ambulance in the amount of \$351,749.00

With no further questions, upon motion by Russ Culver second by Woody Hynson and carried unanimously with Woody Hynson, Russ Culver and Chairman Fisher voting "aye". The Board approved the transfer from the Westmoreland Rescue Squad Fund to the General Fund for the purchase of a Demers demo ambulance.

Russ Culver asked about the Montross station sleeping problems. Chief Byrd stated changes were made back in January to accommodate three at any given time.

Chairman Fisher noted that as we see EMS continue to move forward on the paid side that it is no small endeavor and it is his hope that we can relay that information to the tax payers in a way that they realize the benefit that they are getting but in an order to get this benefit it comes at a price.

**Members of the Board,**

**In September of 2022 we discussed the extensive lead times associated with ambulances that exist within the public safety sector. We currently have (2) ambulances on order with Demers Ambulance Manufacturer that were submitted in July 2022 and September 2022. Due to industry backlogs, supply chain issues, etc. the soonest we can expect the first of the two to be delivered is late 2024.**

**Our front line ambulances average approximately 40,000 miles a year with the current call volumes. With expanded home construction in the county (228% increase since 2018) and increasing visitors to the area for the summer months the volume is continuing to increase rapidly even in months when we traditionally got a reprieve from the numbers. Three of our current front line ambulances have crossed the 200,000 mile mark and are increasing daily. Recently we have been faced with an increased number of vehicle break downs thus causing stress on the system with use of our already aging reserve fleet.**

**Demers contacted Westmoreland EMS with the offer for a demonstrator unit (standard configuration) that will be available in August of 2023. The unit is very similar to the units on order and at a significantly less price due to sacrificing the customization. With the price increases that were able to be avoided in the fall of 2022, this unit comes with a cost savings and an expedited delivery. This acquisition would greatly aid the county wide EMS service and provide a buffer until the additional units arrive reducing the frequency that the aging reserve fleet has to be utilized.**

7386 Gallerher Road, Gainesville VA 20155



**FORD F450 4X4 DIESEL CHASSIS  
DEMERS MXP170 AMBULANCE**

Updated July 17, 2023

Chief Blake Byrd  
Westmoreland EMS  
111 Polk Street  
Montross, Va. 22520

Dear Blake:

We're so glad that your first Demers MXP170 Type I ambulance is working out well and appreciate the opportunity to provide the two units you currently have on order. We now have a stock MXP170 Type I that is scheduled to be completed at the end of August / beginning of September. This unit is nicely configured per the attached specifications and drawings. And we would be able to make the changes / upgrades that are outlined and quoted separately once the unit is complete. Painting and PowerLoad installation would also occur at RedStorm. We are also happy to discuss any other modifications that you need to this stock unit.

Below is our proposal for a Demers Type I MXP170 stock ambulance on a Ford F450 4x4 diesel chassis. A few highlights of the proposed configuration include:

- Ford F450XLT Super Duty Diesel Chassis Cab 4X4, 6.7L POWER STROKE V8 Diesel
- Liquid Spring suspension
- 170" Module
- 72" interior headroom
- Large, frameless automotive style exterior windows
- Eco Smart (Idle reduction system)
- Anti-theft system
- Xantrex Freedom inverter, True Sine, 1000W, with battery charger
- Upgraded AC system with front-mounted, auxiliary AC condenser, 60,000 BTU, and secondary engine-mounted compressor
- Back-up camera
- Stair chair and backboard storage in rear curbside compartment, including 2 adjustable shelves
- Angled cabinet on front bulkhead
- Glove storage above CPR seat
- Three (3) O2 outlets
- Three-person squad bench with 6-point safety harnesses
- Storage cabinet / glove box holder combination above squad bench
- Second patient transport capability
- Interior access to rear curbside compartment
- CPR seat with 6-point safety harness
- Auxiliary controls on curbside for lights and climate control
- Stryker Power-Load cot retention system
- Custom paint to match current Demers (white-over-red cab and red module) – *Quoted as separate line item*
- Custom graphics and rear chevrons to match current Demers

The standard Demers limited warranties for the MXP170 are:

- Module Structure: 25 Years "lifetime" / Unlimited Miles
- Paint: 5 Years non pro-rated / 180,000 Miles
- Electrical: 5 Years / 180,000 Miles
- Materials and Workmanship: 5 Years/ 180,000 Miles
- OEM Materials: 2 Years / 75,000 Miles

RedStorm Fire & Rescue Apparatus, Inc.

877.644.7598 T/ 866.500.3347 efax

redstormfire.com

7386 Gallerher Road, Gainesville VA 20155



We would like to offer the following price to you:

**Pricing:**

Description	Total Price
One (1) Demers MXP170 Type I Ambulance (F23P-6680), Ford F450 4x4 diesel chassis, per the attached summary specifications and drawings. Includes PowerLoad cot retention system and installation.	\$316,000.00*
Custom paint to match Westmoreland fleet (two-tone cab / red module)	\$23,000.00
Upgrades and modifications including:	\$11,749.00
<ul style="list-style-type: none"> <li>Addition of Simplex numbered ,battery-powered lock on interior upper ALS cabinet</li> <li>Addition of powder coated, hinged, metal door and Simplex numbered, battery-powered lock on exterior of upper ALS cabinet</li> <li>Provide and install Zico electric O2 lift, right motor, remote switch in front streetside compartment</li> <li>Provide three 120VAC power outlets in the SE compartment (angled compartment on front bulkhead), one each below ceiling and upper two shelves</li> <li>Provide 12V power in the SE compartment (angled compartment on front bulkhead), one each below ceiling and upper two shelves. See drawing of their current truck for reference.</li> <li>Install AliArc front bumper / grille guard.</li> </ul>	
HGAC Order Processing Fee	\$1,000.00
<b>Total, One (1) Demers MXP170 Type I Ambulance (F23P-6680) via HGAC Contract AM10-20</b>	<b>\$351,749.00</b>

*\*Includes Ford GPC code discount of estimated \$3,395 and is dependent on having an active Ford GPC code at time of purchase. Pricing is subject to change if the current rebate/GPC amount changes or becomes unavailable. Changes will be passed along dollar-for-dollar to the customer on final invoice.*

**Terms**

**Payment Terms:** Payment for F23P-6680 ambulance (\$316,000.00 is due at time of completion of the ambulance as originally built. Painting, upgrades and modifications will be invoiced separately after completion and are due at final delivery. All payments shall be made directly to RedStorm Fire & Rescue Apparatus, Inc.

**Delivery Times:** **Stock unit is scheduled to be completed in late August 2023.** Seller shall not be liable for failure to deliver or for any delay in delivering the motor vehicles covered by this agreement where such failure or delay is due, in whole or in part, to any cause beyond the control or without the fault or negligence of the Seller. Delays from the chassis manufacturer will result in extended delivery time, as will changes to this contract once the order has been placed with Demers Ambulance. Additions

RedStorm Fire & Rescue Apparatus, Inc.      877.644.7598 T/ 866.500.3347 F      redstormfire.com

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or deletions may be made if the vehicle has not passed that point in production at the time of change.

**Delivery Terms:** FOB Montross, VA

**Sales & Use Taxes:** The price for the motor vehicle specified in this agreement does not include Sales Taxes and Use Taxes (Federal, State, or Local) unless expressly stated. Purchaser assumes and agrees to pay, unless prohibited by law, and such Sales, Use, or Occupational Taxes imposed on or applicable to the transaction covered by this agreement, regardless of which party may have primary tax liability.

**Validity:** First come, first serve

Thank you again for this opportunity. Please don't hesitate to contact us with any questions you may have.

With best regards,

A handwritten signature in black ink, appearing to read "Kirsten Skyba", is written over a horizontal line.

Kirsten Skyba  
VP – Operations & Customer Service  
RedStorm Fire & Rescue Apparatus, Inc.

**DEMERS AMBULANCE**

<b>COST</b>	<b><u>\$351,749.00</u></b>
<b>AVAILABLE FUNDS:</b>	
<b>WESTMORELAND RESCUE SQUAD FUND</b>	<b>\$282,228.35</b>
<b>JUNE RESCUE RECOVERY RECEIPTS</b>	<b><u>\$69,520.65</u></b>
<b>TOTAL FUNDS AVAILABLE FOR AMBULANCE</b>	<b><u>\$351,749.00</u></b>

**BOARD NEEDS TO APPROVE THE TRANSFER OF FUNDS  
FROM THE WESTMORELAND RESCUE SQUAD FUND TO  
THE GENERAL FUND**

ADJOURNMENT

There being no further business to come before the Board at this time, upon motion by Russ Culver and second by Woody Hynson and carried unanimously, the Board adjourned the meeting at approximately 10:15 a.m. The Board's next regular meeting will be held on Monday, August 14, 2023 at 6:00 p.m. The meeting will be held in the public meeting room at the front entrance of the George D. English, Sr. Memorial Building.

Chairman, *Darryl E. Fisher*