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Secretary
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Executive Director/CEO

April 29, 2025

Mr. Paul J. Wiedefeld
Secretary
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of Two PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances for Baltimore/Washington International Thurgood Marshal Airport (BWI Thurgood Marshall Airport)

Dear Mr. Wiedefeld:

The Maryland Aviation Administration (MAA) is requesting to purchase two PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances from P. L. Custom Body and Equipment Co. Inc., for the total price of \$1,221,060.00 utilizing an Intergovernmental Cooperative Purchasing Agreement, (ICPA) through Sourcewell and P. L. Custom Body and Equipment Co. Inc., Contract No. 122123-PLC.

The purchase of these two PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances will replace the following vehicles:

1. 2013 Ford/Horton Ambulance; VIN# 1FDUF4HT0DEB42746; Tag SG 29486, MAA ID# 30411
 - a. The Baltimore Washington International Thurgood Marshall Airport Fire Rescue Department (BWI FRD) 2013 Ford/Horton Ambulance emergency vehicle was built in 2013 and has current milage of 108,710. This vehicle was placed in service December 18, 2013.
 - b. This vehicle is the BWI FRD's ready-reserve ambulance in the event one of two front-line ambulances are out-of-service for repairs or maintenance. By replacing this unit, the new unit will be retired from service.
 - c. New National Fire Protection Association (NFPA) standards for Automotive Ambulances pertaining to emergency lights, restraints, reflective safety markings and other items are now in effect further justifying the need for replacement. This current vehicle is not meeting the new safety requirements therefore this vehicle should be replaced.

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2. 2015 Freightliner/PL Custom Ambulance; VIN# 1FVACWDU6GHGT6730; Tag SG 27155, MAA ID# 30448

- a. The BWI FRD 2015 Freightliner/PL Custom Ambulance emergency vehicle was built in 2015 and has current milage of 150,875. This vehicle was placed in service July 25, 2016.
- b. This vehicle is one of two BWI FRD's front line ambulances; by replacing this unit, the new unit will become a frontline ambulance, and the 2015 Freightliner unit will become the reserve unit.

ICPA Contract No. 122123-PLC between Sourcewell, a State of Minnesota local government unit, and P. L. Custom Body and Equipment Co., Inc., is effective February 28, 2024, through February 28, 2028. The contract provides the PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances. The total price is \$1,221,060.00 for two ambulances. The lead time is 30 to 36 months after receipt of order. Pricing as follows:

- MSRP (PLC16) \$362,439.00
- Sourcewell Discount \$18,121.95 (5.0 %)
- Base Model Price \$344,317.05
- Total Options (Options include a 5% discount) \$266,212.95
- Total Price (Base Model and Options) \$610,530.00 Each

The purchase of two 2027 PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances will replace vehicles that are 10 years old and 12 years old. The Federal Aviation Administration (FAA) Advisory AC 150/5220-10E provides guidance on the determination for replacement of the fire department vehicles. As stated in 1.4 of the advisory, the vehicles have a 10-12 year service life. Given that the lead time on vehicles is up to three years, both vehicles will be well beyond life expectancy at the point of replacement. The replacement of these front-line vehicles is essential to the safe and reliable transportation of individuals to area hospitals by BWI FRD.

The Procurement Officer compared similar vehicle purchases within the past three years of other Government entities to confirm the cost benefit to the State. Twelve similar units were purchased with slightly different options by Montgomery County Maryland Fire and Rescue Services on August 27, 2024. The pricing total for all twelve units was \$6,002,496.00 (*\$500,208.00 each*). Low unit pricing is attributed to the ICPA bulk purchasing discounts and the time at which the order was placed.

The Procurement Officer then compared a similar purchase of one 2024 unit by the Village of North Palm Beach of Florida for \$619,728.75. The ambulance was equipped in accordance with Village specifications pursuant to pricing established in an existing Sourcewell Cooperative Purchasing Contract (RFP #110921 - Ambulances and Emergency Medical Services Vehicles). The original procurement of this was completed in 2022.

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The Procurement Officer also compared the project estimate pricing from January 24, 2024, and updated pricing from October 3, 2024, for the PL Custom M2 Freightliner Plus Titan Type 1 Medium Duty Ambulances procurement.

- 2026 PL Custom / M2 Freightliner Titan Ambulance January 24, 2024, \$526,008.00
- 2027 PL Custom / M2 Freightliner Plus Titan Ambulance October 3, 2024, \$596,030.00

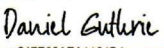
Based on the comparison of pricing, use of the ICPA will provide a minimum cost benefit to the State estimated between 1.5% and 5%.

COMAR 21.05.09.05 requires, "before awarding or participating in an Intergovernmental Cooperative Purchasing Agreement (ICPA), the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title."

Therefore, in order to procure the necessary specialized equipment for BWI Thurgood Marshall, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Cooperative Purchasing Agreement Contract No. 122123-PLC for the above-mentioned purchase. Utilizing this procurement method will allow MAA to realize a savings of both time and money in obtaining the specialized equipment. MAA has determined that it is in the best interest of the State and will promote administrative efficiencies and intergovernmental cooperation and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement §13-110.

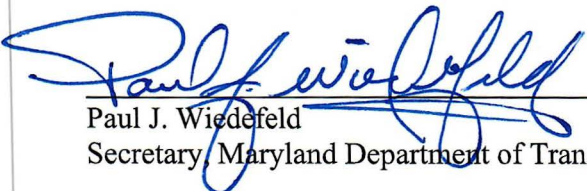
If you have any questions or require additional information, please contact me at 410-859-7097.

Sincerely,

Signed by:

317E02AEA1104B4
Daniel Guthrie, CPPB, CMPO
Director, Maryland Aviation Administration
Office of Procurement & Materials Management

4/29/2025
Date

Approved:


Paul J. Wiedefeld
Secretary, Maryland Department of Transportation

May 23, 2025
Date