

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

626



**FROM:** Stanley L. Sniff Jr., Sheriff-Coroner-PA

**SUBMITTAL DATE:**  
10/21/10

**SUBJECT:** Approval of Breeze-Eastern Corporation as the Sole Source Vendor for Maintenance and Parts for Sheriff's Department Aviation Rescue Hoists.

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the Purchasing Agent to purchase maintenance and parts from Breeze-Eastern Corporation for the Sheriff's Department Aviation rescue hoists, at a cost not to exceed \$60,000 per year until June 30, 2015, without securing competitive bids, in accordance with Ordinance 459.4.

**BACKGROUND:** Sheriff's Aviation currently has three helicopter rescue hoists purchased from Breeze-Eastern. These hoists have been used extensively during search and rescue operations, marijuana eradication efforts and to support other operations that require personnel be landed in remote areas of the county. Use of the hoists has saved lives and reduced risk to rescue workers during numerous missions throughout Riverside County. Further, the hoists reduce the man-hours that would normally be involved in these operations.

BR 11-044 (Continued on Page 2)

*[Signature]*

Stanley L. Sniff Jr., Sheriff-Coroner-PA  
Will Taylor, Director of Administration

**FINANCIAL DATA**

Current F.Y. Total Cost:	\$60,000	In Current Year Budget:	Yes
Current F.Y. Net County Cost:	\$0	Budget Adjustment:	No
Annual Net County Cost:	\$0	For Fiscal Year:	FY 2010-11

**SOURCE OF FUNDS: Asset Forfeiture Funds**

Positions To Be Deleted Per A-30	<input type="checkbox"/>
Requires 4/5 Vote	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE

BY: *[Signature]*  
Robert Tremaine

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Stone, seconded by Supervisor Tavaglione and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Tavaglione, Stone, Benoit and Ashley  
Nays: None  
Absent: None  
Date: November 9, 2010  
xc: Sheriff, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By: *[Signature]*  
Deputy

3.15

ATTACHMENTS FILED WITH THE CLERK OF THE BOARD  
Departmental Concurrence  
Purchasing: *[Signature]* Mark Seiler, Assistant Director

- Policy
- Policy
- Consent
- Consent

Dep't Recomm.:  
Per Exec. Ofc.:

The Federal Aviation Administration must certify and approve equipment installed on U.S. Civil aircraft. Currently, Breeze-Eastern is the only manufacturer/distributor of a 450-pound rescue hoist system certified by the FAA for installation on an AS350B3 helicopter. Further, the Administration also requires certification of the hoists to manufacturer specifications. Breeze-Eastern requires the hoists be rebuilt every five years. On June 13, 2006 (3.30), the Board approved Breeze-Eastern as the sole source vendor for the maintenance and parts for the hoist systems. The Department is requesting a continuation of that sole source approval through June 30, 2015.

### **Price Reasonableness**

The approximate cost of one hoist re-build is \$41,300, excluding tax and shipping, slightly less than the \$41,500 rebuild cost quoted by Breeze-Eastern in 2006. The rebuild will also include a cable and a refurbished hook adding \$10,000 to the cost. The tax and shipping costs are estimated at \$4,600, bringing the total rebuild cost to \$55,900. The additional \$4,100 is required for routine maintenance and parts for all three hoists during the year. Therefore, staff is proposing that the annual cost authorization be set at \$60,000.

Breeze-Eastern deals exclusively with helicopter builders. However, the Sheriff's Department has successfully negotiated with Breeze-Eastern to purchase directly from the firm; thereby avoiding any mark-up tacked onto the price of the parts and maintenance by the helicopter manufacturers.

Date: 10/27/10  
From: Acct Tech I Rick Gay Department/Agency Sheriff/Aviation  
To: Board of Supervisors  
Via: Purchasing Agent  
Subject: Sole Source Procurement; Request for Breeze-Eastern Corporation

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: Annual service and repair of the BL-27900-23 Hoist Assembly utilized in 4 Sheriff's helicopters.

Supplier being requested: Breeze-Eastern Corporation

Alternative suppliers that can or might be able to provide supply/service: None

Extent of market search conducted: None. The Federal Aviation Administration must certify and approve equipment installed on U.S. Civil aircraft. Currently, Breeze-Eastern is the only manufacturer/distributor of a 450-pound rescue hoist system certified by the FAA for installation on the Sheriff's AS350B3 helicopters. Breeze-Eastern does not have independent agents or distributors for their product.


Further, the Administration also requires certification of the hoists to manufacturer specifications. Breeze-Eastern requires the hoists be rebuilt every five years. On June 13, 2006 (3.30), the Board approved Breeze-Eastern as the sole source vendor for the maintenance and parts for the hoist systems.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: As stated above, the FAA requires certification of the hoists to Breeze-Eastern's specifications

Reasons why my department requires these unique features and what benefit will accrue to the county: These hoists have been used extensively during search and rescue operations, marijuana eradication efforts and to support other operations that require personnel be inserted to remote areas of the county. As a result, the lives of lost, injured or stranded victims in our county have been saved and many man hours have been saved during these operations by the use of the aviation rescue hoists.

Price Reasonableness: The current overhaul cost of \$51,264 is approximately the same as the quote Breeze-Eastern provided in June 2006.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? Yes, annual repair and maintenance is required to assure safe operation of the system.

  
\_\_\_\_\_  
Department Head Signature For Date

Purchasing Department Comments:

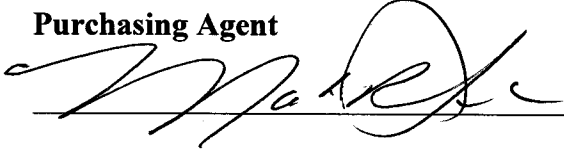
Approve

Approve with Condition/s

Disapprove

Purchasing Agent

Date



10-28-10