

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY  
AND RECORD OF ACTION**

June 11, 2024

**FROM**

**MARK MCCULLOUGH, Director, Fleet Management Department**

**SUBJECT**

Purchase Orders with Kalmikov Enterprises, Inc. dba Fire Apparatus Solutions for Vehicle and Equipment Parts

**RECOMMENDATION(S)**

Authorize the Purchasing Agent to issue purchase orders with Kalmikov Enterprises, Inc. dba Fire Apparatus Solution in the aggregate not to exceed amount of \$2,500,000 over a five-year period from June 11, 2024, through June 10, 2029.

(Presenter: Mark McCullough, Director, 387-7870)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Operate in a Fiscally Responsible and Business-Like Manner.**

**Improve County Government Operations.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). Fleet Management Department (Fleet) is an internal service fund, and its operational costs are financed through the Board of Supervisors (Board) approved rates charged to customers. In Fiscal Year 2023-24, Fleet's total purchases of parts and apparatus repairs from Fire Apparatus Solutions are anticipated at \$345,000 from September 2023 to the present date. Sufficient appropriation has been included in Fleet's 2024-25 Recommended Budget (791 4064) and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

Fleet provides vehicle and equipment replacement parts for the majority of the County's fleet of vehicles and heavy equipment, including safety vehicles for the San Bernardino County Fire Protection District (Fire). Fire Apparatus Solutions, formerly Kalmikov Enterprises is the sole manufacturer of custom fire apparatus and the vendor authorized to provide replacement parts and apparatus repairs in Southern California.

On September 13, 2022 (Item No. 33), the Board delegated authority to the Purchasing Agent to issue purchase orders for an annual amount of \$250,000 and an aggregate amount not-to exceed \$1,250,000, for the period of September 13, 2022 through September 12, 2027.

On September 26, 2023 (Item No. 33), the Board approved a non-competitive, five-year purchase order for an aggregate amount not-to exceed total of \$1,250,000 for the provision of equipment parts and vehicles beginning September 26, 2023 through September 25, 2028. This item was required to come to the Board after a name change resulting from KME being acquired

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Vehicle and Equipment Parts  
June 11, 2024**

by Fire Apparatus Solution. The Purchasing Department (Purchasing) approved a one-year purchase order for \$250,000 for Fiscal Year 2023-24. Due to an increase in KME parts and vehicles needed by Fire, combined with inflation, Fleet anticipates that purchasing authority will be exceeded prior to July 1, 2024, and therefore requests purchasing authority for a new five-year term.

**PROCUREMENT**

Purchasing concurs with the non-competitive justification as Fire Apparatus Solutions is the only authorized distributor for replacement parts for KME vehicles, warranties, and equipment in Southern California.

County Policy 11-04 requires departments to seek Board approval when contracting for competitive and non-competitive purchases of goods and services of more than \$200,000 during a single annual period.

**REVIEW BY OTHERS**

This item has been reviewed by Fleet Management (Melanie Eustice, Administrative Supervisor, 387-7849) on April 29, 2024; Purchasing (Lisa Zhu, Lead Buyer III, 387-7849) on May 8, 2024; County Counsel (Adam Ebright, Deputy County Counsel, 387-4229) on May 8, 2024; Finance (Penelope Chang, Administrative Analyst, 387-5423) on May 08, 2024; County Finance and Administration (Paloma Hernandez-Barker, Deputy Executive Officer, 387-5423) on May 24, 2024.

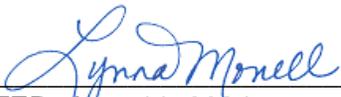
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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Curt Hagman  
Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: June 11, 2024



cc: File - Fleet Management  
JLL 06/26/2024