

**AGENDA ITEM 9-D**  
**ACTION ITEM**

**TO: CHAIRMAN ZIMMERMAN AND THE VRE OPERATIONS BOARD**

**FROM: DALE ZEHNER**

**DATE: FEBRUARY 20, 2009**

**RE: AUTHORIZATION TO AWARD A CONTRACT FOR RAILCAR AIR  
CONDITIONING SERVICES**

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**RECOMMENDATION:**

The VRE Operations Board is being asked to authorize the Chief Executive Officer to enter into a contract with **RAM Industrial Services, Inc. of Camp Hill, Pennsylvania** for railcar HVAC repair services in an amount not to exceed **\$350,000 over the three year term.**

**BACKGROUND:**

On May 18, 2007, the Operations Board authorized the issuance of an RFP for railcar air conditioning services. While VRE has EPA qualified HVAC personnel employed via the maintenance contractor at each yard, an outside firm is sometimes needed for heavier repairs.

The solicitation had to be cancelled three times due to no proposals being received, a lack of clarity in the schedule of prices, and a submission that did not meet the performance requirements. Prior to issuing the solicitation for the fourth time, the RFP was rewritten to focus primarily on the shop capabilities of the proposers and to rely on VRE yard contractors to perform the installation and removal aspects of the work.

The RFP was re-posted on December 18, 2008, with proposals due on February 13, 2009. **Four proposals were received.**

The contract will be for three years and include heavy repair work that will be billed on a per job basis. The contract is being recommended for the full three years (base year plus two option years), with the CEO exercising the option years at his discretion.

**FISCAL IMPACT:**

Funding will be provided through the FY 2009 through FY 2013 operating budgets.

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**FROM: DALE ZEHNER**  
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**RESOLUTION**  
**9D-02-2009**  
**OF THE**  
**VIRGINIA RAILWAY EXPRESS**  
**OPERATIONS BOARD**

**WHEREAS**, on May 18, 2007, the Operations Board authorized the issuance of an RFP for railcar air conditioning services; and,

**WHEREAS**, these services are needed; while VRE has EPA qualified HVAC personnel employed via the maintenance contractor at each yard, an outside firm is sometimes needed for heavier repairs; and,

**WHEREAS**, a competitive selection process was conducted to select the recommended party.

**NOW, THEREFORE, BE IT RESOLVED THAT**, the VRE Operations Board authorizes the Chief Executive Officer to enter into a contract with **RAM Industrial Services, Inc. of Camp Hill, Pennsylvania** for railcar HVAC repair services in an amount not to exceed **\$350,000 over the three year term.**