

**COUNCIL ACTION FORM**

**SUBJECT: AWARD OF CONTRACT FOR LADDER TRUCK REPLACEMENT**

**BACKGROUND:**

Fire apparatus are essential for structural firefighting. With excellent maintenance, front line fire apparatus are able to ideally be used for a maximum of 15 years. After that time, the City's goal is to place the apparatus into reserve status for an additional 10-15 years. The City maintains one front line ladder truck, Truck 3, which is nearing 20 years of age. Currently housed at Station #3, Truck 3 is the City's only aerial firefighting apparatus and is due for replacement as identified in the City's Capital Improvement Plan. The Capital Improvement Plan shows \$1,250,000 available for the replacement of the ladder truck.

In February 2020, City staff issued a Request for Information to prospective ladder truck vendors. Responses were received from six vendors. Staff evaluated each vendor based on several factors including safety, operational costs, service, and references. Costs of the units were not included in the evaluation. Staff identified two vendors that could meet the needs of the department and would provide the best apparatus at the best cost for the City: Pierce and Rosenbauer.

On July 14, 2020, the City Council waived the City's formal bidding procedures and authorized staff to negotiate the best value for the purchase of a ladder truck with these two vendors or through a cooperative purchasing group such as Sourcewell or Houston-Galveston.

After approval from City Council, staff began the negotiation process with both Pierce and Rosenbauer. A Truck Replacement Team was formed with representatives from Fleet Services and firefighters from a variety of ranks. The team met over several months on multiple occasions, reviewing proposals and negotiating the best value for the City. Final negotiated offers were received as follows:

	<b>Reliant Fire Apparatus, Inc. (Pierce)</b>	<b>Heiman Fire Equipment (Rosenbauer)</b>
<b>DELIVERED PRICE</b>	\$1,173,456	\$1,207,339
<b>LESS PRE-PAYMENT DISCOUNT</b>	(20,631)	(22,387)
<b>NET PRICE</b>	<b>\$1,152,825</b>	<b>\$1,184,952</b>

The net price for each ladder truck does not include all outfitting costs, such as firehose, extrication equipment, fans and other tools and equipment used at an emergency scene. Outfitting costs are estimated at \$70,000 and were built into cost estimates within the City's Capital Improvement Plan.

### **REFURBISH TRUCK 3 FOR RESERVE STATUS:**

Once the replacement ladder truck is received, the existing Truck 3 will be refurbished and used as a reserve unit. An amount of \$125,000 has been programmed in the Capital Improvement Plan for the refurbishment. Refurbishing work will include corrosion removal and repair, replacement of ladder cables and pulleys, electrical system overhaul, new pump packing, hydraulic cylinder rebuild, and testing and certification of both the ladder and pump. This work will be awarded through a separate contract from the new ladder truck acquisition.

Refurbishing the existing truck and retaining it as a reserve unit will mitigate the need for assistance from neighboring communities for unit stand-by when the primary ladder truck is out of service. Additionally, it will provide the City with two fully equipped and capable ladder trucks that can provide elevated rescue and water application at large scale emergencies.

### **ALTERNATIVES:**

1. Award a contract to Reliant Fire Apparatus, Inc. (Pierce) for the purchase of a new ladder truck at a cost of \$1,152,825.
2. Award a contract to Heiman Fire Equipment (Rosenbauer) for the purchase of a new ladder truck at a cost of \$1,184,952.
3. Reject both offers and direct staff to seek other options for acquiring a new ladder truck.

### **CITY MANAGER'S RECOMMENDATION:**

The proposed contract with Reliant Fire Apparatus, Inc. for a Pierce ladder truck will provide an acceptable replacement front line ladder truck. Their truck will be built around the needs of the Ames Fire Department and delivery is estimated in approximately 13 months. The new truck will provide capabilities that meet or exceed those of the existing ladder truck, including a working platform from which multiple firefighters can work, increased ladder load capacities, and a larger 2,000 gallon per minute water pump. In addition, the proposed price and additional outfitting costs are within the approved budget for this project. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative #1, as described above.