

TO: JAMES L. APP  
CITY MANAGER

FROM: DOUG HAMP, CHIEF  
EMERGENCY SERVICES DIA

SUBJECT: PURCHASE OF 1999/2000 AERIAL TRUCK

DATE: NOVEMBER 2, 1999

NEEDS: For the City Council to authorize the Chief of Emergency Services, in cooperation with the Director of Administrative Services, to enter into a purchase agreement for an aerial fire truck, noting a cost increase has occurred.

FACTS:

1. The 1999/2000 budget included \$450,000 for an aerial fire apparatus on the recommended one time allocations list, Exhibit "E."
2. Funding for the one time allocations was contingent upon the available carryover (general fund results) from fiscal year 1999.
3. The Council at their November 2<sup>nd</sup> meeting made an allocation of \$300,000 representing a \$100,000 down payment and two annual lease purchase payments of \$100,000. Subsequent years allocations for lease purchase payments would be made with the next update of the four year financial plan.
4. As predicted by the Chief during budget deliberations, significant cost increases have occurred. Today's economy is supporting this trend, anticipating increases again in the month of November or December of 1999.
5. With City Council approval and funds identified, a window of opportunity currently exists to purchase an aerial fire apparatus which meets all of the needs of the City of Paso Robles at a price of \$528,162.49. This dollar figure is taken from a current bid awarded by the San Miguel Fire District Board of Directors in the San Diego area.

ANALYSIS AND  
CONCLUSION:

The \$528,162.49 is an increase of \$78,162.49 from the original \$450,000 authorized by the Paso Robles City Council. Due to the lease purchase payment process, scheduling of an additional \$78,000 can be included.

City Purchasing policy provides for the City to utilize a previously awarded bid process that complies with all statutes relating to the competitive bidding process and which has occurred within a one-year time frame.

In authorizing the Chief to take advantage of this policy, additional cost increases may be avoided and the City will acquire a truck meeting all the needs of the City for the next 25 years.

The findings of the San Miguel Chief who provided the research and findings of the request for bids were correct in his observations for selection of a vendor, Pierce Fire Apparatus. The Paso Robles Chief of Emergency Services has experience with and knowledge of the firms solicited, and agrees fully with the recommendations of San Miguel.

This specialized piece of equipment must be purchased from an experienced aerial apparatus manufacturer that provides a time-tested product, a reputation for quality and safety in use, and an ability to stand behind its product.

The Paso Robles Chief of Emergency Services contacted Pierce Fire Apparatus and was granted a 90-day price freeze, as provided for in the San Miguel Fire District's award of bid.

**POLICY**

**REFERENCE:** Paso Robles Municipal Code Chapter 6.04

**FISCAL IMPACT:** An additional General Fund increase of \$78,162.49 in the purchase of the aerial truck, to be absorbed in the lease purchase process.

It is estimated that the annual debt service payment for a five year lease purchase program with a \$100,000 down payment is \$102,100 representing \$2,100 more than has been allocated. However, if the lease purchase payments were made quarterly instead of annually, the total estimated annual debt service payments would be less than \$100,000 annually.

**OPTIONS:**


- A. Authorize the purchase of the aforementioned Pierce aerial fire apparatus at the price of \$528,162.49 through South Coast Fire Equipment, which was identified in a recognized bidding process by the Fire District of San Miguel, California and authorize lease purchase financing which will meet budgetary requirements.
- B. Amend, modify or reject the above option.

It is the intent of the San Miguel Consolidated Fire Protection District to purchase an aerial apparatus of 100 foot length or greater. In this packet you will find detailed specifications as to design and requirements. It is the vendor's responsibility to clarify any conflicting information or questions as to the design and or specifications. The San Miguel Consolidated Fire Protection District Board of Directors must approve the purchase of said vehicle. The Board will vote on the issue at the regularly scheduled meeting of Thursday, October 8, 1998 at 7:00 p.m.

Bids must be received in a sealed envelope at our Headquarters, 2850 Via Orange Way, Spring Valley, no later than Friday, October 2, 1998 at 4:00 p.m. Bids will be opened at that time.

The District reserves the right to reject any and/or all bids. The District also reserves the right to purchase from the vendor it deems provides the best value for the purchase dollar. The District does not necessarily have to award to the lowest bid price. However, price will be one of the many considerations the District evaluates.

If you have any questions you may contact me at (619) 660-5353 or Bob Huston at (619) 670-8865.



Larry E. Kinard  
Division Chief

## SAN MIGUEL CONSOLIDATED FIRE PROTECTION DISTRICT STAFF REPORT

**DATE:** ~~OCTOBER 7, 1998~~  
**TO:** SAN MIGUEL FIRE DISTRICT BOARD OF DIRECTORS  
**FROM:** LARRY E. KINARD *LEK*  
DIVISION CHIEF  
**SUBJECT:** TRUCK PURCHASE CONTRACT AWARD

### BACKGROUND

ON SEPTEMBER 18, 1998 REQUESTS FOR BID AND TRUCK SPECIFICATION PACKETS WERE SENT TO SEVEN (7) FIRE APPARATUS VENDORS. THE SPECIFICATIONS CALLED FOR A 100 FOOT (OR LONGER) AERIAL LADDER APPARATUS EQUIPPED WITH A PUMP, WATER TANK AND HOSE COMPLIMENT. THE BID DOCUMENTS CLEARLY STATED TO ALL VENDORS THAT PRICE WAS ONLY ONE OF THE FACTORS WE WOULD BE EVALUATING. IT WAS EXPRESSED THAT WE WOULD BE LOOKING FOR THE BEST VALUE FOR THE DISTRICT'S DOLLAR, NOT SIMPLY THE LOWEST PRICE. OF THE SEVEN VENDORS CONTACTED, FOUR (4) RESPONDED TO OUR BID REQUEST. THERE WAS A PUBLIC BID OPENING HELD IN THE HEADQUARTERS BOARD ROOM ON FRIDAY, OCTOBER 2, 1998.

### BID RESULTS

THE FOUR VENDORS PRICES ARE LISTED BELOW. ALL PRICES INCLUDE TAX AND ALL DISCOUNTS OFFERED FOR EARLY PAYMENT.

FERRARA	\$519,537.10	
PIERCE	\$528,182.49	+ \$8,631.39
SEAGRAVE	\$529,105.30	+ \$9,568.20
EMERGENCY-ONE	\$561,956.12	+ \$42,419.02

THE NUMBERS IN THE RIGHT COLUMN REFLECT THE DOLLAR AMOUNT HIGHER THAN THE LOW BID.

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MANUFACTUROR INFORMATION

FERRARA

HAVING PRODUCED FIRE APPARATUS FOR JUST 10 YEARS, FERRARA IS RELATIVELY NEW TO THE FIRE APPARATUS BUSINESS. IN 1992, FERRARA WAS THE 10TH LARGEST PRODUCER OF FIRE APPARATUS IN THE NATION. TODAY THEY RANK IN THE TOP 5.

UNFORTUNATELY, FERRARA HAS NOT PRODUCED AN AERIAL LADDER TRUCK WITH THE CAB & CHASSIS THEY HAVE SPECIFIED. OURS WOULD BE THEIR FIRST. THIS BEING THE CASE, WE ARE UNABLE TO FULLY ASSESS THEIR PRODUCT.

PIERCE

PIERCE FIRE APPARATUS, A SUBSIDIARY OF OSHKOSH TRUCK CORPORATION, HAS BEEN BUILDING FIRE APPARATUS SINCE 1917. THEY ARE WORLD KNOWN, WELL RESPECTED IN THE INDUSTRY AND HAVE HUNDREDS OF PUMPERS AND AERIALS IN SERVICE THROUGHOUT THE WEST. THEY HAVE AN EXCELLENT REPUTATION. PIERCE PRODUCES 120 AERIAL UNITS A YEAR THAT MEET OUR SPECIFICATIONS.

THE SAN MIGUEL FIRE DISTRICT HAS TWO FRONT LINE PUMPERS BUILT BY PIERCE IN SERVICE AT STATION 10 AND HAVE ONE PIERCE PUMPER IN RESERVE. PIERCE WAS THE SECOND LOW BIDDER WITH THEIR PRICE BEING \$8,631.39 HIGHER THAN FERRARA'S.

SEAGRAVE

SEAGRAVE HAS BEEN MANUFACTURING FIRE APPARATUS FOR OVER 100 YEARS BEGINNING IN THE LATE 1800'S. THEY ALONG WITH PIERCE ARE WORLD KNOWN AND HAVE AN EXCELLENT REPUTATION.

SEAGRAVE WAS THE THIRD LOW BIDDER WITH THEIR PRICE BEING \$9,568.20 HIGHER THAN FERRARA'S.

WITH PIERCE AND SEAGRAVE BEING SO EVENLY MATCHED IN QUALITY AND REPUTATION, I COULD NOT RECOMMEND PAYING A HIGHER PRICE TO PURCHASE THE SEAGRAVE.

EMERGENCY-ONE

FOUNDED IN 1974, EMERGENCY-ONE HAS BECOME ONE OF THE INDUSTRY LEADERS WITH OVER 17,000 FIREFIGHTING VEHICLES WORLDWIDE.

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EMERGENCY-ONE HAS AN EXCELLENT REPUTATION AND, WITH THE EXCEPTION OF OUR CONTRACT CITY, ALL OF SAN MIGUEL'S FRONT LINE APPARATUS IS EMERGENCY-ONE. WE HAVE HAD OUTSTANDING CUSTOMER SERVICE WITH EMERGENCY-ONE AND FEEL THEY PRODUCE AN EXCELLENT PRODUCT.

STAFF RECOMMENDATION

SINCE FERRARA HAS NOT PRODUCED AN AERIAL APPARATUS THAT MEETS OUR SPECIFICATION, OURS WOULD BE THE FIRST. I DO NOT FEEL CONFORTABLE RECOMMENDING THE BOARD ALLOCATE \$500,000 OF THE TAX PAYERS MONEY ON A PRODUCT WE CAN NOT FULLY ASSESS.

THE SECOND LOW BIDDER, PIERCE, PRODUCES OVER 120 AERIAL UNITS A YEAR THAT MEET OUR SPECIFICATIONS. PIERCE HAS BEEN IN BUSINESS FOR OVER 100 YEARS AND HAS AN EXCELLENT REPUTATION.

STAFF'S RECOMMENDATION IS TO AWARD THE PURCHASE CONTRACT TO SOUTH COAST FIRE EQUIPMENT, THE WEST COAST SALES REPRESENTATIVE FOR PIERCE, FOR THE AMOUNT OF \$528,162.49.



# San Miguel Consolidated Fire Protection District

*Serving the communities of Casa de Oro, Grossmont/Mt. Helix, La Presa, Rancho San Diego, Spring Valley, unincorporated areas of El Cajon and La Mesa, and the City of Lemon Grove*

**FIRE CHIEF**  
Kevin P. Eggeman

## PURCHASE ORDER

**NUMBER: 98-4603-15**


November 13, 1998

**VENDOR:** Pierce Manufacturing, Inc.  
P.O. Box 2017  
Appleton, WI 54913

**PURCHASER:** San Miguel Consolidated Fire Protection District  
2850 Via Orange Way  
Spring Valley, CA 91978-1746

<b>QTY:</b>	<b>DESCRIPTION:</b>
1	Pierce 105 ft. Heavy Duty Ladder per San Miguel Fire Specifications

If you have any questions please contact me at (619) 660-5353.

  
Larry E. Kinard  
Division Chief

2850 Via Orange Way, Spring Valley, California 91978-1746  
(619) 670-0500 • (619) 670-5331 FAX

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