

MEMORANDUM

DATE: October 9, 2018

TO: The Board of Supervisors

FROM: Ryan T. Ashe, Fire Chief

SUBJECT: Contract Award - Replacement Fire Apparatus - \$3,232,945

The Fiscal Year 2019 Capital Improvements Plan budget includes funds for the purchase of two replacement ladder trucks and one replacement squad/rescue truck for the Fire Department.

The Fire Department, Fleet and Purchasing staff examined different options and determined the most efficient procurement method for this purchase is to use a cooperative purchasing contract issued by the Houston-Galveston Area Council (HGAC) to Atlantic Emergency Solutions for all three replacement units. The HGAC contract contains wording allowing other localities to purchase from the contract. By participating in the cooperative procurement action, staff believes the County will increase efficiency, reduce administrative expenses and benefit from an accelerated delivery process.

The HGAC Fire Service Apparatus cooperative contracts offer multiple vendors for various rescue and fire apparatus. Base bid items are listed on the specific product pages. Almost all contracts include a wide array of additional configurations, optional equipment and accessories that are available to allow localities to configure equipment/services to suit their unique requirements. These items were included with the contractor's bid/proposal response and are part of the recommended contract.

Working with the vendor, Fire Department technical staff, as well as members of the James City-Bruton Volunteer Fire Department researched the design, construction and field performance of various models, and ultimately designed three vehicles that will meet the Department's needs. All three vehicles will provide increased operational capabilities and safety features. The ladder trucks are intended for Fire Stations 1 and 3. The squad/rescue truck is intended for Fire Station 1. Upon delivery of the replacement units, the Fire Department will take the old units out of service. None of the former units are in a state to be used in a reserve capacity. The former units may be sold or used elsewhere by the County in a non-emergency capacity.

Fire Department and Purchasing staff negotiated a total price of \$3,343,669 for the three replacement units. Should the County choose to provide a 90% pre-payment of \$3,007,302, the vendor offers a pre-payment discount of \$110,724, reducing the total contract amount to \$3,232,945. The cost of the contract is within the funds allotted.

Staff recommends adoption of the attached resolution authorizing contract award to Atlantic Emergency Solutions in the amount of \$3,232,945 for three replacement fire units.

RTA/md
CA-ReplFireApp19-mem

Attachment