



EXECUTIVE SUMMARY

DATE: February 8, 2018
TO: Jim Scholl, City Manager
CC: Greg Veliz, Assistant City Manager
FROM: Danny Blanco, Division Chief of Operations
SUBJECT: Executive Summary – Purchase of E-3 Mini-Pumper

PROJECT

ACTION:

The purchase under the FSA bid utilizing the pre-payment option of an E-ONE mini-pumper from Hall-Mark Fire Equipment, Inc. in an amount of \$185,156.

The department proposed, and was allocated \$300,000.00 in FY 17-18 Operating Budget to replace Engine 3 as an apparatus in accordance with our strategic plan. We propose the purchase of an E-ONE Mini-Pumper under Florida Sheriffs' Association Contract Number FSA16-VEF12.0 for Fire/Rescue Vehicles and Other Fleet Equipment. The bid was awarded on behalf of the Florida Fire Chief's Association, Florida Sheriffs' Association, and the Florida Association of Counties for participating Agencies in the State of Florida and is commonly referred to as the FSA Bid. The truck cost without exercising a prepayment option is \$188,397. This price includes building the apparatus to our specifications and the necessary equipment to be installed on the truck except the radio. A 100% pre-payment of \$185,156 to Hall-Mark RTC will offer a \$3241 discount. Hall-Mark RTC Fire Equipment, Inc. is the authorized E-ONE Manufacturing dealer for the State of Florida. They will coordinate the sale, prepare and equip the truck and provide delivery. The prepay option will carry a 100% Performance Bond.

Engine 3 is a 1997 E-ONE mini-pumper specifically designed to provide fire protection for the residents and businesses on Sunset Key. It is now approaching two years past the expected useful lifespan of 20 years and needs replacement. While E-3 has low millage, it does suffer from normal or higher than normal deterioration due to the environment and lack of regular operation.

The Florida Sheriffs' Association Bid provided manufacturers of fire apparatus that could be altered to mini-pumper specifications. We contacted three of the dealers listed on the FSA Bid and explained the specific design we would need to accommodate the expected use and size restrictions for this unit. Some of the design features are:

- No more than 290" long to fit in the Sunset Key station
- Gasoline engine to avoid regeneration complications associated with diesel
- 1000 GPM pump to provide an improved ISO score

The Department proposes an E-ONE mini-pumper for the following reasons:

- E-ONE is an ISO 9001 certified manufacturer of Fire Apparatus
- E-ONE apparatus incorporate important safety features desired

- E-ONE represents a balance of quality and price, and is built in Florida
- Mini-pumpers from three companies were evaluated and E-ONE provided all desired features at the lowest cost when compared to Pierce and HME units
- Although Pierce has provided all our recent apparatus, we have seen a decline in the service they are providing for those units.

Under the provisions of the Procurement Ordinance, specifically see 2-797(5), the department proposes to purchase under the bid for the following reasons:

- The bid provides a price level that Key West could not achieve purchasing only one truck independently.
- It eliminates the necessity for duplicating the bid process.

OPTIONS:

- Purchase an E-ONE truck under the FSA bid and pay full price upon delivery, **\$188,397.**
- Purchase an E-ONE truck under the FSA bid utilizing the Pre-Pay Discount, **\$185,156.**
- Competitively bid the purchase.
- Do not purchase the truck at all.

ADVANTAGES:

Purchasing this E-ONE truck under the bid will accomplish the following:

- Provides the truck in a timely and cost-effective manner.
- Incorporates important firefighter and public safety features.
- It will replace Engine 3, an E-ONE unit that is almost 22 years old, and is experiencing escalating repair and maintenance costs as a front-line truck.
- Engine 3 will be disposed or reassigned in accordance with City policy.
- Pricing of similar vehicles show \$194,228 (HME) and \$207,942 (Pierce)

DISADVANTAGES:

- No apparent disadvantages present themselves.

FINANCIAL IMPACT:

Rising costs for production are expected to continue. A delay will increase the future cost for a replacement for Engine 3. Repair and maintenance costs can be expected to increase for the existing unit, Engine 3, as the only unit stationed on Sunset Key.

\$ 300,000.00 was allocated in the Infrastructure Fund for the FY 17-18 budget, 101-2201-522-6400, for this purchase.

RECOMMENDATION:

The Key West Fire Department recommends the purchase under the FSA bid utilizing the pre-payment option of an E-ONE mini-pumper from Hall-Mark Fire Equipment, Inc. in an amount of \$185,156.