



EXECUTIVE SUMMARY

DATE: October 1, 2013
TO: Mr. Vitas, City Manager
FROM: Michael Davila, Division Chief of Operations
SUBJECT: Executive Summary – Sale of Old E-6 Fire Pumper

PROJECT

The Key West Fire Department has taken delivery of a new Pierce Pumper in July 2013. This new apparatus has replaced Engine 4 as a front line Pumper allowing Engine 4 to become a back-up apparatus.

Engine 6 is a 1991 Quality Spartan pumper which will no longer be needed as a back-up apparatus. Old Engine 6 has multiple mechanical issues with escalating repair costs just to keep it operational as a back up apparatus, including the inability to pass an NFPA required pump test. To bring the apparatus into compliance would be extremely cost prohibitive. Due to lack of engine room storage spaces, the old Engine 6 may have to be stored outside.

We therefore proposed to sell old Engine 6 to a group or individual that could use a Fire Engine in its present condition and was granted permission by resolution #13-064. We evaluated similar Fire Engines as our 1991 Quality Spartan and believed the value to be between \$20,000 and \$30,000. Firetec brokerage firm listed our pumper in industry publications as well as their web-site for sale at \$20,000 with no inquiries for four weeks. The broker recommended lowering the asking price due to the age and mechanical condition of the pumper.

We were given direction to list at \$10,000 to encourage interest. Firetec advised us of multiple inquiries, with no offers made for over six weeks. We then had an offer from a prospective buyer who wanted to purchase for \$10,000. That buyer, Jim Bradford, came down to complete the transaction and refused to complete the sale upon viewing the pumper more closely.

Since then we have informally reached out to all parties including local agencies to see who might be interested in purchasing Old Engine 6. A local group led by Nicholas Monsalvatge would like to purchase Old Engine 6 as-is, removing the Key West Fire Department logo, to use in a promotional business.

Pursuant to City Code 2-771(3), the Fire Department proposes to sell old Engine 6 for the best negotiated price.

OPTIONS:

- Sell the old Engine 6 to the person or group with the best offer
- Sell the old Engine 6 by advertising in Trade Magazines and using City staff to accept bids, rate bids, determine an acceptable selling price (tried already)

- Keep old Engine 6 as another back-up apparatus, and make needed repairs to pass NFPA requirements, storing the apparatus outside
- Keep old Engine 6 as another back-up apparatus, and not make needed repairs to pass NFPA requirements, storing the apparatus outside

ADVANTAGES:

- Selling the old Engine 6 to the local group interested for the best price negotiated

DISADVANTAGES:

- The storing the old Engine 6 outside and exposed to the weather would only speed up the deterioration process. This would rapidly lower the value if we wished to sell the Fire Truck in the future. Storing the apparatus outside could be a liability if someone were to get hurt while tampering with an unprotected Fire Truck.

FINANCIAL IMPACT:

- The City could net \$6,000. The sales price would be dependent on the buyer's continued interest.

RECOMMENDATION:

The Key West Fire Department recommends selling Old Engine 6 for the maximum price negotiated and authorizes the City Manager to execute any required agreement or contract to effectuate the sale.