



## **MEMORANDUM**

**DATE:** 11/04/2013

**TO:** Bob Vitas, City Manager  
Shawn Smith, City Attorney  
Nancy Kielman, Finance Director

**FROM:** Michael Davila, DC of Operations

**SUBJECT:** Resolution authorizing purchase of Fire Boat

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On behalf of Chief Fraga and our department, I've prepared an executive summary and assembled the information necessary for the preparation of a resolution to authorize the purchase of a Safe Boat Brand Fire Boat for your consideration. We would ask that it be prepared for consideration by the City Commission at their November 19<sup>th</sup>, 2013 meeting to qualify for the pricing offer valid until January 28<sup>th</sup> 2014. Safe Boat LLC has also included a bonus of **\$3,000** worth of additional items such as marine equipment if order is made before December 1<sup>st</sup>, 2013.

### **History**

The Present Key West Fire Boat is a 2003 25', fiberglass hull, Boston Whaler with twin 225 Mercury, T-Top and external Fire Pump. With age the Fire Boat requires extensive maintenance to keep it operational. The Fire Department requested and received funding in the 101-2201-522-64 budget for \$290,000 to purchase a metal hull replacement.

### **Evaluation**

The Key West Fire Department assembled a team of Fire Boat operators to evaluate brands and options to best fit our mission which includes not only firefighting but dive rescue and patient transport from Sunset Key and other sites offshore. The Team was made up of;

Division Chief/Team Leader  
Shift Commander/ Power  
Captain/Electronics  
Captain/Dive Rescue  
Firefighter Paramedic/Pump-Patient Care

Michael Davila  
Steve Wells  
Wayne Owen  
Michael Budde  
Eddie Perez

We contacted and priced several brands with similar boat configurations and options;

<b>Safe Boat International</b>	<b>\$286,964</b>	<b>Full configuration</b>
Armstrong Marine	\$245,000	Without trailer and electronics
Boston Whaler	\$239,066	Fiberglass hull
Metal Craft	\$399,000	Full configuration
Lake Assault	\$284,795	Full configuration
Metal Shark	\$292,110	Full configuration

The team compared the Total Cost of Ownership between a fiberglass hull like we presently operate and an aluminum hull we are seeking. The recommended life expectancy of a fiberglass hull is 6 years and aluminum hulls are expected to last 20 years with a full service life extension/SLEP/ Refurbishment at the 10 year interval. The initial costs will be higher, but for the full life expectancy ownership costs are reduced using the aluminum hull in this design.

**Payments**

The following payment options are offered:

- Full price without pre-payment options **\$286,964** Discount **\$0**  
(Payment on delivery)
- Pre Pay Payment Schedule 3.75% **\$276,203** Discount **\$10,761**  
40% of the total ARO  
30% of the total after welding is complete  
30% of the total after inspection of the completed boat at the factory
- Prompt Payment 1% **\$284,095** Discount **\$2,869**  
(20 days after acceptance at Safe Boats International)

Safe Boat LLC has also included a bonus of **\$3,000** worth of additional items such as marine equipment if order is made before December 1<sup>st</sup>, 2013.

The Executive Summary, Safe Boat proposal, GSA contract GS07F0038H, FSA Section 1122 agreement, component lists, and equipment lists are contained in the packet.

