

RESOLUTION NO. 13-064

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, AUTHORIZING THE SALE OF ONE SURPLUS 1991 SPARTAN PUMPER (KNOWN AS ENGINE 6) USING THE SERVICES OF ENGINE BROKER FIRETEC USED APPARATUS SALES, AND PROVIDED THE SALE AMOUNT EQUALS OR EXCEED \$20,000.00 (NET OF BROKERAGE FEES); PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, pursuant to section 2-771(3)c of the Code of Ordinances, the City may sell surplus personal property; and

WHEREAS, staff has determined that there is an extremely limited local market for used fire equipment, and it would be reasonable to use the services of an organization with national or regional experience in marketing to the fire protection/public safety market; and

WHEREAS, City staff reviewed information from five companies with experience brokering the sale of used fire equipment, and determined that Firetec Used Apparatus Sales would provide the City of Key West with the maximum return in revenue, in exchange for its commission fee.

NOW THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, AS FOLLOWS:

Section 1: That the sale of a 1991 Quality Spartan Pumper (Engine 6), using the services of Firetec Used Apparatus Sales, is hereby authorized, provided the sale amount equals or exceeds \$20,000.00 (net of brokerage fees).

Section 2: That in the event the price obtained by the broker does not equal or exceed \$20,000.00, the City Manager is directed to present lesser price bids to the City Commission for consideration at a regular meeting.

Section 3: That this Resolution shall go into effect immediately upon its passage and adoption and authentication by the signature of the presiding officer and the Clerk of the Commission.


Passed and adopted by the City Commission at a meeting held this 5 day of March, 2013.

Authenticated by the presiding officer and Clerk of the Commission on March 6, 2013.

Filed with the Clerk March 6, 2013.


CRAIG CATES, MAYOR

ATTEST:


CHERYL SMITH, CITY CLERK



EXECUTIVE SUMMARY

DATE: 4 February, 2013
TO: Bogdan Vitas, City Manager
FROM: Michael Davila, Division Chief of Operations
SUBJECT: Executive Summary – Sale of E-6 Fire Pumper

PROJECT

The Key West Fire Department is expecting delivery of a new Pierce Pumper in May 2013. This new apparatus will replace 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 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 will have to be stored outside after the delivery of the new Pierce Fire Engine.

We therefore propose to sell old Engine 6 to a community that could use a Fire Engine in its present condition. We propose to sell the old Engine 6 using a Fire Engine Broker to obtain the maximum price with minimum City time and effort. We have evaluated similar Fire Engines as our 1991 Quality Spartan and believe the value to be between \$20,000 and \$30,000. All brokerage firms will do a more thorough evaluation once a contract is agreed upon. We have studied five different brokerage firms found in several trade magazines. We believe Firetec Used Apparatus sales would be the best broker for our needs due to the following reasons:

- The company has more than 20 years experience in selling apparatus and is a leader in the Florida Fire Truck industry
- They agree to a 10% sellers fee which is standard in the industry (one lesser known broker offers the service for only 7%)
- They would advertise the old Engine 6 in all trade magazines as well as their web-site and other publications used by communities looking for used Fire Trucks
- They have several salesmen who would promote our apparatus to the communities who could use an apparatus in Engine 6's present condition
- They do not require the seller to pay for transportation to the buyer's location
- The City of Key West has used Firetec Used Apparatus Sales in the past and we are confident in their capabilities

Pursuant to City Code 2-771(3), the Fire Department proposes to sell old Engine 6 using Firetec Used Apparatus Sales as the Broker. Firetec Used Apparatus Sales will receive 10% of the sale price for the advertising and brokering service. The

community that buys the old Engine 6 will be required to transport the apparatus to their location.

OPTIONS:

- Sell the old Engine 6 using Firetec Used Apparatus Sales as the broker
- Sell the old Engine 6 using another brokerage firm as the broker
- Sell the old Engine 6 by advertising in Trade Magazines and using City staff to accept bids, rate bids, determine an acceptable selling price
- 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 using Firetec Used Apparatus Sales would bring the highest sales price with the least amount of City time and effort. The costs of transporting the apparatus would be avoided using Firetec Used Apparatus Sales, leaving a higher profit to the City of Key West.

DISADVANTAGES:

- The storing the old Engine 6 outside and exposed to the weather would only speed up the deterioration process. This would rapidly lessen 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 \$27,000 with a \$30,000 sale and paying Firetec Used Apparatus Sales \$3000. The sales price would be dependant on the capabilities of the Broker.

RECOMMENDATION:

The Key West Fire Department recommends selling old Engine 6 using Firetec Used Apparatus Sales as the Broker. Additionally, Staff requests the Key West City Commission approve the sale in advance provided the final sales price (net of brokerage fees) exceeds \$20,000, and authorizes the City Manager to execute any required agreement or contract to effectuate the sale. In the event the net sales price does not exceed \$20,000, Staff will bring back a resolution informing the Commission of the highest offer and request approval at that point.

AMERICA'S SOURCE FOR USED FIRE APPARATUS

RIGHT TRUCK. REAL RESULTS.

FIRETEC

USED APPARATUS SALES

Form is best viewed with latest version of Adobe Reader

Engine/Pumper

Use tab key to advance to next field

Customer:

Fire Department/Owner: Key West Fire Department Contact: Michael Davila
Daytime Phone: (305) 809-3938 Fax: (305) 292-8284 E-mail: mdavila@keywestcity.com
Fire Department Address: 1600 N. Roosevelt Blvd
City: Key West State: FL Zip + 4: 33040
Nearest Airport (for scheduling inspections): Key West International - EYW

Apparatus:

Year: 1,991 Manufacturer: Spartan Model: Quality
Body Material: Aluminum # of Cabinets 9

Chassis:

Make: Quality Model: GA40M-2142
VIN# 4S7BT9LOXMC003295 Mileage: 43,206
Vehicle Dimensions: Height: Ft. _____ In. _____ Width: Ft. _____ In. _____ Length: Ft. _____ In. _____
GVW: 38540 Wheelbase: In. _____ # of Axles: 2 AWD: Y ☐ N ☒
Cab Type: GA40M Cab Material: Aluminum Color: RED/WHITE
of Occupants: 4 # of Seats 4 SCBA Seats: Y ☒ N ☐ # SCBA Holders: 3
Brakes: Air ☒ Hydraulic ☒ Anti-Lock ☐ Air Conditioner: Y ☐ N ☒
Tire Condition: (tread & age) Good Tire Size: Front: 315/80R22.5 Rear: 11R 22.5

Engine:

Make: CUMMINS Model: LTA10 Fuel: DIESEL Turbo: Y ☒ N ☐
Horsepower: 300 @ 2100 RPM # of Cylinders: 6 Hours: 7142.2

Transmission:

Make: _____ Model: MT-647 Type: W/4TH GEAR LOCKUP
Speeds: 4 Engine Brake: YES

Pump & Plumbing (If Applicable):

Make: WATEROUS Model: CSU - SINGLE STAGE GPM: 1500 GPM
Stages: 1 Location: MID Last Pump Test: 2011
Pump & Roll: Y ☐ N ☒ If Yes, Describe Method (PTO etc.) _____
Water Tank Size: 750 GAL. Water Tank Material: FIBERGLASS
Foam System: (make, model/gpm) FEECON, A.P. Foam Tank Material FIBERGLASS

www.usedfiretrucks.com



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Please provide number, size and location of the following:

Deck gun: 1- 2.5" TOPMOUNT

Booster reel: 1- 1", REAR

Discharges: 6- 2.5", 2 DRIVER, 2 REAR, 2 CAPTAIN

Pre-connects: 2- 1.75", CROSSLAYS

Intake suction: 2- 6", 2- 2.5", DRIVER/CAPTAIN

Dumps: NA

Affixed Equipment:

Lightbar: (size/type/mfg.) WHELEN

Warning lights: (type/make/model) WHELEN

Siren: (type/make/model) SOUTHERN VP, SA430

Mobile radio: (band/channels/make/model) NA

Generator: (size/type/mfg.) NA

Scene lights: (portable/type/quantity) PORTABLE TELE-LITE X1C, TELE-LITE MOUNTED

Is this vehicle original, or has it been refurbished? (explain):

Original

Describe rusted or corroded areas (location & degree):

NA

Mechanical or cosmetic repairs needed:

NA

Recent mechanical repairs:

REQUIRES PUMP REBUILD

Additional comments/special features:

Overall condition of vehicle: ☐ Excellent ☐ Good ☒ Fair ☐ Poor

Reason for selling: REPLACED WITH NEW UNIT, OVER 21 YEARS OLD

Asking price: \$30,000.00 **Availability date:** 3/1/2013

Signed

Date



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Equipment List (Additional Items Included in Sale)

Check and Describe all equipment that will remain with the vehicle:

- ☐ SCBA: (make/model/quantity) NO
- ☐ SCBA bottles: (make/model/quantity) NO
- ☒ Ladders: (size/type/mfg.) 24' Duo-Safety extension, 14' Duo safety roof
- ☐ Suction hose: (hard/soft/size/quantity) NO
- ☐ Hose: (type/size/thread) NO
- ☐ Hose bed cover: (type/material) NO
- ☐ Brass/appliances: (type/size/thread) NO
- ☐ Spanner/hydrant wrenches: (quantity) NO
- ☐ Adapters: (size/type/thread/quantity) NO
- ☐ Pike poles/hooks: (type/size) NO
- ☐ Axes: (type/weight) NO
- ☐ Extinguishers: (size/type/make) NO
- ☐ Hand lights: (make/model/quantity) NO
- ☐ Fans/blowers: (size/make/model) NO
- ☐ Other: (please describe)
NONE
- ☐ Other: (please describe)
NONE
- ☐ Other: (please describe)
NONE
- ☐ Other: (please describe)
NONE

Signed CRF Date 03/06/13

Be sure the TITLE or MSO is readily available

Please email forms to firetec@firetec.com or print and fax completed forms (4 pages) to: 802-728-9206

Status of photos:

- ☐ Have been emailed to: photos@firetec.com (Please put your DEPARTMENT NAME on the subject line)
or mailing CD with photos on _____ (date) or will email photos on _____ (date)

www.usedfiretrucks.com



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LISTING AND MARKETING COMMISSION AGREEMENT

The undersigned being duly authorized, hereby enter into the following contractual agreement: Randolph Center, LLC. doing business as Firetec Used Apparatus Sales agrees to advertise in national sales publications* and on its' websites www.firetec.com and www.usedfiretrucks.com the following apparatus:

Apparatus (year/make/model): 1991 Spartan Pumper, Quality

Owned by: Key West Fire Department

Firetec® will refer to Owner all qualified inquiries Firetec® receives regarding the specified apparatus. If Owner sells the marketed apparatus or any other apparatus to the customer referred by Firetec®, or anyone acting on behalf of the referred customer, the Owner will pay a commission of 10% of the sale price (or a minimum of \$500) to Firetec® within 10 days of the sale. While Firetec does not require an exclusive agreement, seller understands that Firetec blankets the market with information and photos of the apparatus it has been hired to sell. Occasionally buyers will contact sellers without mentioning Firetec's involvement. Firetec keeps meticulous records of its contacts on each apparatus and strives to notify sellers of all potential leads. However, it's the responsibility of the seller to confirm with Firetec the source of the lead prior to sale, as commission may be due.

Owner agrees to notify Firetec®, at the time of sale, as to the sale price and the name and address of the buyer.

This agreement shall be in effect for a period of one (1) year unless extended. Either party may terminate at any time by notifying the other party in writing. If any sale takes place subsequent to termination, to a party previously referred by Firetec®, the same commission will be paid as if the agreement were still in effect.

Agreed to by:

Jennifer H Baumann

Firetec Apparatus Sales

CPA

Authorized Owner

Date

Date

03/06/13

*Firetec® reserves the right to advertise vehicles on website only. Frequency of print advertising at sole discretion of Firetec for all vehicles. March 2012.

www.usedfiretrucks.com



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Requirements and Helpful Hints For Taking Apparatus Photos

Acceptable Format:

High resolution digital images or 35mm color prints. Check your camera's manual for directions on how to take high-resolution images. Desired Minimum size is 1024 pixels by 768 pixels. Larger is better. Do not send scratched or out of focus photos.

Unacceptable Format:

Polaroids, low-resolution digital images and ink jet prints.

Mail or E-mail Photos/Images:

Mail prints to address below. Digital photos may be e-mailed to: photos@firetec.com. Be sure to put your department name on the subject line.

Helpful Hints:

Positioning The Vehicle: Avoid clutter; it competes for the viewer's attention. If possible, select uncomplicated backgrounds (wires, poles, signs and other vehicles are distracting). You want to be close enough so that the vehicle is the main focus of the photo, but far enough away to capture all of what you are trying to show.

Choose A Sunny Day: It is best to take photos outside, on a sunny day. Be sure to keep the sun at the photographer's back (reposition the vehicle if necessary.) If this is not possible, use a flash. Take photos from multiple angles.

More Helpful Hints:

- The vehicle should be on a level surface.
- Do not alter the photos or digital images. Our staff will make any modifications that are necessary.
- For film, use the entire roll; for digital images, take at least a dozen pictures and remember to include shots of all the important features. *Provide photos that would be appealing to potential buyers.*

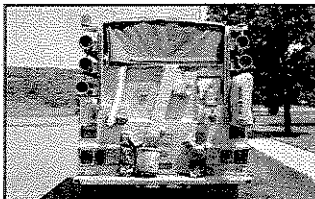
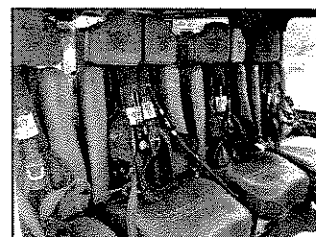
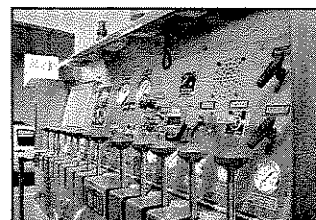
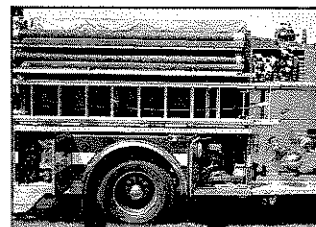
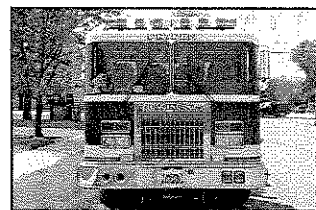
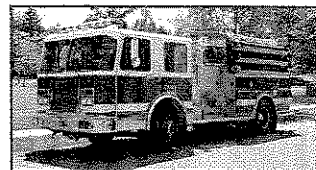
**Good Photos
Sell Trucks Faster!**

Call if you have any questions!

1-800-FIRETEC

(1-800-347-3832)

Firetec Apparatus Sales
P.O. Box 177
Randolph, VT 05060



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Agreed to by:

Jennifer H Baumann

Firetec Apparatus Sales

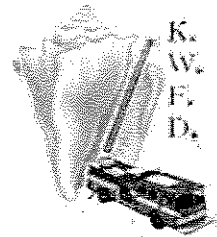
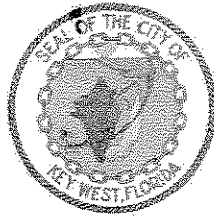
Authorized Owner

Date

Date

*Firetec® reserves the right to advertise vehicles on website only. Frequency of print advertising at sole discretion of Firetec for all vehicles. March 2012.





THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3933

To: Mark Finigan, Asst. City Mgr.

From: Michael Davila, Division Chief of Operations

Date: 4 February, 2013

Reference: Preferred Brokerage Firm for Old E-6 Sale

The Key West Fire Department has decided to sell the old Quality E-6 to coincide with the purchase of the new Pierce Apparatus to be designated E-6. We have researched five brokerage firms to find the most cost effective firm for the City of Key West. The five firms reviewed were all contacted and asked to submit brokerage agreements for us to analyze. We have found the firm Firetec Used Apparatus Sales as the best prospect for the following reasons;

- All firms have the same 10% fee, (one lesser known broker offers the service for only 7%)
- Firetec Used Apparatus Sales has a proven track record, and is one of the largest used Fire Truck dealers in Florida
- Firetec Used Apparatus Sales requires the buyer to transport the Fire Truck, which leaves more profit for the City of Key West

With your approval I will forward the brokerage agreement to Legal for their approval. Afterward I will complete documentation needed to get E-6 listed as soon as possible. It is our hope that the sale could be in the \$30,000 range, however Firetec Used Apparatus Sales will help with setting a high sale price which will be favorable to the City of Key West as well as Firetec Used Apparatus Sales.

Michael Davila, Division Chief of Operations

Key West Fire Department
1600 N. Roosevelt Blvd.
Key West, Florida 33040
305-809-3938 Office
305-292-8284 Fax
mdavila@keywestcity.com

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Key to the Caribbean – average yearly temperature 77 ° Fahrenheit.

326E LSN 103X
KEY WEST

Fire Engine Brokerages Analysis

Company	Location	Contact Person	Phone #	Fee
Ten-8 Fire Equipment Ten-8 requires the buyer to pay for transport after the sale.	Bradenton, FL	Stacey Abraham	800-228-8368	10%, minimum \$2500
Brindlee Mtn. Fire Equip. Mr. Wesesel later e-mailed saying they were not interested in selling our truck due to age and configuration.	Union Grove, AL	James Wessel	256-498-0188	10%, no minimum
Fenton Fire Equipment	New York	James Campbell	314-227-0133	7% under \$100 000.00, 5% above \$100 000.00
Bradford County Fire It is the responsibility of the seller to transport the truck to the buyer.	Ft. Myers Beach, FL	Jim Bradford	239-229-9400	10%, no minimum
Firetec Firetec has sold two trucks for us in the past. We would collect for the sale, and then pay Firetec the 10% after the sale.	Randolph VT	Barbara Baumann	800-347-3832	10%, no minimum