

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
FROM: DEBORAH LAUCHNER, CHIEF FINANCIAL OFFICER,
FINANCE DEPARTMENT
KEN SEBASTIANI, BATTALION CHIEF, FIRE DEPARTMENT
BRANDALYN TRAMEL, PURCHASING AGENT, FINANCE
DEPARTMENT
SUBJECT: CONTRACT AWARD – TYPE 1 FIRE APPARATUS

AGENDA ACTION: RESOLUTION

RECOMMENDATION

It is recommended by the Finance and Fire Departments, that the Council, by resolution, approve a General Services Agreement for (a) the purchase of two (2) Type 1 Fire Apparatus, construction progress meetings, training, and warranty services, for a total amount not to exceed \$1,247,412.50, and (b) a ten-year option for future apparatus purchases to Hi-Tech Emergency Vehicle Service, Inc., of Oakdale, California.

EXECUTIVE SUMMARY

The City of Santa Rosa Fire Department (SRFD) submitted a request to Purchasing for the purchase of two Type 1 Fire Apparatus with minimum specifications and standards for the design, construction, performance, and acceptance requirements in the best interest for SRFD.

BACKGROUND

On March 30, 2017, Request for Proposals (RFP) 17-14 City of Santa Rosa was opened by the Purchasing Division.

SRFD currently has fourteen (14) Type 1 Fire Apparatus, ten (10) that are frontline and staffed daily, and four (4) that are kept in a reserve status for use when the frontline equipment is taken out of service for routine maintenance or repairs.

The purchase of two (2) new 2016-2017 model year Type I Fire Apparatus will replace current Apparatus at Station 1 and Station 11. The two Apparatus being replaced will be moved to a station with less demand for calls and placed on reserve status. The oldest two Apparatus will be surplus as they no longer have a useful lifespan. The preferred life cycle for Type I Fire Apparatus is 15 years of frontline service and five (5) years of

CONTRACT AWARD – TYPE 1 FIRE APPRATUS
PAGE 2 OF 5

reserve service. This allows SRFD to obtain the greatest benefit of the vehicles for the period of purchase, maintenance, and surplus over the 20-year lifespan.

PRIOR CITY COUNCIL REVIEW

Not Applicable

ANALYSIS

Of the 20 prospective vendors on the City Planet Bid system for this type of purchase, four vendors responded with written offers. All offers received were considered responsive to the solicitation. A tabulation of the responsive vendors, in no specific order of rating, is listed below:

Hi-Tech Emergency Vehicle Service, Inc. Oakdale, CA
Golden State Fire Apparatus Sacramento, CA
Burton's Fire Modesto, CA
Boise Mobile Equipment Boise, ID

The evaluation panel consisted of a City Battalion Chief/Fleet Manager, a Fire Engineer, and two Fire Captains.

The following is a list of evaluation criteria used in the first initial scoring process:

- (1) Overall responsiveness to the RFP. Proposals must be neat, complete, and fully address technical specifications, experience and qualifications, and cost. Contractor's understanding of the stated needs and specifications, as evidenced by the proposal response. Contractor's willingness to sign Sample Agreement "as is".
- (2) The degree to which the apparatus features, design and functionality meet the City's unique needs.
- (3) Proven successful experience in providing quality fire apparatus to fire departments consistent with intended use.
- (4) Materials used and construction methods employed to produce the finished product.
- (5) Ease of operation, serviceability, and maintenance requirements for the finished apparatus.
- (6) Acceptability of reference checks conducted by the City.
- (7) Anticipated schedule for completion and delivery of the finished apparatus.
- (8) The location and availability of the Proposer to provide future maintenance, repair, parts, service, and warranty for apparatus (***within 150 miles of the City of Santa Rosa***). Location of chassis supplier and nearest service facility.

- (9) The quality of the Proposer's performance, delivery dates and warranty repair with prior City of Santa Rosa purchases of fire apparatus.
- (10) History of warranty issues with other City agencies, and quality of serviceability of equipment past warranty expiration date.
- (11) Warranty and any value-added offerings.
- (12) Cost

Raw Materials Cost

The cost of steel has risen steadily over the last ten years, resulting in costs now 10-20% higher than a decade ago.

New Technologies

Since 2001 new technologies in fire apparatus and heavy fleet vehicles in general have driven up the cost. New technologies that must be included in new fire apparatus purchases include: reflecting chevron striping on the rear and cab doors when open; black box data recorders that assist in maintenance and diagnostic functions of the operating systems as well as record vehicles functions such as speed and throttle/brake position if involved in an accident; along with other new technologies that are not mandated such as air bags, LED lighting and ABS brakes.

EPA Requirements

All new fire apparatus and heavy fleet vehicles and equipment must conform to enhanced environmental regulations adopted by the Environmental Protection Agency in 2010. These regulations have increased the cost of the diesel engines that power our fire apparatus as well as reduced engine output while providing a cleaner burning more environmentally friendly drivetrain. The 2010 changes include using diesel exhaust fluid as a catalyst to burn off harmful emissions in the exhaust system as well as more sophisticated fuel injection and electronic operating systems.

Ten-Year Options

SRFD is recommending the agreement include purchase options for a period of ten years, allowing for future purchases at a defined price without need for a renewed RFP. SRFD has created a preferred replacement plan that shows the apparatus needs of SRFD to 2032. By going through the rigorous RFP process and vetting a qualified vendor, SRFD is confident that the vendor can produce an engine that will meet the needs of the department. The cost increases are identified not to exceed a maximum of 3% per year for a period of ten years. Any future purchases under the contract will be subject to appropriation of funds and approval by the City Council or the City Manager, as appropriate.

As a result of the completed evaluation process, the evaluation panel recommends that the negotiated contract agreement with Hi-Tech Emergency Vehicle Service, Inc. (Hi-Tech EVS, Inc.) be accepted. Hi-Tech EVS, Inc. offers superior qualifications and experience in their apparatus construction and design, has a clear understanding of SRFD's requirements for apparatus configuration and design and provided the most competitive pricing for the deliverables and service. The additional criteria listed below is

CONTRACT AWARD – TYPE 1 FIRE APPRATUS

PAGE 4 OF 5

specific information in support of selecting Hi-Tech EVS, Inc. as the overall “Best Value” to the City:

- Hi-Tech EVS, Inc. was the most responsive in compliance to the SRFD specifications and requirements with the least amount of exceptions.
- A summary review of evaluation scores resulted in Hi-Tech EVS, Inc. receiving the highest score after panel evaluation of proposals.
- SRFD has unique cab space requirements to accommodate Advanced Life Support Equipment. Hi-Tech EVS, Inc. provides the cab design that meets the space, layout, and conformity to existing equipment setup. The cab proposed by Hi-Tech EVS, Inc. met the specifications in its original design, whereas other proposals did not.
- Hi-Tech EVS, Inc. has a reputable full-service repair center within 150 miles of Santa Rosa.
- Hi-Tech EVS, Inc. has demonstrated proven success through recent deliveries to other agencies throughout the Bay Area and is known for their high manufacturing quality standard which was evident through a recent purchase for a Type 1 Apparatus purchased by the San Jose Fire Department.
- Hi-Tech EVS, Inc. has a good reputation in the industry and good references with comparable agency fire departments.

FISCAL IMPACT

Funds for the initial purchase of two Fire Apparatus and related services under the contract were appropriated in Fiscal Year 2016-17 within the Fire Department budget. Any future purchase of Apparatus under the contract will be subject to future budget appropriations and approval by Council or the City Manager as appropriate.

ENVIRONMENTAL IMPACT

This action is exempt from the California Environmental Quality Act (CEQA) because it is not a project which has a potential for resulting in either a direct physical change in the environment or a foreseeable indirect physical change in the environment pursuant to CEQA guideline section 15378.

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable

CONTRACT AWARD – TYPE 1 FIRE APPRATUS

PAGE 5 OF 5

NOTIFICATION

Not applicable

ATTACHMENTS

Resolution/Exhibit A - Agreement

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