

RESOLUTION NO. 2022-137

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF MARINA AUTHORIZING THE SIGNING OF A PURCHASE ORDER FOR \$1,908,443.04 TO PURCHASE A ROSENBAUER QUINT FIRE TRUCK AND DIRECT STAFF TO PAY \$464,689 FOR THE CHASSIS UPON ITS ARRIVAL AT THE MINNESOTA PLANT FOR A \$18,555 DISCOUNT ON OR ABOUT MARCH OF 2024 WHICH WILL REDUCE THE TOTAL PURCHASE PRICE TO \$1,889,888 AND PAY THE BALANCE DUE OF \$1,425,199 WHEN THE TRUCK IS DELIVERED AND ACCEPTED BY THE MARINA FIRE DEPARTMENT ON OR ABOUT SEPTEMBER OF 2024 AND AUTHORIZE THE FINANCE DIRECTOR TO MAKE NECESSARY ACCOUNTING AND BUDGETARY ENTRIES

WHEREAS, The Marina Fire Department does not have a Fire Truck and has a critical need for a Fire Truck; and

WHEREAS, a “Fire Truck” is designed and typically used by fire departments to provide Fire Protection Services for Rescue and Fire Fighting Operations for Multi Story Buildings, Large buildings and Residential buildings; and

WHEREAS, after evaluating all available data, the Apparatus Specification Committee recommends the purchase of a Quint Fire Truck manufactured by the Rosenbauer America (“Rosenbauer”) firm as the Rosenbauer Truck meets or exceeds all the specification requirements of the Marina Fire Department; and

WHEREAS, by signing the purchase order before December 1, 2022, the City will lock in the price saving a minimum of \$288 thousand dollars or the 15% increase that will take effect on December 1; and

WHEREAS, the City of Marina is a member of Sourcewell, formerly the National Joint-Powers Agency (NJPA), a cooperative purchasing program to assist local government in reducing costs through a nationwide government-to-government procurement service; and

WHEREAS, staff has verified that the proposed agreement with Rosenbauer has properly utilized the Sourcewell bidding process which conforms to California law and City purchasing policies; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Marina does hereby;

1. Adopt Resolution No. 2022-, authorizing the signing of a purchase order for \$1,908,443.04 to purchase a Rosenbauer Quint Fire Truck; and
2. Direct staff to pay \$464,689 for the chassis upon arrival at the Minnesota plant for a \$18,555 discount on or about March of 2024 which will reduce the total purchase price to \$1,889,888; and
3. Pay the balance of the \$1,425,199 when the Truck is delivered and accepted by the Marina Fire Department on or about the fourth quarter of 2024; and
4. Authorize the Finance Director to make necessary accounting and budgetary entries.

PASSED AND ADOPTED by the City Council of the City of Marina at a regular meeting duly held on 15th day of November 2022 by the following vote:

AYES: COUNCIL MEMBERS: Medina Dirksen, Burnett, Berkley, Biala, Delgado

NOES: COUNCIL MEMBERS: None

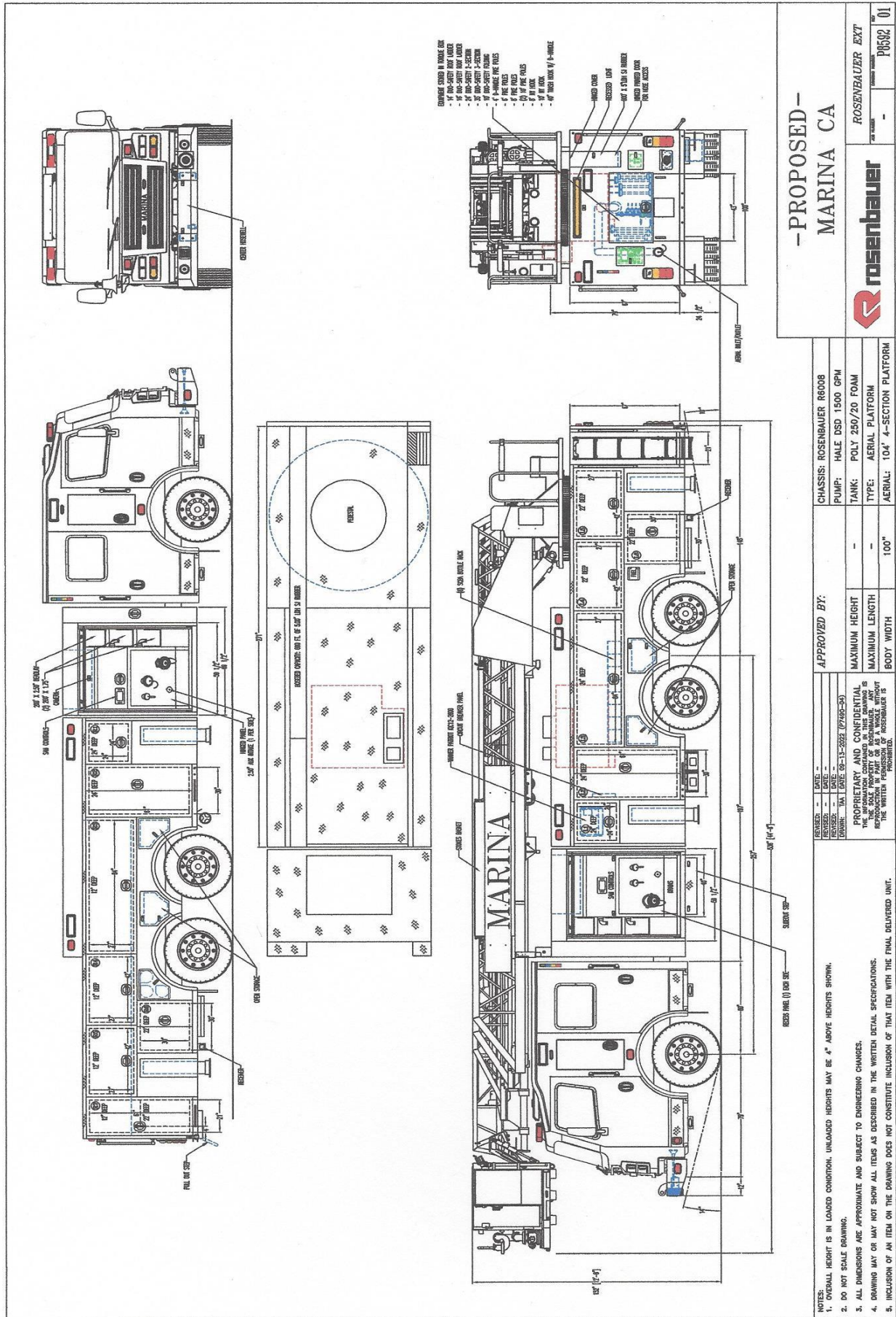
ABSENT: COUNCIL MEMBERS: None

ABSTAIN: COUNCIL MEMBERS: None

Bruce C. Delgado, Mayor

ATTEST:

Anita Sharp, Deputy City Clerk



-PROPOSED-
MARINA CA



ROSENBAUER EXT
P0592 01

REVISION	DATE	APPROVED BY:	CHASSIS: ROSENBAUER R6008
1	09-13-2022		PUMP: HALF DSD 1500 GPM
2	09-13-2022		TANK: POLY 250/20 FOAM
3	09-13-2022		TYPE: AERIAL PLATFORM
4	09-13-2022		AERIAL: 104' 4-SECTION PLATFORM
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PURCHASE ORDER

Purchaser		SUPPLIER	
Purchaser:	City of Marina	Contract #	Sourcewell Contract #: 113021-RSD
Address 1:	211 Hillcrest Ave.	Supplier:	Rosenbauer Minnesota, LLC
Address 2:		Address 1:	5180 260th Street
City, State, Zip:	Marina, Ca 93933	Address 2:	PO Box 549
		City, State, Zip:	Wyoming, MN 55092

Purchase Order Number:		Delivery in Calendar Days:	600
Date:	10/26/2022	Member #	27263

The amount in this proposal shall remain firm for a period of 30 days from the date of same.

Quantity	Description	Price	Price (Extended)
1	One (1) Rosenbauer Aerial, complete with Rosenbauer Commander chassis per attached specifications.	\$1,908,443.04	\$1,908,443.04
*Note: If chassis amount of \$442,329.00 is paid upon arrival at our plant in Minnesota, deduct \$16,984.00 each			
The contract/purchase order price includes sales tax in the amount of \$160,799.04.			
TOTAL			\$1,908,443.04

NOTES:	
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Rosenbauer Dealer :	Burton's Fire Inc.
Salesperson:	John Burton
Signature:	<i>John Burton</i>

Purchaser:	City of Marina
Print Name:	
Title:	
Date:	
Signature:	

Honorable Mayor and Members
of the Marina City Council

City Council Meeting
of November 15, 2022

**CITY COUNCIL CONSIDER ADOPTING RESOLUTION NO. 2022-,
AUTHORIZING THE SIGNING OF A PURCHASE ORDER FOR \$1,908,443.04 TO
PURCHASE A ROSENBAUER QUINT FIRE TRUCK AND DIRECT STAFF TO
PAY \$464,689 FOR THE CHASSIS UPON ARRIVAL AT THE MINNESOTA
PLANT FOR A \$18,555 DISCOUNT ON OR ABOUT MARCH OF 2024 WHICH
WILL REDUCE THE TOTAL PURCHASE PRICE TO \$1,889,888 AND PAY THE
BALANCE OF THE \$1,425,199 WHEN THE TRUCK IS DELIVERED AND
ACCEPTED BY THE MARINA FIRE DEPARTMENT ON OR ABOUT
SEPTEMBER OF 2024, AND AUTHORIZING THE FINANCE DIRECTOR TO
MAKE NECESSARY ACCOUNTING AND BUDGETARY ENTRIES**

REQUEST:

It is requested that the City Council consider:

1. Adopting Resolution No. 2022-, authorizing the signing of a purchase order for \$1,908,443.04 to purchase a Rosenbauer Quint Fire Truck; and
2. Direct staff to pay \$442,329 plus sales tax for the chassis upon arrival at the Minnesota plant for a \$16,984 discount on or about March of 2024 which will reduce the total purchase price to \$1,879,595; and
3. Pay the balance of the \$1,425,199 when the Truck is delivered and accepted by the Marina Fire Department on or about the fourth quarter of 2024; and
4. Authorize the Finance Director to make necessary accounting and budgetary entries.

BACKGROUND:

This item is being brought to council because of a significant financial savings opportunity. The Marina Fire Department has been notified of a scheduled 15% increase for fire trucks on December 1, 2022. This increase will increase the price of a Fire Truck by \$288,000 dollars and will be the third increase this year. Last year there were 4 increases. The City can realize significant savings by locking in the price by December 1, 2022.

A Fire Truck is an essential piece of equipment necessary to provide Fire Protection services. Currently the Marina Fire Department relies on neighboring agencies to provide these critical services as we do not have a Fire Truck. The Presidio of Monterey (POM) Fire Department is the primary resource due to their proximity. In August of 2023, POM is scheduled to relocate further away towards Seaside. With the move, we will no longer have a Fire Truck that is available to respond into the City for first due operations. The POM fire truck will now have a longer response time.

A fire truck is different from a fire engine in that a fire engine has a pump with ground ladders that allows us to carry out fire operations up to two stories in height. A fire truck carries a complement of ground ladders plus a fixed ladder allowing firefighters to carry out fire operations on buildings ranging from a single story up to approximately eight stories depending on the length of the ladder mounted on the truck. These fixed ladders typically range in length from 75' to 115'.

We train to raise our ground ladders with 2 personnel. If at any given time we do not have the personnel to achieve this task safely and/or without exposure to injury while carrying out an attack and laying out hose lines, then an aerial device is needed. If the terrain and topography makes using ground ladders unsafe, an aerial device is needed. Terrain and landscape oddities may make it impossible for firefighters to gain access to multi story structures. Under these conditions, an

aerial device is needed to perform necessary rescue or ventilating operations for single- or two-story buildings. Trucks are also critical to fire operations at commercial buildings, large area buildings along with multi story buildings.

There are two basic types of Fire Trucks, those with fire pumps and those without fire pumps. The Fire Trucks without a fire pump is a straight Trucks. A Fire Truck with a fire pump is called a Quint Truck. Each fire department decides the type of apparatus needed to meet the needs of their jurisdiction. For example, Monterey and Salinas runs a straight Truck while POM runs a Quint Truck. For the City of Marina, we have determined that a Quint Truck is needed. A Quint Truck has the aerial resources along with the fire pump needed to meet the needs of the Marina Fire Department. See **EXHIBIT A**.

ANALYSIS:

A fire truck is a critical apparatus needed to provide necessary fire protection services for the residents and visitors to the City. A fire truck takes approximately 2 years to design, build and for us to take delivery. After delivery, there is additional training along with outfitting which will take approximately 6 months. If council approves this request tonight, the Truck can be expected to be in service the first quarter of 2025.

The Fire Department apparatus specification committee has been working for the last year to develop specifications for a Truck that will meet the needs of the City. The committee has traveled to trade shows, talked with different vendors, and have met and conferred with other departments, examined their Trucks, gone over their specifications and actually fly (operate) their trucks to see how they work and feel. As a result of the hard work that has done to this point, we are ready to move onto the next step which is to obtain authorization from Council for purchase. The Fire Truck being recommended is a Quint Platform with a 104' ladder, see **EXHIBIT A**. If Council authorizes the purchase, the Specification committee will go back to the factory in January to work with the engineers to work out the final specifications.

A Fire Truck will improve our ISO rating which lowers our community's property insurance premiums and reduces our community risk. A Fire Truck also provides a tool that will help with those within our community that are aging, and our disabled population which make it impractical to rescue from even a second story window without a platform apparatus. Our City also has many large square footage buildings, such as warehouses, large department stores, etc. along with industrial facilities that requires a safe means of fire suppression delivery from an elevated position and high water flows. The Truck will also increase firefighter safety by minimizing the need for dangerous interior attacks.

A fire truck with a platform can transport passengers up and down as needed. Platform fire trucks are praised for their ability to function as an additional point of fire suppression in the air and can be elevated for long periods. Other advantages of a platform include a higher working payload capacity at the tip allowing more firefighters and tools. Platforms are also safer and more comfortable for firefighting operations including rescue, ventilation, exterior overhaul, and aerial stream application. Platforms have an impressive flow rate offering aerial firefighting capabilities including both water and foam along with the option to have dual monitors where one monitor can be used for exposure protection and the other monitor for fire suppression. Safer evacuations, one of the key benefits of an aerial platform is the safe extraction and evacuation of fire victims, both civilian and fire fighters. Platforms have a greater in the air maneuverability. An aerial basket is designed with the ability to move from window to window accumulating victims, then lowering them to the ground like an elevator. An aerial platform also offers tool transport and storage options at the tip, which means firefighters have quick access to firefighting aids, like stokes, rappelling arms, winches, ventilation tools and roof ladders.

The projected timeline to build a Fire Truck ordered in November is:

Order Date:	November 2022
Pre-Construction:	January 2023
Production Files:	April 2023
Chassis & Aerial Start Date:	November 2023
Chassis & Aerial Completed:	March 2024
Body Start Date:	April 2024
Mid-Point Inspection:	June 2024
Final inspection:	July 2024
Arrive in California:	August 2024
Deliver to Department:	September 2024
Inservice date:	First Quarter of 2025

Provided that the Truck is delivered in September of 2024, the outfitting and training will take approximately 6 months which would allow us to have the truck in service the first quarter of 2025.

Currently the Marina Fire Department does not have a fire station that will house the Fire Truck. The Truck will fit in the City building on 8th street, (referred to as fire station 3). When the new fire station is designed and built, the station will be designed to house a Fire Truck. The request today does not include equipment. The Truck will come with all the ladders, but other items such as hose, extrication equipment will need to be purchased. The equipment has typically cost around \$150 thousand dollars.

FISCAL IMPACT:

Recently, all manufactures have undergone sizable cost increases every quarter. This item has been brought to Council tonight because of a 15% increase that takes effect December 1, 2022. To lock in the price presented tonight, the signed purchase order needs to be authorized by council and signed before December 1, 2022. See **EXHIBIT B**

The current price of the Fire Truck is \$1,904,443 and will increase to \$2,196,595, a \$288,152 or 15% increase, on December 1, 2022. The \$1.9 million price does not include equipment.

There are multiple discounts available, should the Council choose to make earlier periodic payments towards the price of the truck:

- If paid in full when we place order for the truck, we would receive a \$85,063 discount.
- If we make a \$464,689.41 payment towards the truck chassis when we sign the work order we would receive a \$26,181 discount
- If we pay for the chassis when it is completed (estimated March of 2024) we get a \$18,555 discount.

Additionally, the City is receiving a \$20,000 dollar loyalty discount because of prior purchases.

Below are the payment options and total purchase prices of the above options.

	Payment Dates				
Scenarios	December 2022	March 2024	September 2024	Total Purchase Price	Savings
Paid Upon Acceptance	\$0	\$0	\$ 1,908,443.04	\$ 1,908,443.04	\$0
Aerial Pmt Completion	\$0	\$471,415.94	\$ 1,427,658.91	\$ 1,899,074.85	\$ 9,368
Chassis Pmt Completion	\$0	\$464,689.41	\$ 1,425,198.61	\$ 1,889,888.02	\$ 18,555
Chassis Pmt Upon Order	\$ 457,063.76	\$0	\$ 1,425,198.61	\$ 1,882,262.37	\$ 26,181
Chassis & Aerial Pmt Cmp	\$0	\$928,479.70	\$ 944,414.49	\$ 1,872,894.18	\$ 35,549
Paid in Full upon order	\$ 1,823,379.90	\$0	\$0	\$ 1,823,379.90	\$ 85,063

Staff is recommending paying for the chassis when it is completed, around March 2024, to take advantage of the \$18,555 discount and provide Council more flexibility within the budget. The payment for the chassis with sales tax would be \$464,689.41. A balance of \$1,425,198.61 would be due when the Truck is delivered, which is expected to be in September of 2024. If we do not pay for the chassis when it is delivered to the Minnesota plant, then we would pay the full amount when the Truck is delivered, without the discount.

Funding for the truck would come from unassigned fund balance, which is estimated to be \$9.5 million as of June 30, 2022. Upon approval, Funds would be transferred from the General Fund to a separate project within the Capital Improvement Program Fund and utilized as payments for the fire truck come due.

The City of Marina is a member of Sourcewell, member number 27263. Sourcewell is a national municipal cooperative purchasing agency. The Rosenbauer Fire Truck has been competitively bid through Sourcewell which ensures that the City is receiving competitive pricing in accordance with the requirements of California law and City policies.

With the purchase of the truck, the replacement cost will be amortized over the expected life of the truck and funds will be set aside into the vehicle replacement fund accordingly.

This request is submitted for City Council consideration and possible action.

Respectfully submitted,

Doug McCoun
Fire Chief
City of Marina

REVIEWED/CONCUR:

Brian McMinn
Public Works Director
City of Marina

Juan Lopez
Finance Director
City of Marina

Layne Long
City Manager
City of Marina