RESOLUTION NO. 2018-87

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF MARINA APPROVING THE PURCHASE OF A ROSENBAUER TYPE ONE FIRE ENGINE, AUTHORIZING THE FINANCE DIRECTOR TO MAKE NECESSARY ACCOUNTING AND BUDGETARY ENTRIES, AND AUTHORIZING THE CITY MANAGER TO EXECUTE PURCHASE ON BEHALF OF THE CITY SUBJECT TO FINAL REVIEW AND APPROVAL BY THE CITY ATTORNEY

WHEREAS, a "type one" fire engine is designed and typically used by municipal fire departments for fighting structural fires; and

WHEREAS, the type one fire engine now utilized by the Marina Fire Department as its primary "first out" fire engine is at the end of its service life as a first out engine; and

WHEREAS, Marina Fire Department is in need of a new, first out, type one fire engine; and

WHEREAS, funding is available within the FY 2018-19 budget in the Vehicle Replacement Fund; and

WHEREAS, after evaluating all available data, the Apparatus Specification Committee recommends the purchase of a type one fire engine manufactured by the Rosenbauer America ("Rosenbauer") firm as the Rosenbauer engine meets or exceeds all the specification requirements of the Marina Fire Department; 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.

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

1. Adopt Resolution No. 2018-, approving the purchase of a Rosenbauer Type One Fire Engine.

2. Authorize the Finance Director to make necessary accounting and budgetary entries.

3. Authorize the City Manager to execute the purchase in an amount not to exceed $607,000 on behalf of the City subject to final review and approval by the City Attorney.

PASSED AND ADOPTED by the City Council of the City of Marina at a regular meeting duly held on July 17, 2018 by the following vote:

AYES: COUNCIL MEMBERS: Amadeo, Morton, O'Connell, Delgado
NOES: COUNCIL MEMBERS: None
ABSENT: COUNCIL MEMBERS: Brown
ABSTAIN: COUNCIL MEMBERS: None

_____
Bruce C. Delgado, Mayor

ATTEST:

_____
Anita Sharp, Deputy City Clerk

EXHIBIT A

May 21, 2018

City of Marina Fire Department
211 Hillcrest Ave.
Marina, CA 93933

Chief McCoun:

Thank you for the opportunity to propose the following piece of Rosenbauer custom fire apparatus:

One (1) 2019 Rosenbauer, 1500 GPM EXT Type-1 Engine with an Avenger Custom Chassis

	No Discounts, Full payment upon delivery	Chassis Completion Progess Payment*^	100% Pre-Pay, with in 30 days of order**^
Body Price	$317,727.00	$317,727.00	$311,310.00
Chassis Price	$249,776.00	$240,188.00	$240,188.00
Delivery	See Below	See Below	See Below
Ca State Sales Tax	$49,656.51	$48,817.56	$48,256.08
8.750%	$617,159.51	$606,732.56	$599,754.08

Included in above price:

Delivery, 365-395 days after receipt of order(>)
Pre-Construction, At Marina FD
Mid-Point Inspection, Rosenbauer Mn for (2)
Final Inspection, Rosenbauer Mn for (2)
Delivery, City of Marina

Terms:
*Chassis payment will be due approxiamtely 200 days after order with body payment upon delivery.
**Full payment due with in 30 days after receipt of order.
^90 Day Demo period is included in the pricing above. Western Region Only, no more than 10,000 Miles. Please see supplemental for additioanl included discounts.
>Unit will be shown at FDIC in April 2019. Delivery to City would be approx. 6/15/19
Pricing as quoted above is valid for 60 days.
If no demo period is allowed, please add delivery of $4,112.00 and $6,500.00
Thank you again for this opportunity to work with the Marina Fire Department, if you have any questions regarding the above proposal, please contact me at (209) 609-2542 or at khowenstine@rosenbaueramerica.com

Sincerely,

Ken Howenstine
Rosenbauer America

South Dakota Division
100 Third Street
Lyons, SD 57041
605-543-5591
605-543-9701 Fax
E-mail: sales@rosenbaueramerica.com

Minnesota Division
5181 260th Street
P.O. Box 549
Wyoming, MN 55092
651-462-1000
651-462-1700 Fax
E-mail: sales@rosenbaueramerica.com

Aerial Division
870 South Broad Street
Fremont, NE 68025
402-721-7622
402-721-7622 Fax
E-mail: sales@rosenbaueramerica.com

EXHIBIT B

Demostration Period Savings

Please find below savings from Akron Brass for the use of you apparatus as a demonstration vehicle at FDIC and in the Western Region.

-DeckMaster Electric Monitor: $6801.00

-SaberMaster Electric Nozzle: $2408.00

-Wireless Remote: $1786.00

-Two (2) Revolution Intake Valve: $1656.00 x2= $3312.00

-Four (4) Revel ELRE-XLDC, Side Scene Lights: $935.00 x4= $4675.00

Two (2) Revel ELRE-SLDC Rear Scene Lights: $550.00 x2= $1100.00

Approximate total savings from Akron Demo Program: $20,082.00

Additionally, for apparatus being displayed at FDIC, we are often able to secure additional enhancements for apparatus from our suppliers for the purpose of display and demonstration. Exact specifications and enhancements would be discussed at the pre-construction conference.

South Dakota Division
100 Third Street
Lyons, SD 57041
605-543-5591
605-543-9701 Fax
E-mail: sales@
rosenbaueramerica.com

Minnesota Division
5181 260th Street
P.O. Box 549
Wyoming, MN 55092
651-462-1000
651-462-1700 Fax
E-mail: sales@
rosenbaueramerica.com

Aerial Division
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E-mail: sales@
rosenbaueramerica.com

www.rosenbaueramerica.com

EXHIBIT C

Purchase Order

Sourcewell Formerly NJPA Awarded Contract

Purchaser:	
Member #	27263
City of Marina	
211 Hillcrest Ave.	
Marina, CA 93933	

rosenbauer

Sourcewell Contract #: 022818-RSB
Rosenbauer South Dakota, LLC
100 3rd Street
Lyons, South Dakota 57041

Purchase Order NO.	

Date:	

Delivery in Calendar Days	365

Description	Price
One (1) 2019 Rosenbauer Type-1 1500 GPM EXT Body	$ 317,727.00
One (1) 2019 Rosenbauer Avenger Custom Chassis	$ 240,188.00
*Chassis price above include chassis progress payment discount.	$ -
California State Sales Tax	$ 48,817.56
TOTAL	$ 606,732.56

NOTES: 90 day demo period included in the pricing above. No more than 10,000 Miles, Western Region only.
A complete fluid change will be completed prior to delivery.
On-site familiazation included with purchase

Rosenbauer Dealer	Rosenbauer Central California

Salesperson	Ken Howenstine
Signature of Salesperson	Kenneth D. Howenstine

Purchaser	
Print Name	
Signature	
Title	

Purchase Order

July 12, 2018 Item No. **11b**

Honorable Mayor and Members of the Marina City Council

City Council Meeting of July 17, 2018

RECOMMENDATION TO CONSIDER ADOPTING RESOLUTION NO. 2018-, APPROVING THE PURCHASE OF A ROSENBAUER TYPE ONE FIRE ENGINE, AUTHORIZING THE FINANCE DIRECTOR TO MAKE NECESSARY ACCOUNTING AND BUDGETARY ENTRIES, AND AUTHORIZING THE CITY MANAGER TO EXECUTE PURCHASE ON BEHALF OF THE CITY SUBJECT TO FINAL REVIEW AND APPROVAL BY THE CITY ATTORNEY

REQUEST:

It is requested that the City Council:

1. Consider adopting Resolution No. 2018-, approving the purchase of a Rosenbauer Type One Fire Engine; and

2. Authorize the Finance Director to make necessary accounting and budgetary entries; and

3. Authorize the City Manager to execute the purchase in an amount not to exceed $607,000 on behalf of the City subject to final review and approval by the City Attorney.

BACKGROUND:

The City's Vehicle Maintenance Program recommends service life based on vehicle type and usage, recommending the retirement and disposition of such vehicles based on estimated life and/or retirement mileage. For a Type 1 Fire engine, the recommendation is for the Fire Engine to be used as the primary Fire Engine for 10 years and then placed into reserve status for the next 10 years. A fire engine has an expected service life of 20 years.

Currently the City has three type one engines:

The primary engine is a 2007 Ferrara, 11 years old.
The reserve engine is a 1998 Ferrara, 20 years old.
The 3rd engine is a 1994 Pierce, unrepairable and needs to be salvaged.

Our primary Fire Engine is 11 years old and is not reliable. This engine has been out of service for close to two of the last three years. The reserve engine is 20 years old, at the end of its service life and not reliable. The reserve engine has been out of service for approximately 6 of the last 18 months. When one engine comes back into service, the other engine is going out of service. The third engine is no longer usable, is out of service and past its service life. Currently the 3rd engine is unrepairable due to the unavailability of the obsolete parts necessary for repairs. Keeping engines in service is a challenge due to our aging fleet. When an engine is sent in for service. The repairs have been taking 2 weeks to 3 months or longer.

When we have a fire or major incident the reserve engine is staffed and responds to the incident. When the reserve engine has completed their assignment at the incident, the engine is released and will cover the city available to respond to the next incident. The reserve engine is also used during training to keep the primary engine available.

At the regular meeting held on Wednesday June 5, 2018, the City Council adopted Resolution 2018-65 approving the FY 2018-19 budget. The FY18-19 Vehicle & Replacement fund has $600,000 available for the replacement of a Type 1 Fire Engine.

ANALYSIS:

The acquisition of a fire engine is a major undertaking. The Department's procurement process started over one year ago with the formation of an Apparatus Specification Committee (the "Specification Committee"). The Specification Committee was comprised of involved, motivated, firefighters consisting of Fire Engineers Steven DeVincenzi and Cody Johnson and Firefighter Jeff Abraham and Reserve Firefighter Jesse Alvaranga and was overseen by Division Chief Lundgren. The Specification Committee was given the following guidelines:

1. The engine has to meet the National Fire Protection Association ("NFPA") 1901 Standard for Automotive Fire Apparatus. NFPA 1901 defines the requirements for new automotive fire apparatus and trailers designed to be used under emergency conditions to transport personnel and equipment and to support the suppression of fires and mitigation of other hazardous situations.

2. The project has to be value driven. Many manufacturers charge a premium price because of brand name recognition. The Specification Committee was tasked with investigating and evaluating all manufacturers and to focus on purchasing a quality fire engine for a value driven price.

3. The fire engine has to be designed to minimize firefighter injuries. We have had numerous worker's compensation claims due to injuries occasioned by poor design of fire engines such as having to climb in and out of a narrow cab wearing self-contained breathing apparatus (SCBA) or having to climb up on the engine to pull a hose line or retrieve equipment.

4. The Specification Committee gathered input from other members of the Department so a new engine would not be designed in a vacuum; thus, all personnel had the opportunity to provide input.

5. The ongoing cost had to be considered. The Department does not want an engine with parts that would rust in the salty air or require expensive pump repair because of hard water. The Department also wants the option to refurbish the engine, which can save upwards of $200,000 when it comes time to replace the engine.

6. Maintenance cost had to be a factor. No special-order parts for the chassis will be allowed, all maintenance parts have to be fleet available parts with no special-order parts. Replacement parts must be readily available for purchase from local parts houses.

7. No alterations to the building. The engine has to fit inside of the City's current apparatus bay without modifying the building's structural elements.

The Specification Committee began its work by having its members attend classes for the specification/purchase of a new fire engine. At these classes, committee members were taught the techniques to write a proper apparatus specification to meet the needs of the Department. The Specification Committee members also made contacts with personnel from neighboring, fire departments with experience in developing fire apparatus specifications to learn from their experiences during their respective apparatus acquisition processes. The Specification Committee also traveled to trade shows to meet and make contacts with the different manufacturers of firefighting equipment.

When the Specification Committee developed the specifications for a new type one engine, the list of qualified manufacturers quickly narrowed down to two manufacturers. This was primarily due to the limitations of the City's apparatus bay and price. These two manufacturers were the firms of Toyne, Inc. and Rosenbauer America (Rosenbauer"). Both manufacturers produce a value driven, quality product. After an exhaustive analysis, it was clear that Rosenbauer was the manufacturer who would build a type one fire engine that would meet all the Department's requirements and provide the city with many years of reliable service.

Rosenbauer, an international company and one of the world's three largest producers of firefighting vehicles, is a single-source manufacturer that builds its own chassis and pumps. Rosenbauer has over 150 years of continued manufacturing experience with over 2,300 employees worldwide and over 2,000 vehicles produced worldwide annually. In North America, Rosenbauer has over 65 years of continuous operations with over 600 employees. Rosenbauer shares cutting-edge global technology with firefighters and is a leader in innovation with the ability to manufacture utilizing the latest 3D engineering programs.

The following highlights a few of the features that separate Rosenbauer from others:

Pump Capabilities. The pump will be an all bronze pump, not cast iron. The bronze pump will give years of extended service life thus saving thousands of dollars in the future. We can also conduct pump and roll operations, going both forward and reverse, no other manufacturer offers this feature with one pump. Other manufacturers require two pumps to achieve the same functionality.

Maneuverability. The Rosenbauer engine has an excellent turning radius that will allow us to maneuver through our tight streets along with the high approach and departure angles necessary for some of our city streets.

Cab Access and Safety. The Rosenbauer cab has bigger steps making it safer to get in and out of the engine. Rosenbauer also has the quietist cab in the industry. (saving our firefighters hearing) and has the highest crush rating in the industry, providing for fire fighter safety. During the test drive the Specification Committee members could hold a normal conversation going down the road. The cab is also designed to provide maximum room, but still fits inside the apparatus bay.

Handling of Self Contained Breathing Apparatus (SCBA). The Rosenbauer engine has a carousel to mount the SCBA in an external compartment, removing them from the cab. This should eliminate injuries caused by firefighters donning and exiting the cab while wearing SCBA. Mounting the SCBAs on the carousel will eliminate the need to lift and twist to strap the SCBA onto their backs, the firefighters will just back up to the carousel and strap on the SCBA.

Improved Visibility. The Rosenbauer engine will have a 360-degree camera system for the engineer, thereby eliminating blind spots from the engineer's panel and from the driver's seat.

Ease and Safety of Equipment Access. The Rosenbauer engine is designed so that everything that a firefighter will most likely use at an emergency scene will be retrieved from ground level. If the firefighter has to climb up on the engine, the steps will swing out or a ladder will fold out

for the firefighters and all walking areas have non-slip coating. The cross lays will be at shoulder height or lower, which eliminates the need to climb up on the engine to get a hose lay. The ladder will be on beam, allowing a single firefighter to remove and transport the ladder safely. The Rosenbauer engine has back lit grips, the hose bed and compartments will have LED lighting. The remote control deck gun prevents firefighters from climbing on the engine during operations.

Sustainability and Long-Term Cost Savings. The compartments are designed and wired for electric tools. The goal is to reduce the impact on the environment by designing the engine so as to replace small motors and generators with electric motors. The body is extruded aluminum which allows it to be mounted on another cab and chassis which could potentially save $200,000 by reusing the body. Also, the body has a lifetime warranty. The Rosenbauer engine has fewer moving parts throughout the engine which translates into less maintenance. The engine will have a poly tank which is warranted for the life of the vehicle. The plumbing will be stainless steel with a 10-year warranty. The complete engine specifications are on file and available for review. Rosenbauer includes two weeks of training on the engine, pump and accessories.

The City of Marina has been a a member of Sourcewell (formerly NJPA) since September of 2009 and our member number is 27263. Sourcewell is a national municipal cooperative purchasing agency. The Rosenbauer fire engine was competitively bid through Sourcewell which ensures that the City is receiving competitive pricing in accordance with the requirements of California law and City policies. **("EXHIBIT C")**

The SPEC committee worked to garner the financial incentives that are available from the manufacturers. Rosenbauer offered both financial and timeliness incentives **("EXHIBIT A")** if we allow them to show the engine at the Fire Department Instructors Conference International (FDIC) which will be held April 8 - 13, 2019 in Indianapolis, Indiana, and use the engine as a demo on the west coast for 90 days. The timeliness incentive reduces the delivery time by 40-120 days, which enables the City to take delivery of the engine within 365 days or less. All warranties will commence 60 days after the delivery date. In addition, the financial incentive includes a $10,612 discount on the delivery fee, $20,000 of contributed equipment from Akron (such as lights, deck gun, intake valves and other necessary equipment, see **("EXHIBIT B")** and an unquantifiable financial incentive for complimentary upgrades of various engine features (such as the 100% bronze grade pump versus cast-iron; a new egress ladder that is used in Europe and fully recessed into the body, European style firefighting helmets and the 360 camera system described above). Rosenbauer is also working on other incentives from vendors for the FDIC show. An additional benefit of the demo period will be that the engine will have highway miles for the critical break in period. Before the engine is delivered and accepted by the City, a complete Schedule B Service will be performed on the engine by an authorized Rosenbauer dealer. Timely action is encouraged to receive the above incentives.

FISCAL IMPACT:

$600,000 is already set aside in the FY 18/19 Vehicle & Replacement Fund for the purchase of a fire engine. An initial payment of $261,000 is required to order the vehicle. The remaining balance of $346,000 bill be payable upon delivery of the engine. With the purchase of the engine, the replacement cost will be amortized over the expected life of the engine and funds will be set aside into the vehicle replacement fund accordingly.

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

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

Respectfully submitted,

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Doug McCoun
Fire Chief
City of Marina

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Brian McMinn
Public Works Director
City of Marina

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Lauren Lai
Finance Director
City of Marina

REVIEWED/CONCUR:

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Layne Long
City Manager
City of Marina