



TO: Board of Contracts and Awards
FROM: Toryono Green, Fire Chief
Teresa Green, Fire Department Manager, Finance & Planning
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator and
Jessica Tonka, Finance/Purchasing
SUBJECT: Rosenbauer 105' Platform Aerial Sole Source Waiver Purchase – August 13,
2019
DATE: July 30, 2019

RECOMMENDATION SUMMARY:

The Tacoma Fire Department (TFD) requests a waiver of competitive procurement procedures and recommends that a contract be awarded to Rosenbauer America, LLC DBA Rosenbauer South Dakota, LLC, Lyons, South Dakota, for one used Rosenbauer 105' platform aerial, in the amount of \$707,465.00 plus applicable taxes and fees.

STRATEGIC POLICY PRIORITY:

- Strengthen and support a safe city with healthy residents.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

The proposed purchase will enable TFD to significantly and cost effectively upgrade the quality of its front line and reserve aerial apparatus. The addition of one platform aerial will enhance TFD's aerial rescue capabilities for certain emergencies.

BACKGROUND:

Recently, vendor representatives advised TFD staff that Rosenbauer had for sale a lightly used 2016 platform aerial. We learned and confirmed the vehicle was originally constructed for Everett Fire Department for \$954,872 (exclusive of taxes & fees). However, as completed and filled with Everett's tools and equipment, the vehicle was pronounced overweight and not street legal which caused Everett to reject it. To address this issue, TFD sought and was granted a weight waiver from the Washington State Department of Transportation (DOT)..

Over a recent two-week period TFD staff comprehensively tested the vehicle. It was driven over TFD's standard apparatus acceptance course. It was tested for parking, cornering, braking and acceleration. Staff was impressed with the platform feature of the aerial, providing more capability to quickly move personnel and equipment or evacuate individuals if needed in certain situations. At the conclusion of the testing, TFD staff pronounced the used aerial legal, safe and effective to use.

ISSUE: TFD has a major need to purchase an additional aerial as the two current reserve aerials are at or beyond their effective service life of twenty years. TFD's two current reserve aerial ladders are 20 and 27 years old respectively. The older of the two is currently not in working order, parts are difficult to obtain and repair costs are difficult to continue to justify. Purchasing the used platform aerial will enable TFD to place it in frontline service as Ladder 2,



and move the current Ladder 2, a 2009 Rosenbauer 100’ aerial, into reserve, significantly improving the quality of our reserve apparatus.

ALTERNATIVES: The City could solicit bids for a new aerial ladder or purchase other available used aerials. However, this aerial platform is nearly new condition with less than 30K miles and being sold at a heavily discounted price. The vendor is willing to update the vehicle prior to sale & provide an as-new warranty coverage. Additionally, the configuration of the platform suits the needs of TFD. Lastly, TFD has a positive experience with the manufacturer and their products as the majority of recent fire apparatus acquisitions (3 engines and 2 aerial ladders) are Rosenbauer vehicles. This simplifies vehicle maintenance, training, and usability and we are receiving a significant reduced price. Due to these reasons, Rosenbauer’s offer is more attractive than soliciting for and constructing a brand new aerial.

COMPETITIVE ANALYSIS:

Soliciting competitively for used apparatus is difficult due to the limited stock, variety of types and condition of such equipment. Advertising competitively could result in vendors providing a similar product, but not the exact specification or pricing. The current model is in stock and heavily discounted. The vendor’s asking price of \$707,465 was determined to be reasonable. A 2015 Rosenbauer aerial platform owned by Lancaster Pennsylvania, which they determined was too large a vehicle to perform successfully in their district recently sold used for \$799,000. The vendor is offering the price at a first-come basis. Hence, it is crucial to secure the aerial platform as soon as possible.

CONTRACT HISTORY: New Contract.

SUSTAINABILITY: Rosenbauer is managed by a member of the family, now in its sixth generation. “Stable growth and responsible, sustainable practices are top priorities” in their company policy. They say their work embodies a “socially responsible approach” in collaboration with and with respect for their “employees, regional partners, and our mindfulness of the environment.” In 2017, Rosenbauer published its first independent sustainability report. With it, information of the company’s efforts around this topic are available for all stakeholders.

SBE/LEAP COMPLIANCE: Not Applicable.



FISCAL IMPACT:

EXPENDITURES: (Excludes applicable sales and vehicle excise taxes)

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5400 Equipment Rental Fund	467700	5641500	\$707,465.00
TOTAL			\$707,465.00

REVENUES: (Excludes applicable sales and vehicle excise taxes)

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
0010 General Fund, Fire	253000	6539850	\$707,465.00
TOTAL			\$707,465.00

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$707,465.00 plus applicable taxes.

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? \$600,000 of the total revenues and expenses are planned and budgeted in the 2019-2020 General Fund budget.

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED.

The additional \$107,465 plus taxes will be absorbed as an unbudgeted expense by the Fire Department’s General Fund budget. TFD will request an offsetting addition later this year at Budget Modification.