



TO: Board of Contracts and Awards
FROM: James P. Duggan, Fire Chief
Michael Fitzgerald, Assistant to the Chief, Budget & Finance
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and Jessica Tonka, Finance/Purchasing
SUBJECT: Tractor Drawn Aerial Ladder Sourcewell (formerly National Joint Powers Alliance), Contract No. 022818-RSB – January 15, 2019
DATE: January 2, 2019

RECOMMENDATION SUMMARY:

The Tacoma Fire Department (TFD) recommends a contract be awarded to Rosenbauer America, LLC DBA Rosenbauer South Dakota, LLC, Lyons, South Dakota for a tractor drawn 100 foot aerial ladder, in the amount of \$957,632, plus applicable taxes.

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 contract will provide a second frontline tractor drawn aerial ladder for TFD, potentially increasing the flexibility and effectiveness of aerial ladder deployment during emergencies in TFD's service area. Purchasing from the vendor using pricing available from the Sourcewell contract enables City staff to more efficiently and cost effectively contract for fire apparatus.

BACKGROUND:

TFD proposes to purchase a tractor drawn 100' aerial ladder to replace the 1999 Spartan/Darley 100' aerial ladder currently in front line service as Ladder 4. TFD staff compared competitively established pricing available from two national contracts available through cooperative purchasing agreements. The Rosenbauer contract pricing available from the Sourcewell contract was 11.9% less than staff's pre-bid project cost estimate.

ISSUE: Ladder 4 is currently operating with a twenty year old aerial ladder. The City previously delayed replacement of the existing aerial ladder and it is now nearing the end of its service life and must be replaced.

ALTERNATIVES: The City could release its own Request for Bids for vehicle replacement. However, TFD staff is confident it would not obtain better pricing from its own solicitation than it can already obtain using the Sourcewell solicitation.

COMPETITIVE SOLICITATION: National Joint Powers Alliance (NJPA, now Sourcewell) Contract No. 022818-RSB is a competitively solicited contract valid April 16, 2018 through April 15, 2022. NJPA conducted Request for Proposals No. 022818 and 18 submittals were received on March 1, 2018. This contract meets Tacoma's competitive solicitation requirements by means of a cooperative purchasing agreement with Sourcewell. TFD developed a technical



specification for the proposed vehicle. TFD staff then compared available pricing from two competitively solicited national contracts available to the City through cooperative purchasing agreements. The Sourcewell contract based pricing for the Rosenbauer Commander 100’ aerial ladder totaled \$957,632 plus tax, over \$140,000 less than the pre-bid project estimate. By comparison, the Fire Rescue GPO contract based pricing for a Pierce Arrow XT 107’ tractor drawn aerial ladder was nearly \$140,000 more than the pre-bid project estimate.

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: (Amounts shown are exclusive of taxes.)

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
PW Fleet GF Equipment Rental Capital (5400-GFCAP)	467600	5641500	\$957,632
TOTAL			\$957,632

REVENUES: (Amounts shown below are exclusive of taxes.)

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
PW Fleet GF Equipment Rental Capital (5400-GFCAP) – transfers from General Fund (Fire)	467600	6311010	\$957,632
TOTAL			\$957,632



FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$957,632 plus tax. To cover the full amount of the purchase, including tax, \$1,100,000 was transferred from General Fund (Fire) to PW Fleet GF Equipment Rental Fund.

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

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