



**TO:** Board of Contracts and Awards

**FROM:** James P. Duggan, Fire Chief, Tacoma Fire Department <sup>D</sup>  
Michael Fitzgerald, Assistant to the Chief, Tacoma Fire Department

**COPY:** City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and Richelle, Krienke, Finance/Purchasing

**SUBJECT:** Purchase of Aerial Ladder, Rosenbauer South Dakota, LLC, NJPA Contract # 011714-RSD

**DATE:** November 13, 2014

**SUMMARY:**

The Tacoma Fire Department (TFD) recommends a contract be awarded to Rosenbauer South Dakota, LLC, Lyons, South Dakota, in the amount of \$758,976.00, plus applicable sales tax and licensing, for purchase of one Rosenbauer 109’ aerial ladder truck, pricing offered from National Joint Powers Alliance (NJPA) bid pricing (NJPA Contract # 011714-RSD).

**STRATEGIC POLICY PRIORITY:**

The aerial ladder will be used to protect the public by conducting aerial firefighting and to perform emergency evacuation of the public when needed at emergency scenes.

- Strengthen and support public safety, human services, public education, and diverse higher learning opportunities in Tacoma.
- Foster neighborhood, community, and economic development vitality and sustainability.

**BACKGROUND:**

TFD proposes to purchase one Rosenbauer 109’ aerial ladder truck to replace an existing fifteen year old ladder truck currently in service as a front line unit at one of TFD’s four ladder companies. The existing unit will be placed in reserve. Competitive pricing for the proposed aerial is offered from an NJPA contract. The NJPA is a nationally established cooperative purchasing association available to local governments. The City of Tacoma is a member of NJPA, having previously purchased equipment for Tacoma Public Utilities from NJPA contracts.

**ISSUE:** TFD has a need to replace an existing fifteen year old front line aerial ladder. Excellent competitive pricing is available from an existing NJPA contract with Rosenbauer. TFD previously purchased a Rosenbauer aerial in response to a City of Tacoma (COT) Request for Bids. That apparatus has capably performed for TFD.

**ALTERNATIVES:** The COT could delay the purchase of this apparatus. Delaying the purchase will increase future apparatus costs and reduce the reliability of eventual reserve equipment. The COT could prepare its own RFB for purchase of this apparatus. Preparing and processing our own RFB requires significant additional work and is unlikely to result in better eventual pricing than the NJPA contract currently available, given the significant pricing advantage provided from the national cooperative purchase contract.

**COMPETITIVE ANALYSIS:** Fire staff compared the pricing available from the NJPA contract with Rosenbauer against our previous contract and likely future experience releasing our own RFB. Staff



concluded it would be very unlikely our solicitation for a single unit would provide comparable pricing to the cooperative purchase pricing available from the existing NJPA contract.

**CONTRACT HISTORY:** This is a new proposed contract based on an interlocal agreement.

**SUSTAINABILITY:** (1) Rosenbauer has established policies to promote sustainable environmentally sensitive purchasing and manufacturing. The policies include a Code of Conduct establishing sustainable principles of behavior “which must be observed by all employees.” (2) The vendor is committed to the health of their employees and the public. The firm has a goal of every employee finding a healthy work-life balance. They also are committed to having every employee enjoy equality of opportunity irrespective of age, gender, culture or origin. Because all Rosenbauer manufacturing currently occurs in South Dakota, the firm currently does not have a plan to use City of Tacoma certified underutilized businesses as part of that process. (3) Purchasing the proposed vehicle using the NJPA contract pricing enables TFD to leverage its buying power using the existing contract while reducing the impact to TFD staff to complete the work required to secure a purchase contract.

**SBE/LEAP COMPLIANCE:** Not applicable.

**RECOMMENDATION:**

TFD recommends that the City Council authorize a contract to Rosenbauer South Dakota, LLC, in the amount of \$758,976, plus tax and licensing to purchase a 109’ aerial ladder for the Fire Department.

**FISCAL IMPACT:**

**EXPENDITURES: (INCLUDES ESTIMATED TAX AND LICENSING)**

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
3220, 2010 LTGO Bond Fund	CIP-00030-03-02	5641500	\$462,566
3220, 2010 LTGO Bond Fund	CIP-00030-03-01	5641500	\$357,599
0010 Fire General Fund	253000	5641500	\$ 13,191
<b>TOTAL</b>			<b>\$833,356</b>

\* General Fund: Include Department

**REVENUES:**

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
<b>TOTAL</b>			

FINANCE PURCHASING

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**POTENTIAL POSITION IMPACT:**

POSITION TITLE	PERMANENT/ PROJECT TEMPORARY POSITION	FTE IMPACT	POSITION END DATE
(Not Applicable)			
<b>TOTAL</b>			

*This section should only be completed if a subsequent request will be made to increase or decrease the current position count.*

**FISCAL IMPACT TO CURRENT BIENNIAL BUDGET:** \$758,976 plus tax and licensing

**ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED?** Yes