

**SUBJECT:** Award of bid number 26-110C to General Fire Apparatus for the contract amount of \$556,607.00 to Purchase one (1) Rosenbauer Rescue Apparatus.

**AGENDA OF: February 3, 2026**

**ASSEMBLY ACTION:**

**AGENDA ACTION REQUESTED:** Present to the Assembly for consideration.

Route To:	Signature
Purchasing Officer	X D U S T I N S I L V A Signed by: Dustin Silva 1 / 1 5 / 2 0 2 6
Emergency Services Director	X K e n B a r k l e y Signed by: Kenneth Barkley 1 / 1 5 / 2 0 2 6
Finance Director	X C h e y e n n e H e i n d e l Signed by: Cheyenne Heindel 1 / 1 6 / 2 0 2 6
Borough Attorney	X N i c h o l a s S p i r o p o u l o s Signed by: Nicholas Spiropoulos 1 / 1 6 / 2 0 2 6
Borough Manager	X M i c h a e l B r o w n Signed by: Mike Brown 1 / 1 6 / 2 0 2 6
Borough Clerk	X L o n n i e M c K e e c h n i e Signed by: Lonnie McKeechnie 1 / 1 9 / 2 0 2 6

**ATTACHMENT(S):** Fiscal Note Yes  No \_\_\_\_\_  
Cost Proposal (3p)

**SUMMARY STATEMENT:** The Central Mat-Su Fire department has a requirement for the purchase of one Rosenbauer Rescue 2026 CV515 SFA. This Apparatus will replace Rescue unit 81 which is more than 25 years old, has no S.R.S(Supplemental Restraint System), Driver or Passenger air bags, and no ABS (Anti-Lock Brake System). Current unit is only two-wheel drive and has no Fire Suppression capabilities such as water and foam.

Technology has changed and so have our needs, Safety is our number one goal and the lack of these systems on our Rescue Apparatus can cause a hazard for our responders and the Public. With the addition of water and foam capabilities it allows Department of Emergency Services to extinguish fires from an accident to help protect lives and property.

MSB 3.08.360 allows the borough to enter into procurement agreements when it is in the best interest of the borough.

The proposal is based on the unit being purchased through a Sourcewell Consortium Purchase utilizing Contract No. 113021-RSD, which solicits, evaluates and awards contracts through a national competitive solicitation process on behalf of its members across the United States. The Matanuska-Susitna Borough is a member of the Sourcewell program, and as a member, the Borough has the opportunity to utilize these contracts which leverage higher volume purchasing power and satisfy borough solicitation requirements.

A cost proposal was requested from General Fire Apparatus (GFA), received and deemed acceptable.

In addition to requesting the quote from GFA, the Borough contacted two (2) other major manufacturers (True North Emergency and Hughes Fire Equipment) to evaluate availability, cost, and technical capability. GFA was the only vendor able to meet all operational, cost, and delivery requirements.

The final completion date for this project is February 28, 2027.

This vehicle will be built to current industry, DOT and NFPA 1006.8.2.2 standards, the requirement for Fire Suppression capabilities.

**RECOMMENDATION OF ADMINISTRATION:** Approve the subject action memorandum.

## MATANUSKA-SUSITNA BOROUGH

## FISCAL NOTE

Agenda Date: February 3, 2026

SUBJECT: Award of bid number 26-110C to General Fire Apparatus for the contract amount of \$556,607.00 to Purchase Rosenbauer Rescue Apparatus.

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <input checked="checked" type="checkbox"/> YES <input type="checkbox"/> NO
AMOUNT REQUESTED \$537,007	FUNDING SOURCE FSA Capital Projects
FROM ACCOUNT # 425.000.000 4xx.xxx	PROJECT# 45167-1800-1865
TO ACCOUNT :	PROJECT #
VERIFIED BY:  X L i e s e l Z a n t o S i g n e d b y : L i e s e l Z a n t o	CERTIFIED BY:
DATE:	DATE:

## EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
<b>TOTAL OPERATING</b>						
<b>CAPITAL</b>	<b>537.0</b>					
<b>REVENUE</b>						

## FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	<b>537.0</b>					
<b>TOTAL</b>	<b>537.0</b>					

## POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: \_\_\_\_\_ PHONE: \_\_\_\_\_

DEPARTMENT: \_\_\_\_\_ DATE: \_\_\_\_\_



Recoverable Signature

**X**

C h e y e n n e H e i n d e l

APPROVED BY: \_\_\_\_\_

S i g n e d b y : C h e y e n n e H e i n d e l DATE: \_\_\_\_\_



Awarded Contract

## PURCHASE ORDER

Purchaser		SUPPLIER	
Purchaser:	Mat-Su Borough-DES	Contract #:	Sourcewell Contract #: 113021-RSD
Address 1:	680 N Seward Meridian Pkwy	Supplier:	Rosenbauer South Dakota, LLC
Address 2:	Department of Emergency Services	Address 1:	100 3rd Street
City, State, Zip:	Wasilla, Alaska 99654	Address 2:	
		City, State, Zip:	Lyons, SD 57041

Purchase Order Number:	New Rescue(s)	Delivery in Calendar Days, after receipt and acceptance of Order:	365
Date:	12/9/2025	Member #:	100542

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 Rescue, complete with Navistar chassis per attached specifications.	\$556,607.00	\$556,607.00
TOTAL			\$556,607.00

Note: A 100% pre-pay discount of \$19,600.00 will be applied if payment is made within 30 days of contract signing/approval.

NOTES:	A discount of <\$5,775.00> will be applied on a change order; if signed and returned on or before 12/31/2025.
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Rosenbauer Dealer :	General Fire Apparatus
Salesperson:	Steve Wickwire
Signature:	

Purchaser:	Mat-Su Borough-DES
Print Name:	
Title:	
Date	
Signature:	



**APPENDIX C**  
**CHANGE ORDER POLICY**

This change order policy is intended to reflect the increased cost of changes which result in delayed deliveries, confused paperwork, poor production flow and increased potential of trucks being built to incorrect specifications. With your cooperation, changes can be kept to a minimum which means we will be able to reduce lead times, increase production and maintain costs which will benefit all of us.

Our objective is accurate, high quality and on-time deliveries exceeding our customer expectations.

Changes any time after the order is received may delay the quoted delivery date. Significant design or component changes will have the largest impact on the schedule and quoted delivery date. Changes that occur later in the process will also have the largest impact on the schedule and quoted delivery date.

All time frames are reference to contract execution date if not otherwise stated.

**Change Window #1**

All changes will be priced at standard pricing and specials will be priced through our normal process. Significant changes made to the vehicle during this time period may result in a delivery extension.

RBM Chassis	0-60 days
RBA Aerial	0-60 days
Rosenbauer Body	0-60 days

**Change Window #2**

All changes are subject to a 25% mark-up. All changes are subject to factory review and may be denied due to engineering or lead time issues.

RBM Chassis	61-75 days
RBA Aerial	61-75 days
Rosenbauer Body	61-120 days

**Change Window #3**

All changes are subject to a 50% mark-up, and 50% restocking fee on deleted items. All changes are subject to factory review and may be denied due to engineering or lead time issues. No major components can be changed at this time; major components are considered engine, transmission, axles, suspension, cab, frame (wheelbase), seats, water pump and water tank.

RBM Chassis	76-120 days
RBA Aerial	76-120 days
Rosenbauer Body	121-180 days

**Change Window #4**

Changes are not recommended at this time. Any changes requested will be priced on a time and material basis. Any changes requested, and that are quoted to the customer, must be approved by the customer within three days or they will not be valid.

RBM Chassis	After 120 days
RBA Aerial	After 120 days
Rosenbauer Body	After 180 days

*\*Note: Any late change orders that are factory driven will be done at cost and no additional mark up or penalties will apply.*

**INFLATIONARY NOTICE**

Due to unprecedent volatility with inflationary pressures in our economy and existing market demand creating substantial production backlogs, Rosenbauer America reserves the right to potentially request price escalation under this contract. To be fair and reasonable, any potential price escalation request will be presented and supported with specific evidence of supply chain cost increases from material or component providers. Upon request, this may include copies of invoices from relevant suppliers to substantiate accordingly. Any request will be done in a timely manner for careful review and consideration.

BUYER INITIALS: \_\_\_\_\_

**APPENDIX D**  
**CANCELLATION POLICY**

This cancellation policy is intended to outline the costs associated with canceling a contract after the vehicle has been ordered.

**Cancellation Window #1**

All requests for cancellation from order entry until the preconstruction meeting is held will incur a \$5,000 cancellation fee.

**Cancellation Window #2**

All requests for cancellation after the pre construction until the specifications have been released to engineering will incur a \$10,000 cancellation fee.

**Cancellation Window #3**

All requests for cancellation after the specifications have been released until the truck starts in production will incur a \$15,000 cancellation fee in addition to evaluation of materials that have been ordered.

**Cancellation Window #4**

All requests for cancellation while the truck is in production will be subject to review and charged based material and production time.

**BUYER INITIALS:** \_\_\_\_\_