

Delivery of the apparatus is expected within 120 days upon contract execution.

The new Tender will be replacing Tender 12-2, a 1985 Grumman.

This vehicle will be built to current industry, DOT and NFPA 1901 standards.

The Willow/Caswell Fire Service Area is located in Assembly District #7.

RECOMMENDATION OF ADMINISTRATION: Approve the subject action memorandum.

MATANUSKA-SUSITNA BOROUGH

FISCAL NOTE

Agenda Date: August 19, 2025

SUBJECT: Award of bid number 26-031C to General Fire Apparatus/Rosenbauer for the contract amount of \$626,846.00 to Purchase Willow-Caswell Fire Service Area Rosenbauer Fire Tender.

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT YES NO
AMOUNT REQUESTED \$626,846.00	FUNDING SOURCE Fire Service Capital Projects
FROM ACCOUNT # 405.000.000 4xx.xxx	PROJECT# 45287-6600-6619
TO ACCOUNT :	PROJECT #
VERIFIED BY: 8 / 1 / 2 0 2 5 X M e r i s s a C a r r e l l Signed by: M e r i s s a C a r r e l l	CERTIFIED BY:
DATE:	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL		626.8				
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other		626.8				
TOTAL		626.8				

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____

DEPARTMENT: _____ DATE: _____



Recoverable Signature

X

L i e s e l Z a n t o

APPROVED BY: _____ DATE: _____

Signed by: L i e s e l W e i l a n d



PURCHASE ORDER

Purchaser		SUPPLIER	
Purchaser:	Mat-Su Borough; Willow FSA	Contract #	Sourcewell Contract #: 113021-RSD
Address 1:	10073 West Parks Highway	Supplier:	Rosenbauer South Dakota, LLC
Address 2:	Fire Station	Address 1:	100 3rd Street
City, State, Zip:	Wasilla, Alaska 99623	Address 2:	
		City, State, Zip:	Lyons, SD 57041

Purchase Order Number:	New Pumper (Willow)	Delivery in Calendar Days, after receipt and acceptance of Order:	
Date:	7/16/2025	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 Tanker, complete with Freightliner chassis per attached specifications.	\$594,212.00	\$594,212.00
✖ This is for Rosenbauer Stock unit #22473. Estimated Delivery to be approximately 120 days from the signed documents ✖			
TOTAL			\$594,212.00

NOTES:

Rosenbauer Dealer :	General Fire Apparatus
Salesperson:	Brenden Feist
Signature:	 7/25/25

Purchaser:	Mat-Su Borough; Willow FSA
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 fences 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 unprecedented 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:** _____

AM 25-098

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: _____

CHANGE ORDER #1



Mat-Su Borough, Willow FSA, AK (RSD Stock 2000 Tanker 22473)

CHANGE REQUEST

Body Job #:

22473

DATE: June 30, 2025

Initiated By: Dealer/Customer

BODY CHANGES

	Action	Qty.	QW No.	DESCRIPTION OF CHANGE	PRICE
				{Qty} days will be added to the scheduled delivery date due to lead times of components and fabrication.	
				Previous CO...	
				Office Use Only	
1	ADD	1	44-10-9160	Add SCBA bottle tubes in wheel well (front left, rear left, front right, rear right)	\$2,267
2	ADD	1	07-06-1100	Add On Spot 6 strand tire chains; (Included In Original Price Quote)	\$0
3	ADD	1	25-06-1100	Add Foam Pro 1600	\$13,574
4	ADD	1	90-02-1410	Add Ladder mounting driver's side	\$1,101
5	ADD	1	90-03-3300	Add 14' aluminum roof ladder Duo Safety	\$926
6	ADD	1	90-07-4300	Add 35' 3 section Duo-Safety ladder	\$2,325
7	ADD	1	90-08-2600	Add 10' attic ladder Duo-Safety	\$765
8	ADD	1	90-02-5300	Add attic ladder mounting	\$462
9	ADD	1	90-16-5100	Add 2 pike pole tubes	\$820
10	ADD	1	90-16-2300	Add 6' round handle pike pole	\$465
11	ADD	1	90-16-2800	Add 10' round handle pike pole	\$506
12	ADD	1	25-50-0910	Add 27,300 BTU Espar heater	\$9,423
13	ADD	1	26-50-1299	Add 35,000 BTU pump house heater Included In Original Price Quote)	Included
14	ADD	1	26-50-1400	Add thermostat in pump house (Included In Original Price Quote)	Included
15	ADD	1	25-50-3100	Add heat pan (Included In Original Price Quote)	Included
16	ADD	1	26-50-4100	Add Gasketed pump house (Included In Original Price Quote)	Included
17	ADD	1	26-50-5100	Add Gasketed trim rings (Included In Original Price Quote)	Included
18	ADD	1	26-50-7100	Add Arctic insulation (Included In Original Price Quote)	Included
19	ADD	1		One (1) Final Inspection Trip For two (2) FD People; (Included In Original Quote)	Included
20	ADD	1		Delivery To Mat-Su. Borough (Included In Original Quote)	Included
21		1			

We hereby agree to make change(s) specified above at this price

\$32,634

PREVIOUS CONTRACT AMOUNT

\$594,212

REVISED CONTACT AMOUNT

\$626,846

Handwritten signature and date: 9/25/25

ACCEPTED - The above price and specifications of the Change Order are satisfactory and are hereby accepted. All work to be performed under same terms and conditions as specified in original contract unless otherwise stipulated.