

SUBJECT: Award of Bid No. 22-018C, Aerial Platform Purchase to Hughes Fire Equipment, for the contract amount of \$1,532,155.00.

AGENDA OF: August 3, 2021

ASSEMBLY ACTION:

approved under the const agenda. 08.03.21 KBJ

MANAGER RECOMMENDATION: Present to the Assembly for consideration.

APPROVED BY MICHAEL BROWN, BOROUGH MANAGER: *MB*

Route To:	Department/Individual	Initials	Remarks
	Purchasing Officer	<i>EL</i>	For RMK 7/21/21
	Emergency Services Director	<i>KB</i>	7-21-2021
	Finance Director	<i>YW</i>	For CR1
	Borough Attorney	<i>AS</i>	KB
	Borough Clerk	<i>Yum 7/26/21</i>	KBJ

ATTACHMENT (S): Fiscal Note: Yes X No
Cost Proposal (1p)

SUMMARY STATEMENT: The Central Matanuska-Susitna Borough Fire Department has a requirement to replace an older smaller aerial that no longer meets their response area requirements. The new aerial will be housed at Station 6-1 and the old aerial will be moved to the West Lakes Fire Service Area.

In accordance with MSB Code 3.08.360 and utilizing our membership with Sourcewell (MSB member #100542) the borough requested, received and deemed acceptable a pricing proposal (Bid 941) from Pierce Manufacturing and Hughes Fire Equipment through contract number 022818-PMI.

The award recommendation is being made based upon applying the

chassis and apparatus pre-pay options in the cost proposal.

Delivery is expected within 13 - 17 months after contract execution.

The Central Mat-Su Fire Department services Assembly District #4, however is prepared to respond throughout the Borough.

In accordance with MSB 3.08.170(B), Administration requests authority to modify the resulting contract completion date by 30 days for unforeseen circumstances.

RECOMMENDATION OF ADMINISTRATION: Award of **BID NO. 22-018C, AERIAL PLATFORM PURCHASE** to **HUGHES FIRE EQUIPMENT** for the contract amount of **ONE MILLION FIVE HUNDRED THIRTY-TWO THOUSAND ONE HUNDRED FIFTY-FIVE DOLLARS AND 00/100 CENTS (\$1,532,155.00)**.

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: August 3, 2021

SUBJECT: Award of Bid No. 22-018C, Aerial Platform Purchase to Hughes Fire Equipment, for the contract amount of \$1,532,155.00.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <u>YES</u> NO
AMOUNT REQUESTED <u>\$1,532,155.00</u>	FUNDING SOURCE <u>FSA Cap Prog / Central Mat-Su</u>
FROM ACCOUNT # <u>405.000.000 444.451</u> <u>250.000.000 451.200</u>	PROJECT # <u>45066</u> <u>FSA</u>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <u>Luigi M. M. M.</u>	CERTIFIED BY:
DATE: <u>7-21-21</u>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL		<u>1,532.2</u>				
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other		<u>1,532.2</u>				
TOTAL		<u>1,532.2</u>				

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____

DEPARTMENT: _____ DATE: _____

APPROVED BY: Chapman Skindl DATE: 7.21.21



June 9, 2021

Central Mat-Su Fire Department, AK
One (1) Velocity Ascendant 100' Aerial Tower AK941
Build Location: Appleton, WI

Proposal Price	1,604,044.00
Less 100% pre-payment discount	(71,889.00)
Total including all pre-pay discounts	<u>1,532,155.00</u>

Terms:

Delivery: Based on Pierce's current delivery schedule the apparatus would be ready for delivery from factory within 13 to 17 months after contract execution. Delivery is subject to change pending Pierce's delivery schedule at time of order. This time does not include any possible delays that may be caused by national disasters or pandemic.

Payment Terms:

a. If pre-payment discount options are elected, the following terms will apply:

i. **100% Pre-Payment Discount:** If elected, an invoice will be provided upon order processing for the 100% pre-payment. Upon receipt of invoice, payment must be made within thirty (30) days. If this option is elected, the discount is in addition to the chassis progress payment discount, aerial device progress payment discount, and the payment upon completion at the factory discount. If payment is not made when due, the above mentioned pre-payment discounts or a portion thereof, will be added back to the final invoice. Final payment, including any changes made during manufacturing, is due upon completion of the Product at the factory and prior to delivery from the factory. The 100% pre-payment discount is valid for 180 days from quote unless interest rates change; at which time a notification of change will be given and a new quote will be issued.

b. If pre-payment discount options are not elected standard payment terms will apply: Final payment will be due 30 days after the apparatus leaves the factory for delivery. If payment is not made at that time a late fee will be applicable.

Consortium Purchase: The proposal price is based the apparatus being purchased through Sourcwell (formerly NJPA) per Matanuska-Susitna Borough's membership ID# 100542. This pricing is only valid until 04/16/2022 for a Sourcwell purchase on Contract No. 022818-PMI. It is the purchaser's responsibility to determine if the use of consortiums meets their purchasing requirements.

Performance Bond: A performance bond is included in the above price and will be provided after order placement. If customer elects to remove the performance bond \$3,920.00 may be deducted from the purchase price.

Transportation: Transportation of the apparatus to be professional hauled from the factory delivered to the customer's location is included in the above pricing.

Inspection Trips: Two (2) factory inspection trips for four (4) customer representatives is included in the above pricing. The inspection trips will be scheduled at times mutually agreed upon between the manufacture's representative and the customer, during the window provided by the manufacturer. Airfare, lodging and meals while at the factory are included. In the event the customer is unable to travel to the factory or the factory is unable to accept customers due to the restrictions caused by a national disaster or pandemic then the Dealership reserves the right to use forms of electronic media to accomplish the intention of the inspection trips. Every effort will be made to make the digital media as thorough as possible to satisfy the expectations of the of the customer. If the customer elects to forgo an inspection trip \$1,850.00 per traveler (per trip) will be deducted from the final invoice.

Acceptance of Proposal: If the customer wishes to purchase the proposed apparatus Hughes Fire Equipment will provide the Customer its form of Purchase Agreement for the Customer's review and signature. If the Customer desires to use its standard form of purchase order as the Purchase Agreement, the purchase order is subject to review for any required revisions prior to acceptance. **All purchase orders shall be made out to Hughes Fire Equipment Inc.**

AM 21-075