

SUBJECT: Authorization to purchase a Pumper Fire Apparatus for the West Lakes Fire Service Area from General Fire Apparatus/Rosenbauer for the amount of \$1,243,546.

AGENDA OF: December 3, 2024

ASSEMBLY ACTION: Approved under the consent agenda 12/03/24 - BJH

AGENDA ACTION REQUESTED: Present to the Assembly for consideration.

Route To:	Signature
Purchasing Officer	X <u> D u s t i n S i l v a </u> <small>Signed by: Dustin Silva</small>
Emergency Services Director	X <u> K e n B a r k l e y </u> <small>Signed by: Ken Barkley</small>
Finance Director	X <u> C h e y e n n e H e i n d e l </u> <small>Signed by: Cheyenne Heindel</small>
Borough Attorney	X <u> N i c h o l a s S p i r o p o u l o s </u> <small>Signed by: Nicholas Spiropoulos</small>
Borough Manager	X <u> M i c h a e l B r o w n </u> <small>Signed by: Mike Brown</small>
Borough Clerk	X <u> B r e n d a J . H e n r y f o r </u> <small>Signed by: Brenda Henry</small>

ATTACHMENT (S) : Fiscal Note Yes X No _____
 (4p)

SUMMARY STATEMENT: The West Lakes Fire Service Area has a requirement for a new fire apparatus.

MSB 3.08.360 allows the borough to enter into procurement agreements when it is in the best interest of the borough. Sourcewell, formally known as National Joint Powers Alliance (NJPA), solicits, evaluates and awards contracts through a national competitive solicitation process on behalf of its members. Members can choose these contracts and procurement processes which satisfy borough solicitation requirements and avoid duplication of the process.

A cost proposal was requested, received and deemed acceptable from General Fire Apparatus/Rosenbauer. The award recommendation is

being made based upon applying the chassis pre-pay option in the cost proposal. Exercising this option saves \$22,259.

Delivery of the apparatus is expected within 690 days upon contract execution.

The new Rescue Engine will be replacing Engine 73, a 1995 International Laverne. This will be an upgrade because engine 73 does not meet current safety standards such as an ABS braking system or load stability system. The Laverne does not have foam capabilities and is not built to current industry and DOT standards, or the NFPA 1901 Standard for Automotive Fire Apparatus.

This vehicle will be built to current industry, DOT and NFPA 1901 standards and will help meet NFPA 1911, 1500 standards. It will have a compressed air foam system (CAFS) for better firefighting capabilities as well as safe driving systems that will include stability systems, airbags, clean cab (hygiene air filtration) system and will be both mechanically and safety systems upgraded. This will enhance the community fire rescue emergency response.

The West Lakes Fire Service Area is located in Assembly District #5.


RECOMMENDATION OF ADMINISTRATION: Approve the subject action memorandum.

MATANUSKA-SUSITNA BOROUGH

FISCAL NOTE

Agenda Date: December 3, 2024

SUBJECT: Approval of bid number 25-091C to General Fire Apparatus/Rosenbauer for the contract amount of \$1,243,546.00 to Purchase West Lakes Fire Rescue Engine.

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT YES NO
AMOUNT REQUESTED \$1,243,546	FUNDING SOURCE FSA Capital Projects
FROM ACCOUNT # 405.000.000 4xx.xxx	PROJECT# 45244-6600-6666
TO ACCOUNT :	PROJECT #
VERIFIED BY:  X Liesel Weiland Signed by: Liesel Weiland	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	1,243.5					
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REVENUE						
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FUNDING: (Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	1,243.5					
TOTAL	1,243.5					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____

DEPARTMENT: _____ DATE: _____

11/21/2024

X Cheyenne Heindel

APPROVED BY: _____ DATE: _____
 Signed by: Cheyenne Heindel



PURCHASE ORDER

Purchaser		SUPPLIER	
Purchaser:	MSB-West Lakes Fire Department	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 Engine	Delivery in Calendar Days, after approved production ready specifications are released:	690
Date:	11/7/2024	Member #:	192834

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 Pumper, complete with Rosenbauer Commander chassis per attached specifications.	\$1,243,546.00	\$1,243,546.00
*Note: If chassis amount of \$579,482.00 is paid upon arrival at our plant in South Dakota, deduct \$22,259.00 each			
TOTAL			\$1,243,546.00

NOTES:	
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Rosenbauer Dealer :	General Fire Apparatus
Salesperson:	Brenden Feist
Signature:	11/7/24

Purchaser:	MSB-West Lakes Fire Department
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: _____

**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: _____