

SUBJECT: Award of bid number 22-148C to True North Emergency Equipment for the contract amount of \$1,375,548.00 to Purchase Heavy Rescue Vehicle.

AGENDA OF: May 17, 2022

ASSEMBLY ACTION:

Adopted without objection
547-22

MANAGER RECOMMENDATION: Present to the Assembly for consideration.

APPROVED BY MICHAEL BROWN, BOROUGH MANAGER:

MB

Route To:	Department/Individual	Initials	Remarks
	Purchasing Officer	<i>Ch</i>	
	Emergency Services Director	Ken Barkley	Digitally signed by Ken Barkley Date: 2022.05.02 08:39:21 -08'00'
	Finance Director	<i>Cy</i>	
	Borough Attorney	<i>NS</i>	
	Borough Clerk	<i>Bona for JRM</i>	

ATTACHMENT (S) : Fiscal Note: Yes X No
Proposal Letter (3p)

SUMMARY STATEMENT: The Central Matanuska-Susitna Borough Fire Department has a need to replace a previously relocated heavy rescue vehicle. While housed at the Central FSA the new vehicle will be available throughout the Borough. This vehicle is specifically designed and equipped to support long term complex incidents.

In accordance with MSB Code 3.08.360 and utilizing our membership with H-GacBuy (MSB member #ILC20-10697) the Borough requested, received and deemed acceptable a pricing proposal from True North Emergency Equipment through contract number FS12-19.

Delivery is expected within 615 calendar days after receipt of approved purchase order and signed agreement.

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

The Central Matanuska-Susitna Borough Fire Department services Assembly District #4, however this vehicle will respond throughout the Borough.

RECOMMENDATION OF ADMINISTRATION: Award of **BID NUMBER 22-148C** to **TRUE NORTH EMERGENCY EQUIPMENT** for the contract amount of **ONE MILLION THREE HUNDRED SEVENTY-FIVE THOUSAND FIVE HUNDRED FORTY-EIGHT DOLLARS AND 00/100 CENTS (\$1,375,548.00)** to **PURCHASE HEAVY RESCUE VEHICLE.**

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: May 17, 2022

SUBJECT: Award of bid number 22-148C to True North Emergency Equipment for the contract amount of \$1,375,548.00 to Purchase Heavy Rescue Vehicle.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <u>YES</u> NO
AMOUNT REQUESTED <u>\$1,375,548</u>	FUNDING SOURCE <u>Fire Src. Capital Projects</u>
FROM ACCOUNT # <u>405.000.000 422.202</u>	PROJECT # <u>450666</u>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <u>Luise Westad</u>	CERTIFIED BY:
DATE: <u>5-2-22</u>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<u>1,375.0</u>					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	<u>1,375.0</u>					
TOTAL	<u>1,375.0</u>					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____
 DEPARTMENT: Chapenne Hend DATE: _____
 APPROVED BY: _____ DATE: 5/2/22

April 15, 2022
Central Mat-Su Fire Department
101 W Swanson Ave
Wasilla, Alaska 99654

Respected Ladies & Gentlemen:

True North Emergency Equipment, in partnership with and on behalf of SVI Trucks is pleased to submit this proposal for One (1) or more SVI Trucks Heavy Rescue Apparatus & Equipment, featuring new 2023 Spartan Gladiator ELFD 24" Raised Roof 6x4 cab and chassis, complete with Spartan's APS (Advanced Protection System) Occupant Air Bag Protection System.

Please see options below and specifications within this book;

"PROPOSAL PRICE BELOW-SPECS PER ATTACHED DOCUMENTS"

- One (1) New SVI Trucks Heavy Rescue Apparatus & Equipment featuring a new 2023 Spartan Gladiator Cab/Chassis; **\$1,399,953.00**

****The above proposed costs are valid until May 13th, 2022.** Due to continued market instability and pricing increases from all component suppliers, we are unable to quote a fixed price for a period beyond this time.

Note: Due to extreme market conditions, pricing may be adjusted via a production surcharge during the term of the purchase agreement. Any change or increase would be based upon the following conditions: 1) Adjusted rate of inflation on a quarterly basis. 2) Manufacturing CPI-W & PPI, as well as component supplier surcharges and market conditions that occur during the construction cycle that are beyond the control of the manufacturer or dealer. 3) This could also be caused by a mandatory change in any local, state, or Federal requirement. Purchaser will be advised of any surcharge in advance and any surcharge will be fully documented prior to implementation.

- Applicable Tax and Licensing Fees are not included and are to be paid by the purchaser at the time of delivery.
- Purchase of the proposed apparatus shall be accomplished via the SVI HGAC Cooperative Purchasing Contract.
- Proposal costs listed above do NOT include delivery of the completed unit(s) to your agency. Freight charges for delivery will be quoted at the time of completion of the unit at the factory.
- Factory Inspection Trip Fees are included for four (4) Central Mat-Su representatives for the preconstruction trip & five (5) Central Mat-Su representatives for the final inspection trip.
- A 100% Performance Bond is not included in the cost listed above. If a 100% Performance Bond is required, please add \$13,300.00 to the cost listed above.

We sincerely appreciate the opportunity to work with your agency. Should we be chosen to supply your new Fire Apparatus, we look forward to delivering a quality apparatus to you, per the terms & conditions described below and the attached proposal documents and specifications.



7445 Lowland Dr., Burnaby, British Columbia V5J 5A8 – Office 604-430-4274 Fax 604-439-7926
3150 SE Century Blvd, Suite 100, Hillsboro, Oregon 97123 – Office 800-780-4951 Fax 503-848-0848
3707B 124th Street NE, Suite 5B, Marysville, Washington 98271 – Office 360-653-7844 Fax 360-653-7922

AM 22-042

Interlocal Cooperative Purchasing: Our proposal is available for additional purchases through Interlocal Cooperative Agreement purchasing dependent upon State laws. This is applicable in Washington and Oregon per Interlocal Statutes. This agreement is available for up to five (5) years after the bid date.

Our standard payment terms and conditions are requested as follows: We are requesting that ninety-five percent (95%) of the contract value be paid at the time of apparatus completion & shipment from the manufacturer, with the remaining balance due upon final delivery & acceptance of the apparatus. **Prepayment discount schedule can be made available upon request.**

The apparatus and equipment as proposed shall be ready for delivery within **615 Calendar days** after receipt of approved purchase order and signed agreement. Note: This does not include additional time for dealer up-fitting and may be affected by customer requested change orders.

TRUE NORTH EMERGENCY EQUIPMENT INC.

True North Emergency Equipment (A Division of Vimar Equipment Ltd.) has been in business selling and servicing municipal equipment for over 30 years. **True North** offers complete line of Fire Apparatus and Emergency Vehicles, from Mini Pumpers to Aerial Ladders. True North is proud to partner with the highest quality manufacturers in the Emergency Response Industry, including; Spartan Emergency Response, SVI Trucks, MCB Trucks, Wheeled Coach Ambulances and Road Rescue Ambulances.

WE ARE COMMITTED TO YOU AND YOUR COMMUNITY –YOUR PARTNER IN FIRE PROTECTION

SVI Trucks and True North Emergency Equipment are committed to you and your community with hundreds of satisfied customers throughout the region. We strongly support the Fire Service in our region through our support of the following organizations; British Columbia, Washington, Oregon and Alaska State Fire Chiefs Associations; Washington, Oregon and Alaska State Fire Commissioners/Directors Associations; Washington and Oregon State Fire Mechanics Associations, Washington, Oregon and Alaska State Fire Training Associations; We also support number of other local Fire & EMS based organizations in their efforts to promote fire & life safety and training throughout our territory.

SINGLE SOURCE WARRANTY PROVIDER

True North Emergency Equipment is committed to being your “single source warranty provider”. Our motto is “**one call does it all**”. What this means is that you need only call our service team (regardless of chassis, body or other component warranty) and we’ll take care of the rest. While we, like all others, are not a warranty center for certain components of your apparatus, we will coordinate all warranty work during the first year of the warranty period.

The SVI apparatus proposed carries standard listed warranties below:

- **Standard Two (2) year basic warranty.**
- **Standard Ten (10) year body structural warranty.**
- **Standard Ten (10) year body paint/finish warranty.**



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AM 22 -042

Additional warranties are provided by their respective manufacturer with all warranties being administered with the assistance of **True North Emergency Equipment**. Copies of all standard warranties are included in our proposal, and all warranties provided by any accessory manufacturer will be provided to the purchaser at the time of completion and delivery.

TRUE NORTH EMERGENCY EQ. SERVICE & VALUE ADDED BENEFITS

True North Emergency Equipment is committed to service. Complete parts and service are available through our full-service apparatus repair/refurbishment facilities.

We offer mobile service at your location on an “on call” basis and will also contract with your in-house shop (if so equipped) to facilitate the quickest repairs possible. Our service locations are;

- **Hillsboro Oregon Sales & Service Facility:** 3150 SE Century Blvd., Suite 100, Hillsboro, OR. 97123
- **Washington Sales & Service Facility:** 3707B 124th Street NE, Suite 5B, Marysville, WA. 98271
- **Burnaby, BC Sales & Service Facility:** 7445 Lowland Drive, Burnaby, BC, V5J 5A8

True North service support is delivered by our skilled technicians equipped with the latest technology to serve you. We ensure that our customers have access to knowledgeable staff who know the products we sell & service inside out and are qualified to offer the best advice and support possible.

- Cummins Engine warranty service can be provided by any authorized Cummins service center.
- Allison Transmission warranty service can be provided by any authorized Allison service center.

In effort to provide the best service possible, True North is committed to stocking a wide variety of parts and components that are common on our apparatus.

Again, we would like to thank your agency for considering our proposal, and we look forward to working with you on this important project. Feel free to contact myself (Cell 541-510-4777) or Josh Larson, Inside Sales Support Coordinator, (Cell 970-673-2698) if you have any questions regarding our proposal.

Respectfully Submitted,

Steve Brewer
Territory Manager
REV2 4.15.2022



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