

SUBJECT: Authorization to purchase 2 (two) Pumper Tender Fire Apparatus for the Central Mat-Su Fire Department from Pierce Manufacturing, Inc. for the amount of \$1,861,999.00.

AGENDA OF: January 7, 2020

ASSEMBLY ACTION:

Approved under the consent Agenda.

1/7/20

KBJ

MANAGER RECOMMENDATION: Present to the assembly for consideration.

APPROVED BY JOHN MOOSEY, BOROUGH MANAGER: _____

Route To:	Department/Individual	Initials	Remarks
	Purchasing	<i>[Signature]</i>	
	Emergency Services Director	<i>AB</i>	
	Finance Director	<i>CF</i>	
	Borough Attorney	<i>NS</i>	
	Borough Clerk	<i>JMM</i>	<i>12/9/19 KBJ</i>

ATTACHMENT (S): Fiscal Note: Yes X No _____
Cost Proposal: (lpg)

SUMMARY STATEMENT: The Central Mat-Su Fire Department has a requirement for 2 (two) new pumper tender fire apparatus. This project allows for the replacement of 2(two) frontline fire trucks. A 1977 Ford Pierce, which was re-furbished in 1996, will be taken out of service. The other truck, a 1985 Ford Grumman will be placed in a reserved status at Station 6-2, however may be moved if needed elsewhere. The 2 new trucks will be stationed at Stations 5-1 and 6-2.

MSB 3.08.360 allows the borough to enter into procurement agreements when it is in the best interest of the borough. National Purchasing Partners Government Division, (NPPGov), 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 Pierce Manufacturing, Inc. in accordance with NPPGov RFP No. 1420. The award recommendation is being made based upon applying the chassis and apparatus pre-pay options in the cost proposal. Exercising these options saves \$95,366.00.

Delivery of these vehicles are expected within 10-14 months after contract execution.

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

RECOMMENDATION OF ADMINISTRATION: Authorization to **PURCHASE 2 (TWO) PUMPER TENDER FIRE APPARATUS** for the **CENTRAL MAT-SU FIRE DEPARTMENT** from **PIERCE MANUFACTURING, INC.** for the amount of **ONE MILLION EIGHT HUNDRED SIXTY ONE THOUSAND, NINE HUNDRED NINETY NINE AND NO/100 DOLLARS (\$1,861,999.00).**

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: January 7, 2020

SUBJECT: Authorization to purchase 2 (two) Pumper Tender Fire Apparatus for the Central Mat-Su Fire Department from Pierce Manufacturing, Inc. for the amount of \$1,861,999.00.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <u>YES</u> NO
AMOUNT REQUESTED <u>\$ 1,861,999</u>	FUNDING SOURCE <u>Central Mat-Su Fund 250</u> <u>Service area budget approp.</u>
FROM ACCOUNT # <u>405.000.000.4xx.xxx</u>	PROJECT # <u>45066</u>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <u>[Signature]</u>	CERTIFIED BY:
DATE: <u>12/16/19</u>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<u>1,862</u>					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	<u>1,862</u>					
TOTAL	<u>1,862</u>					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____
 DEPARTMENT: _____ DATE: _____
 APPROVED BY: [Signature] DATE: 12/16/19



9/12/2019

Central Mat-Su Fire Department, AK
Two (2) Enforcer PUC Pumper Tenders AK851
Build Location: Appleton, WI

	One (1) Unit	Two (2) Unit's Combined
Proposal Price	\$ 993,200.00	\$ 1,957,365.00
Less chassis progress payment discount The chassis progress payment in the amount of \$910,052.00 (\$455,026.00 per unit) will be due three (3) months prior to the ready for pick up from the factory date.	(13,651.00)	(27,302.00)
Less payment upon completion @ factory discount	(10,460.00)	(20,556.00)
* Deduct for 100% pre-payment with contract If this option is elected, the discount is in addition to the chassis progress payment discount and the payment upon completion at the factory discount.	(23,754.00)	(47,508.00)
<i>Subtotal including all pre-pay discounts</i>	<u>945,335.00</u>	<u>1,861,999.00</u>
Less customer drive-out discount (Pierce Facility to Tacoma, WA) If this option is elected payment in full and proof of insurance must be provided prior to leaving the factory and the customer is responsible for compliance with all state, local and federal DOT requirements including the driver possessing a valid CDL license.	(4,500.00)	(9,000.00)
Less customer drive-out discount (Tacoma, WA to Anchorage, AK)	(8,017.00)	(16,034.00)
Less customer drive-out discount (Anchorage, AK to Wasilla, AK)	(1,156.00)	(2,312.00)
Less performance bond	(2,674.00)	(5,271.00)
Proposal price including discounts	<u>928,988.00</u>	<u>1,829,382.00</u>

Terms:

Based on the current delivery schedule the units would be ready for delivery from factory within 10 to 14 months after contract execution. Delivery is subject to change pending Pierce's delivery schedule at order placement.

Two (2) unit pricing is based on both units being purchased on the same PO/Contract, manufactured and delivered at the same time. If units are not ordered, manufactured and delivered at the same time revised pricing will be required.

The above pricing is valid until January 31, 2020. If order is not submitted prior to that date, a 3% price increase will be required.

An invoice will be provided 30 days prior to the chassis payment due date if elected.

An invoice will be provided upon order processing for the 100% prepayment if elected.

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

Purchasing documents will be between Hughes Fire Equipment and the customer. The above quote is subject to change.

The proposal price is based on the unit being purchased through FireRescue GPO / NPPGov. This pricing is only valid for a FireRescue GPO / NPPGov purchase on PPA MPA for RFP No. 1420.

Transportation of the units to be driven from the factory is included in the pricing. However, if we are unable to obtain necessary permits, due to the weight of the units, and the units must be transported on a flat bed, additional transportation charges will be the responsibility of the purchaser. We will provide pricing at that time if necessary.

Two (2) factory inspection trips for four (4) fire department 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. Airfare, lodging and meals while at the factory are included. If the Department elects to forgo an inspection trip \$2,250.00 per traveler (per trip) will be deducted from the final invoice.

AM 20-001