

December 5, 2016

## **CITY COUNCIL AGENDA MEMORANDUM**

### **SUBJECT**

Resolution authorizing execution of a purchasing agreement with Pierce Manufacturing, Inc. to purchase one tractor drawn aerial (ladder) truck for the Fire Department, in an amount not to exceed \$1,228,918.00 plus applicable Washington State sales and vehicle taxes.

### **FISCAL IMPACT**

This agreement will obligate the City to pay \$1,228,918.00 plus applicable Washington State sales and vehicle taxes, for the purchase of one ladder truck in 2017.

The source of funding for this purchase is the Mechanical Equipment Rental Fund (MERF) replacement account. The purchase of this fire apparatus is planned within the proposed 2017-18 budget and sufficient funds exist in MERF for this purchase. Funds received from the surplus sale of the existing ladder truck will be deposited into the MERF replacement account and contribute toward the purchase of the new equipment.

### **STAFF CONTACT**

Mark Risen, Chief	452-6895
Marty LaFave, Deputy Chief	452-7872
<i>Fire Department</i>	

Nora Johnson, Director	452-4167
Tom Wall, Fleet Administrator	452-6019
<i>Civic Services Department</i>	

### **POLICY CONSIDERATION**

- Purchase contracts in excess of \$90,000 require Council approval.
- Bellevue City Code chapter 4.28 provides for a fair and transparent purchasing process.
- Bellevue City Code section 4.28.030 provides for use of cooperative purchasing arrangements with other public agencies when the best interests of the city would be served thereby.

### **BACKGROUND**

The Fire Department's Fire Suppression and Rescue Division exists to control risk to life, property, and community vitality, which may be threatened by fire or other emergency events. The Fire Department responds through strategic deployment of resources and rapid response of personnel and equipment. The Fire Department operates nine fire stations spread throughout the City.

Stations 3 and 7 have ladder trucks as essential fire response vehicles for transporting personnel and equipment to emergency incidents. Station 2 stores the third ladder truck, a reserve unit.

Each ladder truck is staffed by firefighters trained and responsible for operating the apparatus, initiating search and rescue, performance of ventilation and forcible entry operations, the securing of utilities, and

clean-up at fire scenes. These vehicles are designed and equipped to support firefighting and rescue operations by positioning personnel, handling materials, providing continuous egress, and discharging water at positions elevated from the ground. The aerial ladder trucks have an extensive complement of hand and power tools and a minimum complement of ground ladders.

Each ladder truck has a scheduled service life of 15 years. This purchase agreement provides the replacement for an existing ladder truck purchased in 2002 that will meet its useful life in 2017 per the asset replacement schedule.

#### Fleet Standardization

The purchase of this new ladder truck represents our continued effort to standardize the fleet. Standardization provides the following benefits.

- Reduces training for Fire staff on redundant systems, creating greater efficiencies of operation during emergency response.
- Increases familiarity of equipment when Fire Department staff rotate between fire stations.
- Improves efficiency of maintenance and repairs, thus reducing vehicle downtime.
- Reduces costs due to compatibility with existing equipment, inventory and systems.

#### Vendor Selection

Extensive product evaluations have been performed by a selection team comprised of representatives from the Fire and Civic Services Departments for the replacement of ladder trucks. The selection team identified 34 specific performance criteria in each evaluation. Performance criteria included: overall configuration, safety features, cab and chassis, fit and finish, maintenance costs, vendor response to warranty issues, and company stability.

The selection team evaluated ladder trucks manufactured by eight different vendors: Metz, Sutphen, Emergency One, LTI, Smeal/HME, Rossenbauer, Crimson, and Pierce Manufacturing. Their evaluation included site visits to many different fire departments in the region (Everett, Mercer Island, Redmond, Seattle, Tacoma, King County Fire District No. 44, Bothell, Issaquah, Kirkland, Lynnwood and Woodinville).

During the site visits, selection team members interviewed firefighters, drivers/operators, company officers, chiefs, fleet managers, and fire apparatus mechanics. Each fire department offered different makes and models of ladder trucks to evaluate, and their staff openly offered comments and concerns about ladder trucks they work on and/or operate. After this extensive evaluation process, it was determined that the Pierce Manufacturing ladder trucks best met the City's performance criteria and operational needs.

Pierce Manufacturing, Inc. has been in business for more than 100 years. They are a sole source manufacturer, building and assembling the entire truck at one facility. Pierce is ranked number one in sales in the United States with 37 percent of the market share. The local Pierce dealer, Hughes Fire and Equipment, has been in business for 30 years. The City of Bellevue has operated Pierce pumpers for nine years with excellent support from both companies.

An additional advantage of purchasing from Pierce is that they have an approved warranty service center in Tacoma. Having a relatively close repair facility significantly reduces the amount of time that a frontline

apparatus is out of service, during which time Fire Department staff must utilize backup reserve trucks.

This purchase will utilize an interlocal agreement between the City of Bellevue and the Houston-Galveston Area Council that has a contract in place to purchase from Pierce Manufacturing, Inc. The City has benefitted from this cooperative purchasing arrangement for many years as it is a large consortium of public agencies and consequently obtains very competitive pricing. Ordering the ladder truck now will allow 10 months for it to be built, inspected and delivered before the end of 2017.

#### **EFFECTIVE DATE**

If adopted, this Resolution becomes effective immediately.

#### **OPTIONS**

1. Adopt Resolution authorizing execution of a purchasing agreement with Pierce Manufacturing, Inc. to purchase one tractor drawn aerial (ladder) truck for the Fire Department, in an amount not to exceed \$1,228,918.00 plus applicable Washington State sales and vehicle taxes.
2. Reject Resolution and provide alternative direction to staff.

#### **RECOMMENDATION**

Option 1.

#### **MOTION**

Move to adopt Resolution No. 9190 authorizing execution of a purchasing agreement with Pierce Manufacturing, Inc. to purchase one tractor drawn aerial (ladder) truck for the Fire Department, in an amount not to exceed \$1,228,918.00 plus applicable Washington State sales and vehicle taxes.

#### **ATTACHMENT**

Proposed Resolution No. 9190

#### **AVAILABLE IN COUNCIL DOCUMENT LIBRARY**

Purchasing Agreement

Price Quote from Pierce Manufacturing, Inc.