



CITY COUNCIL MEMORANDUM

FROM: The Office of the City Manager **DATE:** November 14, 2016
SUBJECT: Consider award of bid 17-001 for the purchase of three fire apparatus (two ladder trucks and one pumper) to Siddons-Martin Emergency Group LLC in the amount of \$2,101,636.
PRESENTER: Stan Tinney, Fire Chief

SUMMARY:

This item is to consider awarding bid 17-001 to Siddons-Martin Emergency Group for the purchase of two aerial ladders and one pumper as approved in the Fiscal Year 2016/2017 Capital Project Budget. Four vendors responded to the request for bid including Metro Fire Apparatus, Siddons-Martin Emergency Group, Daco Fire Equipment and Ferrara Fire Apparatus.

GENERAL DESCRIPTION:

This project involves the purchase of multiple apparatus, request for trade in offers of two existing apparatus and both multi-unit and prepayment discounts if available. The fire department apparatus committee, command staff and equipment services have had input into the development of the specifications, as well as provided input into the evaluation of the bids.

Evaluation of the bids involved a variety of items to assure the selection will provide the best value for the City of North Richland Hills. Evaluation criteria included:

- The purchase price, terms and discounts, delivery schedule;
- The reputation of the bidder and of the bidder's goods or services;
- The quality of the bidders' goods or services;
- The extent to which the bidder's goods or services meet the City specifications and needs;
- The bidder's past relationship with the City;
- Total long term cost to the city to acquire the bidder's goods or services;
- Any relevant criteria specifically listed in the specifications;
- Compliance with all State and local laws, general conditions and specifications;
- Results of testing, if required;
- Warranty and/or guarantee, maintenance requirements and performance data of the product requested;
- City's evaluation of the bidder's ability to perform to specifications.



Results of the overall criteria identified Metro Fire as the best value for the engine and Siddons-Martin the best value for the ladders. Identifying the same vendor to provide all three apparatus was determined to be the best overall option for the City and Siddons-Martin was identified as the vendor that provided the best combined package value. Siddons-Martin Emergency Group offers Pierce brand fire apparatus. Pierce Fire Apparatus has been building fire apparatus since 1913. Fifty-three (53) fire departments in the DFW area use Pierce fire trucks. Pierce is well respected within the fire service for being innovative and committed to quality.

The bid received from Siddons-Martin for the three pieces of equipment totaled \$2,714,749. The City intends to take advantage of a credit towards the purchase based on the trade-in value of two of the existing apparatus in the amount of \$494,408. Siddons-Martin also offered a discount of \$118,705 for prepayment. In order to take advantage of this discount, the City will issue payment to Siddons-Martin at the time the equipment is ordered. In order to protect the City's investment in the equipment, Siddons-Martin has agreed to secure a surety bond in the total amount of the purchase.

As a result of the trade-in and prepayment discounts, the total amount of the award will be \$2,101,636. This amount exceeds the combined \$1,923,592 budget for the purchase of this equipment as approved in the Fiscal Year 2016/2017 Capital Budget by \$178,044. The Fiscal Year 2016/2017 Fleet Services Operating Fund included a planned contribution to reserves in the amount of \$156,681. An additional \$21,363 in projected savings within the Fleet operating fund has been identified. The amount of the award in excess of the approved \$1,923,592 budget will be covered by the available operating funds until such time that the budget can be amended.

RECOMMENDATION:

Award Bid 17-001 to Siddons-Martin Emergency Group LLC in the amount of \$2,101,636.00.