



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
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Legislative File No: 2023-0072

TO: Mayor and City Council Members
FROM: Sean Canto, Chief of Fire and Emergency Services
DATE: April 17, 2023
SUBJECT: Purchase Request for Pierce Enforcer Pumper

REQUEST:

City Council is requested to authorize the purchase of one (1) Pierce Enforcer Pumper in the amount of \$787,813.00 with a 5% project contingency in the amount of \$39,390.65 for a total not-to-exceed purchase price of \$827,203.65 to Halt Fire Incorporated, Wixom, MI

REASON FOR PURCHASE:

In 2015, the City, acting as the Lead Agency on behalf of themselves and the Charter Township of Washington, issued a Request for Proposals for the purchase of Fire Apparatus. This proposal was developed with the intent of procuring fire apparatus meeting the entities specifications, and to create a contract that would offer a comprehensive list of fire apparatus, fire apparatus equipment, and related services for a possible contract term of five years. The intent of the RFP was to create a comprehensive cooperative contract for entities of the MITN purchasing cooperative group to utilize, and aggregate volumes of the agencies to generate best value offers from Fire Apparatus vendors.

The proposal process consisted of two stages; proposal review and interviews/equipment demonstrations. Proposal responses were evaluated by the City of Rochester Hills Fire and Fleet personnel, as well as representatives from participating communities. From the proposal review process the evaluation committee subsequently requested interviews and equipment demonstrations from the two proposers. Based on the proposal review and interviews/demonstrations Halt Fire Incorporated was selected and unanimously supported by the entities as providing best value, a quality product, exceptional services, ongoing training program, auditable process for calculating pre-payment discounts and offering most comprehensive contract options to meet all of the entities needs. The selection was supported by several positive references received from other communities utilizing Halt Fire Incorporated, as well as the City's own past positive experiences with Halt Fire Incorporated services, inclusive of parts delivery and service.

City Council at its December 7, 2015 Regular Meeting approved the award of the contract to Halt Fire as the distributor with Pierce Manufacturing as the manufacturer of the apparatus. Since approval of this contract, the contract has proved to be a benefit for several other government agencies who have made purchases off this contract. As part of this contract, the City was able to secure pricing that includes discounted apparatus, apparatus equipment, and parts pricing for multiple years, with a variety of body, chassis, and equipment offerings for the apparatus to ensure this cooperative contract would be beneficial, and provide a solution to meet agencies needs across the MITN cooperative.

This has also allowed the Fire Department to budget more accurately for apparatus replacement and maintenance over the length of this RFP. The City's request is to purchase one (1) Pierce Enforcer Pumper. A project contingency is being requested due to the custom build process of the apparatus, as unknown

issues could come to light and additional equipment/services may be needed in order for the apparatus to be built completely and as specified. This custom built process allows the City to build and purchase an apparatus which fits our needs.

Similar to ambulances, the build process for fire apparatus is also an extended lead time. It is estimated that this truck build is going to take 25-29 months. During this time, the City will be subject to potential surcharges that are continuing to hit the vehicles due to the volatility of the metal market, however will do their best to manage this within the contingency allowed, and hopefully will be able to keep any increases to a minimum. Halt Fire has been a great partner to the City, allowing the ability to continue with the use of the cooperative contract, along with working closely with Pierce to improve the initial estimated lead time of 34-36 months.

At this time, the City is electing not to pre-pay for the vehicle and take the discount provided. The City's Chief Financial Officer has indicated that he will be able to better invest that money during the time the engine is being build and getting a better return than the credit offered.

PROCESS:

Vendor Name and Address:

Halt Fire Incorporated
50168 W. Pontiac Trail, Unit 5
Wixom, MI 48393

Reason for Selection:

Best Value/Cooperative Contract

Method of Purchase:

Purchase Order

BUDGET:

Funding is included in the FY 2023 Adopted Budget

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.981000	Vehicles	\$875,000.00	\$827,203.65	\$47,796.35

RECOMMENDATION:

It is recommended that City Council authorize the purchase of one (1) Pierce Enforcer Pumper in the amount of \$787,813.00 with a 5% project contingency in the amount of \$39,390.65 for a total not-to-exceed purchase price of \$827,203.65 to Halt Fire Incorporated, Wixom, MI.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		

Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney Yes N/A

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