



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

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[www.rochesterhills.org](http://www.rochesterhills.org)

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Legislative File No: 2015-0511

**TO:** Mayor and City Council Members  
**FROM:** Sean Canto, Chief of Fire and Emergency Services  
**DATE:** December 7, 2015  
**SUBJECT:** Purchase Request for Fire Apparatus

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**REQUEST:**

City Council is requested to authorize the purchase of one (1) 95' Platform apparatus in the amount of \$1,024,948.81, one (1) 75' Quint apparatus in the amount of \$698,572.34, one (1) Pumper in the amount of \$437,245.68 and refurbishment of one (1) E-One Rescue in the amount of \$278,959.51 with a 5% project contingency in the amount of \$127,979.12 for a total purchase not-to-exceed amount of \$2,567,705.46 to Halt Fire, Incorporated, Wixom, MI.

**REASON FOR PURCHASE:**

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 over the last year 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. 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. Request for Proposals were solicited utilizing the MITN system and two proposal responses were received.

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. It is recommended the City award to Half Fire Incorporated as offering the best value to the City.

The City's intent is to purchase three (3) apparatus and have one (1) of their apparatus refurbished. A 5% project contingency is being requested due to the custom build process of the apparatus and the refurbishment process, 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 apparatus which fits our needs, and through the efforts of the Fire Department, Department of Public Services Maintenance Division, and the Purchasing Department have

done just that. 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 also allows the Fire Department to budget more accurately for apparatus replacement and maintenance over the length of this RFP.

Fire Apparatus are used on a daily basis by the Fire Department and will meet the needs of the department and the community we serve for years to come. This process has also allowed for a streamlining of our current fleet. For example, the refurbishment of one apparatus into a multi-purpose vehicle has allowed the City to retire two (2) additional units, providing additional cost savings, as we will not need to replace these two (2) vehicles in the future.

The three (3) new apparatus will replace apparatus that have outlived their life-cycle and are each due for replacement. Maintenance and operating costs have been increasing which negatively impacts the Fire Department operating budget. Additionally parts for these apparatus have become increasingly difficult to find since two (2) of them are 20+ years old and one (1) manufacturer is no longer in business. It is recommended that they be replaced since significant repair costs are occurring and unavailability of these units to service the City and its citizens. Any apparatus retired will be disposed of through public surplus auction.

**PROCESS:**

**Vendor Name and Address:**

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

**Reason for Selection:**

Best Value

**Method of Purchase:**

Purchase Order

**BUDGET:**

Funding is included in the FY 2015 Adopted Budget for Ladder #1 and Engine #5.

*Please note: As these vehicles will not be received until FY 2016, a 1<sup>st</sup> Quarter FY 2016 Budget Amendment will be presented to “carry over” funding from the current FY 2015 budget for the purchase.*



Funding is included in the FY 2016 Adopted Budget for Engine #3 and Technical Rescue.

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.981000	Ladder #1	\$1,129,510.00	\$1,024,948.81	\$104,561.19
Fire Capital	402.981000	Quint/Engine #5	\$652,780.00	\$698,572.34	(\$45,792.34)
Fire Capital	402.981000	Engine #3	\$525,000.00	\$437,245.68	\$87,754.32
Fire Capital	402.981000	Rescue #1	\$340,000.00	\$278,959.51	\$61,040.49
Fire Capital	402.981000	Contingency	\$0.00	\$127,979.12	(\$127,979.12)
		<b>GRAND TOTAL</b>	<b>\$2,647,290.00</b>	<b>\$2,567,705.46</b>	<b>\$79,584.54</b>

**RECOMMENDATION:**

It is recommended that City Council authorize the purchase of one (1) 95' Platform apparatus in the amount of \$1,024,948.81, One (1) 75' Quint apparatus in the amount of \$698,572.34, and One (1) Pumper (Engine) in the amount of \$437,245.68 and refurbishment of One (1) E-One Rescue in the amount of \$278,959.51 with a 5% project contingency in the amount of \$127,979.12 for a total purchase not-to-exceed amount of \$2,567,705.46.

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APPROVALS:	SIGNATURE	DATE
Department Review		11/24/15
Department Director		11/24/15
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		