

BOCC APPROVAL JANUARY 17, 2018
BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

ITEMS REQUIRING BOCC APPROVAL
(2 ITEMS)

1. TENDER TRUCK -- SEDGWICK COUNTY FIRE DISTRICT #1
FUNDING -- SEDGWICK COUNTY FIRE DISTRICT #1

(Request sent to 62 vendors)

RFP #17-0085

	Hays Fire and Rescue	Danko Emergency Equipment
	Unit Price	Unit Price
Tender Truck	\$372,330.00	\$370,774.00
Manufacturer	Emergency One, Inc.	Smeal Holding, LLC
Delivery Date	365 Days ARO	360-390 Days ARO
Bid Bond	Y	Y
	Jon's Mid America Fire Apparatus	Conrad Fire Equipment, Inc.
	Unit Price	Unit Price
Tender Truck	\$403,069.00	\$415,306.00
Manufacturer	Rosenbauer Fire Technology	Pierce
Delivery Date	300 Days after pre-construction meeting	285-315 Days ARO
Bid Bond	N	Y
No Bid	Life Line Emergency Vehicles	Weis Fire & Safety Equipment Co. Inc.
	Southeastern Emergency Equip.	
	Watts Manufacturing	Sutphen

On the recommendation of Britt Rosencutter, behalf of Sedgwick County Fire District #1 (SCFD), Linda Kizzire moved to **accept the proposal from Danko Emergency Equipment in the amount of \$370,774.00**. Jennifer Dombaugh seconded the motion. The motion passed unanimously.

A committee comprised of Ray Hensley, Troy Hilger, Brad Burdick, and Brian Richey - SCFD, Randy Bargdill - Treasurer's Office, and Britt Rosencutter - Purchasing reviewed all proposal responses based on experience, qualifications, and ability to provide the specified apparatus. Danko Emergency Equipment met specifications and was the lowest overall proposal.

Note: This is a replacement vehicle and the surplus will be sold on Purple Wave.

Linda Kizzire: Is this a replacement vehicle or is it a new addition to the fleet?

Britt Rosencutter: It is a replacement vehicle, the other vehicle will be sold on PurpleWave.

Tom Stolz: Just a follow-up on Linda's question the replacement vehicle, did it go through the fleet replacement exercise? The numerical quantification system that Penny developed?

Chief Leake: Yes it did.

Tom Stolz: How did it score, and what was it?

Chief Leake: 15 or a little bit over.

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Brian Richey: This is a new one to add to our Fleet, it is a replacement vehicle.

Tom Stolz: Let's talk about the new tender for just a second. The specifications Brian that you put out for the vehicle, talk to me about those.

Brian Richey: Typically when we develop a specification we look at what our department has used in the past so it's a very detailed specification. We try to write it where we don't eliminate any manufacturers and try to find what fits our service best. We have used the same spec, it's basically the same spec we used back in 1999 so it's at 90% of the spec. The other 10% were dictated by the new standards that the NFPA makes us follow.

This spec is very generic most anybody that's capable of building the diesel fire truck in the U.S. can bid on it. The vendors who didn't bid chose not to, it wasn't proprietary to anyone. In the Tender Tanker world, entry level tenders are between \$250-300,000.00. I believe we are realistic in our needs. The specifications you're looking at today or the response, we bought a truck in either 2015 or 2016 and the cost was \$400,000.00.

Thomas Stolz: Does Danko build any fire truck tankers for any other county in Kansas that you know of?

Brian Richey: I am sure they have, I don't have the name of one. I can get that for you.

Thomas Stolz: Or cities?

Brian Richey: Yes, they are probably an international shipping manufacturer. They ship all over the world.

Tom Stolz: Where are they located at?

Brian Richey: Snyder, Nebraska; they probably sell about at 100-150 apparatuses per year.

Tom Stolz: Have we bought from them before?

Brian Richey: We have. Our last purchase from them was in 2010 and we bought two tender tankers from them as well. Those trucks at that time were a little less than \$600,000.00 that was little different in the configuration of this vehicle.

Tom Stolz: So, the vehicles we bought from them in the past have performed well and exceeded our expectations as far as performance?

Brian Richey: They have met our expectations; as far as performance, they have provided good service to us in the past.

Richard Powell: Brian, only because I am not that familiar with fire apparatus and in general terms, what are the typical things that Fire District #1 would look at, when we talk about replacing a piece of equipment of this nature?

Brian Richey: There are multiple areas that we look at, for example if we buy a truck like this, what type of vehicle, if it's a tanker tender truck like this, it's basically our water for the fires we go fight. Unfortunately, everywhere we go doesn't have a fire hydrant. This truck is designed to carry a lot water, and it also has a fire pump on it. It depends on the incident as to how much water we need. Typically, if it's a house fire we can put the fire out with the water that's on this truck; it just depends on the scale of the fire.

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Richard Powell: So it goes beyond simple wear and tear, mileage and maintenance and other requirements by the industry standards on the vehicle.

Brian Richey: NFPA standards dictate that if you buy this type of truck it has to have certain components on it. They are all on this vehicle, there are no exceptions taken for that. It adds cost, but keeps us consistent over the years with our equipment. On this specification, we thought it was conservative for our needs. There's not anything on the truck that we don't need.

Tom Stolz: How many tenders do we have in the fleet?

Brian Richey: Every station would have one, that's nine and two in reserve and that makes eleven.

Tom Stolz: In following-up on Colonel Powell's question, it's the capacity of the tender and for our needs in Sedgwick County where your response area is significant, that has to have a good capacity there's a pump on the tender. The specifications when we start talking about everything from chassis on up is specified by NFPA, is that an accurate statement?

Brian Richey: Some of it is specified by NFPA, for example the engine and horsepower, you can get a 300 horsepower engine to a 550 horsepower engine. That is what we believe works for us, what creates the best longevity for our department while minimizing cost over the lifecycle of the vehicle. That's why we specify some of the powertrain configurations. The sheer weight of this truck makes you add a tandem axle to carry the weight. Our biggest choices we have are lighting packages, engine, transmission configuration, and tire size most of which are dictated by the type of truck.

Tom Stolz: And the capacity of what you're carrying?

Brian Richey: Correct.

Tom Stolz: And the fact that you guys are on dirt roads and gravel roads, you're not driving on paved roads all the time, so we're buying enough truck that it will holdup under those conditions?

Brian Richey: We try to forecast enough to create the best longevity we can over a long period of time.

Tom Stolz: What is the expected life? If we had to go years, just a guess?

Brian Richey: We hope to do a 15-20 year lifecycle, this one is a replacement for a truck built in 1996. This truck won't be delivered in 2018, we're talking a 360-390 day build. It will probably be spring 2019 before it gets here.

Tom Stolz: What happens to a Division when they choose to buy equipment that does not adhere to NFPA standards?

Chief Leake: There is a lot of liability for that as far as the entity itself. We don't adopt it 100% but that is the guideline and that's what we want to follow as a fire district.

Tom Stolz: That's the same for Wichita Fire, Johnson County Fire and our peers?

Chief Leake: That's right, those standards are out there for us to follow.

Tom Stolz: Are there other questions for Chief or Brian? Seeing no other questions, is there a motion to accept?

Linda Kizzire: I move to accept the proposal from Danko Emergency Equipment.

Jennifer Dombaugh: Second.

Tom Stolz: Seeing no other questions, please call the vote.