

**SEDGWICK COUNTY FIRE DISTRICT 1
ITEMS REQUIRING BOCC APPROVAL
March 4, 2021
(1 Item)**

1. TENDER TRUCK -- SEDGWICK COUNTY FIRE DISTRICT 1

FUNDING -- SEDGWICK COUNTY FIRE DISTRICT 1

(Request sent to 82 vendors)

RFP #20-0060 Contract

	Conrad Fire Equipment, Inc.	Ed M. Feld Equipment Co. dba Feld Fire
	Unit Price	Unit Price
Tender Truck	\$466,837.16	\$410,634.00
Manufacturer	Pierce	Spartan
Delivery Date	12 Months ARO	To be determined
Addendum Acknowledged	Yes	Yes
Bid Bond	Yes	Yes
	Fire Master Fire Equipment, Inc.	Rosenbauer Firefighting Technology
	Unit Price	Unit Price
Tender Truck	\$468,586.00	\$409,976.00
Manufacturer	Ferrara	Rosenbauer
Delivery Date	12/31/2021	12/31/2021
Addendum Acknowledged	Yes	Yes
Bid Bond	Yes	Yes
No Bid	American Response Vehicles	Bound Tree Medical, LLC
	Excellance, Inc	Ivena Corporation dba Emergency Fire Equipment
	Life Line Emergency Vehicles	Life Safety Systems
	W.S. Darley & Co.	Vallen

On the recommendation of Britt Rosencutter, on behalf of Sedgwick County Fire District 1 (SCFD 1), Randy Bargdill moved to **accept the proposal from Conrad Fire Equipment, Inc. in the amount of \$466,837.16**. Tim Myers seconded the motion. The motion passed unanimously.

A committee comprised of Brad Crisp, Doug Williams, Ray Hensley, Drew Agnew, Arlan Spexarth, Calvin Flores, and Brian Richey - SCFD and Britt Rosencutter - Purchasing reviewed all proposal responses based on criteria set forth in the RFP and unanimously chose Conrad Fire Equipment, Inc.

A water tender is a type of firefighting apparatus that specializes in the transport of water from a water source to a fire scene. Water tenders are capable of drafting water from a stream, lake or hydrant. This class of apparatus does not necessarily have enough pumping capacity to power large hose lines (like a fire engine), though it utilizes a smaller pump to draft from bodies of water. Water tenders are a crucial element in the operation of SCFD 1 and are heavily relied upon. SCFD 1 currently operates eight (8) water tenders on a daily basis.

Notes:

<u>EQUIP. #</u>	<u>YEAR</u>	<u>MAKE</u>	<u>SERIAL #</u>	<u>SERVICE</u>	<u>AGE</u>	<u>MTR</u>	<u>MNT</u>	<u>TOTAL</u>	<u>REPLACE DATE</u>
20303	2000	CTR States	1FVXJLEB6YHA86994	5/18/2002	5.0	5.0	5.3	15.3	3/3/2021

Specifications not met by Feld Fire:

1. Road speed – Vehicle, as bid, will only run 60 MPH. Will not run speed limit on our highways and/or county paved roads. It will be a traffic hazard, as well as delaying response and water shuttle times.

2. Wheel base is 20” longer than spec. – Causes longer truck with reduced turn radius on narrow roads and driveways. Also creates a potential parking issue in fire stations.

3. Drum brakes bid instead of disc brakes. This creates a less efficient braking and more maintenance problems including increased downtime.

4. Lettering and emblems not included in the bid – This is a substantial addition after delivery cost (approximately \$5,000.00).
5. Pump governor is not the common style on our other apparatuses. This creates training and familiarization issues for firefighters. Also, decreases the availability of parts.
6. Doesn't meet the requirements of having a service center.
7. Air Primer - Not considered to be as effective and won't have parts availability.
8. Dump valve controls for right, left, and rear dump not in cab – Creates a safety problem by putting someone at the rear of backing apparatus to use switches. Creates a slower dump time during water shuttle operations and may effect ISO water hauling times.
9. Pre-construction and final approval trips to factory only support one SCFD member. Normally the department sends 3 or 4 members to check and double check compliance with specs and for any deficiencies.

Specifications not met by Rosenbauer:

1. Road speed – Vehicle, as bid, is designed to run 60 MPH however the differential has a very high gear ratio for this type of truck. As designed the apparatus will not run the speed limit on our highways and/or county paved roads. It will be a traffic hazard as well as delaying response and water shuttle times.
2. Pre-construction and any inspection trips are responsibility of the SCFD 1 and may have to be done virtually.
3. Emergency switch panel design is poor, requiring you to take your eyes off of the road to operate.
4. SCFD 1 currently has several Central States/Rosenbauer tenders in our fleet. Poor design and structural issues have been present for the majority of their life. Poor electrical design and use of substandard wiring practices also have played a big part in frequent failures requiring above normal repairs to be made. Part delays on items has also played a role in extended downtimes of apparatus.
5. Some warranties provided are substandard to what our specification calls for.

Specifications not met by Fire Master:

1. Warning light package specified is not included, all manufacturers can get this package, Ferrara chose not to include it in their proposal.
2. Fire pump does not have the correct seals in the pump. Ferrara chose not to include this style of seal in their proposal.
3. No service center within the state of Kansas.
4. Not ISO certified.
5. Some plumbing in the fire pump area is missing detail to understand what you are going to get. It is specified in our specification but not in the response.
6. No on-site pre-build conference or other inspection trips are included. Due to the complexity of these apparatuses doing these virtual are not acceptable.

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

See photo of vehicle to be replaced.

Questions and Answers

Randy Bargdill: You got notes listed here on how Feld, Rosenbauer, and Fire Master didn't meet the specifications. Did Conrad Fire meet all the specifications?

Chief Doug Williams: Yes, Conrad met everything.

Russell Leeds: So with the notes that are listed here, Conrad was not the lowest bid and you've outlined some information in the notes but could you just speak to why this is the lowest and best? Is that the correct language counselor?

Kirk Sponsel: In this case, it would be the best value selection.

Russell Leeds: Best value selection. That's what I meant to say.

Chief Doug Williams: In the case we looked at, in the best value selection, there are many things the other bidders left off that are primary to our normal operations. One of the things I touch on, and Brian knows the technical stuff a lot better than I do, are switches for dump valves. These trucks have automatic dump valves that shoot out the side and back to fast dump loads on rural fire scenes. We spec'd out these so they can be controlled not only on the exterior, but also in the cab. That is a big deal.

If they used the side dumps, they can drive up beside a tank, hit the button, and it dumps 2,500 gallons in a minute. They can hit that button and retract the shoot and they can drive on down the road. That's real important for our ISO ratings and our water haul capabilities we have to meet for our ISO rating. The other piece of that is the one on the rear, if we don't have it in the cab then you have somebody standing between the truck and the tank and if the foot slips off the brake or whatever, you smash a firefighter between a 3,000 gallon port-a-tank and a tender. That's just one example. They can all do this. Why two (2) or three (3) of them chose to not bid this feature, I don't know.

One of the companies bid some different style of equipment than we normally use like pressure governors. We found out during these freezes if the water monitor gauges locks up, this electronic device on the back of these governors, it shuts down a \$450,000.00 or even a \$1,000,000.00 Quint because of a \$140.00 part on the back of a governor. We spec'd a certain type because Brian carries those type of parts in his truck. He can go out to a scene and fix a truck in 15 minutes or we might have it down a week because of a freeze up on a scene.

I don't know how many of these are installed but I heard a comment the other day he put \$3,000.00 worth of gauges and pressure reducers on trucks over the week of the recent cold spell. I don't know how many trucks in the end that rates that would be down waiting on us to order parts. Many of those things are the reasons that some of these failed to meet our specs.

