

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** EL PASO FIRE DEPARTMENT

**AGENDA DATE:** MAY14, 2013

**CONTACT PERSON/PHONE:** TERRY KEBSCHULL, LOGISTICS CHIEF, 771-1076  
 BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

**DISTRICT (S) AFFECTED:** ALL

**SUBJECT:**

The El Paso Fire Department is requesting approval to purchase seven fire apparatus off a Cooperative Purchasing Program. The apparatus to be purchased will be:

- Five (5) Impel PUC Pumpers with equipment from Siddons Martin Emergency Group, Dallas Texas from BuyBoard, Contract No. 399-12.
- Two (2) Rosenbauer Aerial units with equipment from Daco Fire Equipment, Fort Worth ,Texas from HGAC Contract FS12-11.

**Pierce Pumpers**

from Siddons Martin Emergency Group, Dallas, TX

**Rosenbauer Aerials**

from Daco Fire Equipment, Fort Worth, TX

Apparatus Type	Station	Cost
Pumper	10	\$483,177
Pumper	16	\$480,677
Pumper	19	\$478,177
Pumper	20	\$475,677
Pumper	22	\$473,177
Loose Equipment		\$218,035
Multi-unit discount		<u>(\$15,000)</u>
<b>Total</b>		<b>\$2,593,920</b>

Apparatus Type	Station	Cost
Custom 78' Quint	17	\$659,679
Optional equipment		\$77,991
Cobra 101' Platform	5	\$785,876
Optional equipment		\$52,891
HGAC contract fee		<u>\$2,000</u>
<b>Total</b>		<b>\$1,578,437</b>

**BACKGROUND / DISCUSSION:**

The El Paso Fire Department has a fleet of over 44 front line fire apparatus with an average age of 9 years. In an effort to minimize the amount of time these units are out of service due to mechanical issues, the Fire Department has in place a replacement program for all units. These purchases will address the fire apparatus side of that program. Units purchased will meet or exceed NFPA 1901 Standard for Automotive Fire Apparatus. In addition, these units meet the same specifications used by the El Paso Fire Department for previously purchased apparatus and promote standardization within the department.

**SELECTION SUMMARY:**

The El Paso Fire Department used several Cooperative Purchasing programs to obtain quotes for pumper, quint, and aerial units. The use of Cooperative Purchasing Programs ensures price reasonableness due to the fact that these programs already use a competitive bidding process when awarding contracts to these vendors. The use of these programs has been approved by Mayor and City Council since 2007 and have been relied on to quickly and confidently purchase needed items while maintaining the City purchasing standards.

**PRIOR COUNCIL ACTION:**

City Council has reviewed and approved previous requests from the El Paso Fire Department concerning purchasing apparatus through a Cooperative Purchasing Program as recently as 2012.

**AMOUNT AND SOURCE OF FUNDING:**

Resolution for Master Lease Agreement tax-exempt lease-purchase agreement with Compass Mortgage Corporation approved by Council on March 26, 2013 for:

322-22090-580070-4930-PENCON0060 - Capital Projects-Second Compass Loan

- Siddons Martin Emergency Group, \$2,593,920.00
- Daco Fire Equipment, \$1,578,437.00

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:** \_\_\_\_\_

Name

Signature

Date

**COUNCIL PROJECT FORM  
(COOPERATIVE CONTRACT)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Council Meeting of **MAY 14, 2013**.

Discussion and action on the request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to Daco Fire Equipment, a contractor under Houston-Galveston Area Council Cooperative (HGAC), Contract #FS12-11 for the purchase of (2) two Rosenbauer Aerial Units with equipment. The City has made the determination that purchasing from this cooperative offers the most cost-effective pricing.

The participation by the City of El Paso in the Houston-Galveston Area Council Cooperative (HGAC) was approved by Mayor and City Council on May 8, 2007.

Department:	Fire
Award to:	Daco Fire Equipment Fort Worth, TX
Estimated Award:	\$1,578,437.00 (2 Units)
Account No.:	322-22090-580070-4930-PENCON0060
Funding Source:	Capital Projects-Second Compass Loan
District(s):	All
Reference No.:	2013-212

This is a Cooperative, unit price contract.

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*

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**SERVICE SOLUTIONS SUCCESS**



**TO:** Bruce D. Collins, Purchasing manager (915) 541-4313

**FROM:** Terry K. Kebschull, Logistics Chief (915)771-1076

**DATE:** May 14, 2013

**RE: Purchase of Emergency Fire Apparatus from Cooperative Purchasing Program (Rosenbauer Aerials)**

**1. Is there an urgent need for the product/service? In other words, is time of the essence?**

The purchase of these apparatus will be used to replace front line units that are approximately 12-17 years old. Replacing these units will ensure that the standard of cover for El Paso will continue and limit downtime due to mechanical failure.

**2. Does the purchase through the Program promote the standardization of equipment?**

Yes. These vehicles meet the same specifications used by the rest of the El Paso Fire Department fleet.

**3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?**

No, currently there are no local manufacturers of fire apparatus available.

**4. Do the available vendors have prior work experience and/or familiarity with the City?**

Yes. Both vendors have in the recent past provided the City with apparatus and have meet the high standards expected from the Fire Department with regards to emergency vehicles.

Mayor  
John F. Cook

City Council

District 1  
Ann Morgan Lilly

District 2  
Susie Byrd

District 3  
Emma Acosta

District 4  
Carl L. Robinson

District 5  
Dr. Michiel R. Nee

District 6  
Eddie Holguin Jr.

District 7  
Steve Ortega

District 8  
Courtney Carlisle Niland

City Manager  
Joyce A. Wilson

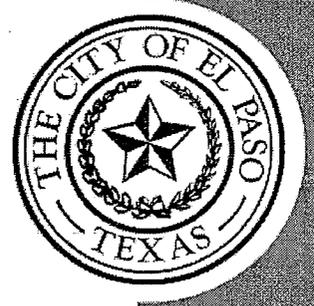


FINANCIAL SERVICES - PURCHASING DIVISION  
300 N. Campbell, 1<sup>st</sup> Floor, City Hall - El Paso, Texas 79901  
(915) 541-4038 Fax (915) 541-4347



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**5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?**

Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of the contract.

The participation by the City of El Paso in the Houston Galveston Area Council Cooperative Purchasing Program was approved by Mayor and City Council on May 8, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24, 2008.

**Mayor**  
John F. Cook

**City Council**

*District 1*  
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*District 2*  
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LOGIN

GENERAL PURPOSE & EMERGENCY VEHICLES	INFRASTRUCTURE EQUIPMENT & SERVICES	COMMUNICATIONS EQUIPMENT & SERVICES	GROUNDS FACILITIES & PARKS EQUIPMENT	PUBLIC WORKS EQUIPMENT	EMERGENCY EQUIPMENT & SUPPLIES	CONSULTING LEASING & STAFFING SERVICES	EMERGENCY PREPAREDNESS & DISASTER RECOVERY
COOPERATIVE ENERGY PURCHASING							

You are here: Home > Fire Service Apparatus

## GENERAL PURPOSE & EMERGENCY VEHICLES

### FIRE SERVICE APPARATUS

Contract No.: FS12-11

Effective Date: Dec 1, 2011 thru Nov 30, 2013

The table below shows base bid items only. Other configurations, options and accessories are available thru our contract. Please consult the appropriate contractor for a specific, written H-GAC contract price quote.

NOTE: Manufacturers and converters cannot sell direct in Texas. Texas Members should contact the in-state contractor/dealer. Members in other states should contact the manufacturer or converter if a dealer is not specified for their state.

- American LaFrance
- Blanchat Manufacturing
- Rosenbauer South Dakota LLC
- Crimson
- Custom Fire
- Daco
- Danko
- Darley
- Emergency One (E-One)
- Deep South
- Ferrara
- Fouts Bros.
- Rosenbauer Minnesota LLC
- KME
- Marion
- Metro Fire Apparatus Specialists, Inc.
- Neel Fire Equipment
- Nevada Pacific Fire & Safety Inc.
- OshKosh
- Pierce
- Rosenbauer
- Seagrave
- Smeal
- Toyne
- Super Vac
- Sutphen Corporation (Sutphen)
- U. S. Tanker

#### American LaFrance

Contractors:

American LaFrance, LLC (Mfr.)  
Houston Freightliner, Inc. (Dealer - TX)

Product Code	Model & Description	Base Price
<b>A. Aerials (Booms/Platforms, Ladders, Ladder/Platforms)</b>		
AA01	American LaFrance Eagle, 4-Door, Tilt Cab, Formed Aluminum Body, Single Axle, 65' Aluminum, Rear Mount, Telescoping Ladder, TeleSquirt	\$569,246.00
AA02	American LaFrance Eagle, 4-Door, Tilt Cab, Formed Aluminum Body, Single Axle, 75' Rear Mount, Telescoping Ladder, 500lb	\$588,219.00
AA03	Freightliner M2, 4-Door, Formed Aluminum Body, Tandem Axle, 75' Steel Rear Mount Telescoping Ladder, 500lb	\$543,326.00
AA04	American LaFrance Eagle 4 Door Tilt Cab, Formed Aluminum Body, Tandem Axle, 75' Rear-Mount, Telescoping Ladder, 500lb	\$637,194.00
AA05	American LaFrance Eagle 4-Door Tilt Cab, Formed Aluminum Body, Tandem Axle, 100' Rear-Mount, Telescoping Ladder, 500lb	\$748,970.00
AA06	American LaFrance Eagle 4-Door Tilt Cab, Formed Aluminum Body, Tandem Axle, 100' Steel, Rear Mount, Telescoping Ladder Platform 1000 lb	\$798,430.00
AA07	American LaFrance Eagle 4_door Tilt Cab, Formed Aluminum Body, Tandem Axle, 100' Mid-Mount, Telescoping Ladder Platform 1000lb	\$890,384.00
AA08	American LaFrance Eagle 4-Door Tilt Cab, Formed Aluminum Body, Single Axle, 100' Tractor-Drawn Mid-Mount, Telescoping Ladder 500lb	\$858,246.00
<b>B. Wildland Fire Apparatus (Brush Fire)</b>		
AB01	Ford F-450 XL 4x4, 2-Dr, 141" WB, Brush Truck, 300 Gallon Tank, HPXB200-B18 200 gpm pump	\$78,728.00

#### H-GAC CONTACTS

- Palmer Jackie  
(P): 713-993-2466  
(F): 713-993-4548  
[jackie.palmer@h-gac.com](mailto:jackie.palmer@h-gac.com)

#### VENDOR CONTACTS

- AAA Firepro Inc  
Glen Ray Williams  
(P): 575-762-2594  
(F): 575-762-1464  
[Click here for Email](#)
- Absolute Fire Protection Co. Inc.  
Michael J. Pizio  
(P): 908-757-3600  
(F): 908-757-3616  
[Click here for Email](#)
- Advantech Service and Parts, LLC  
Scott Carlisle  
(P): 740-922-2727  
(F): 740-922-9337  
[Click here for Email](#)
- allAmerican Fire Equipment, Inc.  
Jeffrey T. Vossler  
(P): 740-333-6801  
(F): 740-333-6803  
[Click here for Email](#)
- Allegiant Emergency Services, Inc.  
Mark Brenneman  
(P): 866-602-5199  
(F): 866-602-5199  
[Click here for Email](#)
- AllStar Fire Equipment Inc.  
Gabe Savegh  
(P): 626-652-0900  
(F): 626-652-0920  
[Click here for Email](#)
- American LaFrance, LLC  
Randy Hummer  
(P): 843-486-7504  
(F): 843-486-7580  
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[Additional Contacts](#)
- Antietam Fire Apparatus, Inc.  
W. Kyd Dieterich  
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(F): 301-797-1412  
[Click here for Email](#)
- Artesia Fire Equipment, Inc.  
Marshall Davis  
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(F): 575-748-1128  
[Click here for Email](#)
- Atlantic Emergency Solutions, Inc.  
Joseph Pack  
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(F): 703-257-2572  
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- Banner Fire Equipment, Inc.  
Michael J. Benker  
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(F): 618-251-6020  
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- Blake Fulenwider CDJ  
Kevin Monsey  
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(F): 325-893-1012  
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- Blanchat Mfg  
Greg Blanchat  
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