

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

DEPARTMENT: Fire Department

AGENDA DATE: 11/29/2011

CONTACT PERSON NAME AND PHONE NUMBER: Terry K. Kebschull, Logistics Chief, (915)771-1076
Bruce D. Collins, Purchasing Manager, (915)541-4308

DISTRICT(S) AFFECTED: ALL

SUBJECT:

Request that the Purchasing Manager for Financial Services, Purchasing Division, be authorized to issue purchase orders to Hall-Mark Fire Apparatus, LLC, Daco Fire Equipment, Inc., and Siddons-Martin Emergency Group LLC under the Houston Galveston Area Council Cooperative (HGAC) contract FS12-09 for the emergency vehicles/apparatus noted below in the total estimated amount of \$3,805,118.16.

- A) Three (3) Pumpers apparatus to Hall-Mark Fire Apparatus, LLC; 601 Martin Duke Road, Van Alstyne, Texas 75495; Award value: \$1,287,260.16
- B) One (1) 78 foot Quint apparatus to Daco Fire Equipment, Inc.; 201 AVE. R LUBBOCK, TX 79408; Award value: \$638,548.00
- C) Two (2) Pumpers and One (1) 105 foot Quint to Siddons-Martin Emergency Group LLC; 14233 Interdrive West, Houston, Texas 77032; Award value: \$1,879,310.00

BACKGROUND / DISCUSSION:

The Fire Department has reviewed HGAC quotes from three vendors and recommends awarding the following quoted emergency vehicles. For Hall-Mark Fire Apparatus, LLC, the Fire Department recommends awarding E-One Pumpers #136424 (\$409,578.88), #136452 (\$440,490.88), and #136202 (\$437,190.40) as quoted minus the self contained breathing apparatus (SCBA) submitted in each quote. The prices reflect the total amount less the \$29,866 SCBA cost per truck. For Daco Fire Equipment, Inc., the Fire Department recommends awarding Rosenbauer Quint #7296 (\$638,548.00) as quoted. For Siddons-Martin Emergency Group LLC, the Fire Department recommends awarding Pierce Pumpers #24482 (\$474,516.00), #24490 (\$474,638.00) and Pierce Quint #25179 (\$930,156.00) as quoted minus the SCBA submitted in each quote. The prices for the Pierce apparatus reflect the total amount less the \$24,265 SCBA cost per vehicle. The above items are not available locally.

SELECTION SUMMARY:

This cooperative contract was competitively bid and awarded from HGAC Contract# FS12-09.

PRIOR COUNCIL ACTION:

Yes. June 14, 2011, Item 8. Mayor and City Council approved the purchase of Quint 31 using HGAC. The El Paso Fire Department conducted a competitive bid process in January of 2011 for Quint 31 and ultimately chose to buy off of HGAC due to the fact that the HGAC quotes came in lower than the formal bid.

AMOUNT AND SOURCE OF FUNDING:

Department: Fire Department
Amount: \$3,805,118.16
Funds Available: General Fund
Funds Source: General Fund

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

**COUNCIL PROJECT FORM
(COOPERATIVE CONTRACT)**

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **NOVEMBER 29, 2011**.

Discussion and action on the request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to Hall-Mark Fire Apparatus LLC, Daco Fire Equipment, Inc., and Siddons-Martin Emergency Group LLC, contractors under Houston Galveston Area Council Cooperative (HGAC) Contract # FS12-09, for emergency vehicles/apparatus. The City has made the determination that purchasing from this cooperative offers the most cost-effective pricing.

The cost is only an estimated minimum value. The actual cost may be higher or lower than the estimated minimum value, so long as increased funds are appropriated in the budget.

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 Department
Award to: Vendor 1:	Hall-Mark Fire Apparatus LLC Van Alstyne, Texas
Estimated Award:	\$1,241,366.16 (3 Units)
Award to: Vendor 2:	Daco Fire Equipment, Inc. Lubbock, Texas
Estimated Award:	\$638,548.00 (1 Unit)
Award to: Vendor 3:	Siddons-Martin Emergency Group LLC Houston, Texas
Estimated Award:	\$1,879,310.00
Total Estimated Award:	\$3,759,224.16 (7 Units)
Account No.:	General Fund
Funding Source:	General Fund
District(s):	All
Reference No.:	2012-075

This is a Cooperative, unit price contract.

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



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

FROM: Otto Drozd, Fire Chief, 915-485-5605

DATE: November 15, 2011

RE: Purchase of Emergency Vehicles from Houston Galveston Area Council Cooperative (HGAC)

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

The purchase of these emergency vehicles will be used to replace front line apparatus that approximately 12-17 years old. These older vehicles will then be used to replace department reserve apparatus that is currently 18-23 years old.

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, there are no local manufacturers of this kind of item.

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

The only vendor that the City has not had experience with is Hall-Mark Fire Apparatus. However, they are established as a cooperative bid holder for HGAC. The El Paso Fire Department has had positive experience with the remaining vendors.

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. Furthermore, price quotes were solicited from four different vendors under HGAC to determine best value using this purchasing program.

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.

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