

Meeting Date
May 3, 2016



AGENDA	
Section	Consent
Item No.	II C 3

AGENDA REPORT
BREVARD COUNTY BOARD OF COUNTY COMMISSIONERS

SUBJECT:	Approval of Purchase of Two (2) Replacement Fire Engines
DEPT/OFFICE:	Fire Rescue/Central Services

Requested Action:

Request the Board approve the purchase of two (2) replacement fire engines from the Sutphen Corporation; an approved vendor selected through a competitive bidding process completed by the Florida Sheriffs Association, Florida Fire Chiefs Association, and Florida Association of Counties (Florida Sheriffs Bid # FSA16-VEF12.0, specification 19) **and authorize prepayment with 30 days of contract approval.**

Summary Explanation & Background:

Fire Rescue Staff recommends utilization of the Florida Sheriffs Association, Florida Fire Chiefs Association, and the Florida Association of Counties bid to purchase the engines from the Sutphen Corporation through their authorized Florida dealer South Florida Emergency Vehicles. Contracts available through the Florida Sheriffs Association have been competitively solicited and publicly awarded utilizing the best public procurement practices, processes and procedures. The quote for two (2) engines is in the amount of \$919,744.59 and is attached. **Actual delivery of these engines will be approximately 7- 9 months after approval of the contract. Fire Rescue recommends that the Commission authorize prepayment within 30 days of contract approval in order to realize a prepayment discount of \$14,754.24. This would reduce the total cost of the two engines to \$904,990.35.** This capital purchase is approved in the FY 15/16 budget.

The Department utilizes an Apparatus Replacement Plan based on Industry and National Fire Protection Association (NFPA) Standards. Engines should be able to remain in front-line service for a minimum of 10-12 years, based on mechanical condition, parts availability, mileage and other factors. The NFPA sets the maximum front-line service at 15 years. After removal from front-line service, these engines are then placed into a reserve status for use for a maximum service life of 25 years. This purchase will allow the Department to take two 2002 model American LaFrance engines out of front-line service and place them into a reserve status.

To define and evaluate the best solution for the engine equipment and selection of a new vendor, the Department utilized an Apparatus Evaluation Committee comprised of Staff, Field personnel, and Fire Rescue Fleet mechanics to review the various manufacturers available on the Sheriff's Bid Award. Apparatus from four (4) manufacturers were first inspected at the Fire Rescue East Conference in Daytona Beach, followed by a site visit to a fifth manufacturer's production facility in Ocala. A short list of three (3) was developed and representatives from each manufacturer met with the Committee to develop a comparable "build" of the two engines. With an emphasis on quality of workmanship, warranty service, and use of non-proprietary parts, the Committee ultimately recommended that the Department purchase these engines from the Sutphen Corporation. A copy of the Committee's recommendation is attached for your review. The engines to be sent to surplus are the two oldest in the current reserve fleet and were selected due to their overall poor condition and reliability.

Clerk to the Board Instructions:

Exhibits Attached: Sutphen Price Proposal, Florida Sheriffs Bid Award Memo, Fire Rescue Capital Outlay Summary, Apparatus Committee Recommendation memo to Chief Schollmeyer.

Contract /Agreement (If attached):	Reviewed by County Attorney	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>	PR	<input type="checkbox"/>
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County Manager	Frank Abbate, Assistant County Manager	Department Director / Extension
Stockton Whitten	Assistant County Manager	Mark Schollmeyer, Fire Chief/Director Teresa Camarata, Central Services Director



Tammy Rowe, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

Telephone: (321) 637-2001
Fax: (321) 264-6972
Tammy.Rowe@brevardclerk.us

May 4, 2016

MEMORANDUM

TO: Chief Mark Schollmeyer, Fire Rescue Director


RE: Item II.C.3., Purchase of Two Replacement Fire Engines

The Board of County Commissioners, in regular session on May 3, 2016, approved the purchase of two replacement fire engines from Sutphen Corporation, an approved vendor selected through a competitive bidding process completed by the Florida Sheriffs Fire Chiefs Association, Florida Fire Chiefs Association, and Florida Association of Counties (Florida Sheriffs Bid #FSA16-VEF12.0, specification 19); and authorized the prepayment within 30 days of contract approval.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

 Tammy Rowe, Deputy Clerk

/ds

cc: Central Services Director
Finance
Budget

SUTPHEN CORPORATION

6450 Eiterman Road

Dublin, OH 43016

PROPOSAL

April 8, 2016

Brevard County Fire Rescue
1040 South Florida Avenue
Rockledge, FL 32955

FOR YOUR REVIEW:

We hereby propose and agree to furnish the following two (2) firefighting apparatus upon your acceptance of this proposal:

One (1) 2016 Sutphen Custom Pumper- G7 Body	
Contract FSA16-VEF 12.0 Level II Custom Pumper.....	\$ 445,768.64
Modifications, Options and listed equipment.....	\$ 15,095.31
Total	\$ 460,863.95

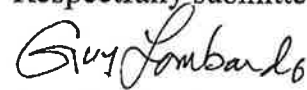
One (1) 2016 Sutphen Custom Pumper- S2 Body	
Contract FSA16-VEF 12.0 Level II Custom Pumper.....	\$ 445,768.64
Modifications, Options and listed equipment.....	\$ 13,112.00
Total	\$ 458,880.64

Total Price \$ **919,744.59**

Apparatus will be manufactured completely in accordance to the included proposal documents and delivered approximately **7-9 months** after approval of contract, subject to delays from all causes beyond our control. Unless accepted within **90 days** from this date, the right is reserved to withdraw this proposal.

*** A prepayment discount of **\$14,754.24** can be taken if payment in full is received within the first 30 days following contract acceptance.

Respectfully submitted by:



Guy Lombardo
Sales Representative



Protecting, Leading & Uniting...since 1893

FLORIDA SHERIFFS ASSOCIATION

2617 Mahan Drive, Tallahassee, Florida 32308
P.O. Box 12519 - Tallahassee, Florida 32317-2519

p: (850) 877-2165
f: (850) 878-8665
www.flsheriffs.org  

March 31, 2016

NOTICE OF AWARD

of

CONTRACT NUMBER FSA16-VEF12.0

Florida Sheriffs Association

announces the award of the contract for
FIRE RESCUE VEHICLES & OTHER EQUIPMENT
Effective: **April 1, 2016 – March 31, 2017**

The Florida Sheriffs Association is pleased to announce the successful results of the 13th competitive bid for Fire Rescue Vehicles & Other Equipment. This year's bid added one new specification and commodity to help meet the needs of the end-users. Awarded Vendors have complied with the Invitation to Bid and the contract bid process and have, after review, met the specifications within the contract. Terms and Conditions can be found by visiting [FSA Fire Bid Contract Terms and Conditions](#).

Competitive bidding is designed to benefit the public body of the State of Florida and is administered to accomplish its purposes with sole reference to the public interest. This bid is extended and guaranteed to any and all units of local government/political subdivision, including but not limited to county, local county boards of public instruction, municipalities and other local public or public safety agencies or authorities.

Out of state purchases may be made under the Contract Terms and Conditions by governmental entities located outside of the State of Florida. (Terms and Conditions Sec 1.09)

All agencies, regardless of location, are bound by their local governing purchasing ordinances, rules and regulations and shall apply these to purchases made under this contract. Awarded Vendors are governed by their manufacturer agreements.

A copy of the Contract Award Document can be viewed by visiting the [FSA Fire Rescue/EMS Bid Award](#) page. Note: An official listing of all add/delete options and their process should be obtained from the awarded vendor.

**FIRE RESCUE DEPARTMENT
CAPITAL OUTLAY SUMMARY**

DESCRIPTION	QUANTITY	UNIT COST	FUNDING SOURCE	TOTAL COST
FIRE OPERATIONS				
Hurst Power Units	2	\$8,200	Fire Assessment	\$16,400
Cutters JL 500	2	\$5,500	Fire Assessment	\$11,000
Thermal Imaging Cameras	2	\$11,000	Fire Assessment	\$22,000
<u>Tanker Pumper</u>	2	\$531,000	Fire Assessment	\$1,062,000
Field vehicle -DC	1	\$50,000	Fire Assessment	\$50,000
SCBA Air Compressor	1	\$40,000	Fire Assessment	\$40,000
800 MHZ Mobile Radios	30	\$5,000	Fire Assessment	\$150,000
Burn Building boxes	2	\$50,000	Fire Assessment	\$100,000
800 VHF Radios	10	\$2,500	MSTU	\$25,000
800 MHZ Mobile Radios	15	\$5,000	MSTU	\$75,000
Decontamination Shelter	1	\$12,500	MSTU	\$12,500
Cargo Trailer	2	\$9,750	MSTU	\$19,500
Thermal Imaging Cameras	3	\$11,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$33,000
Madrel tube bender	1	\$8,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$8,000
Tire Balancer	1	\$13,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$13,000
Tire changer	1	\$13,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$13,000
Network Assesable Storge	1	\$9,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$9,000
Ice Machine	3	\$1,800	General Fund/ Fire Assessment/ MSTU/User Fees	\$5,400
Treadmills	2	\$4,500	General Fund/ Fire Assessment/ MSTU/User Fees	\$9,000
Generator	1	\$63,000	General Fund/ Fire Assessment/ MSTU/User Fees	\$63,000
Internal Distribution for Support- EMS				(\$62,556)
Internal Distribution for Support- DISP				(\$4,647)
TOTAL FOR FIRE OPERATIONS:				\$1,669,597

¹ Expenditures for equipment with a value in excess of \$1,000 and an expected life of more than one year (e.g. automobiles and furniture). Justifications are available in the Budget Office.

Awarded Vendors include the following Dealers/ Manufacturers:

Ambulance Dealer

Demers Ambulance USA
Quality Emergency Vehicles (QEV)
Quality Emergency Vehicles (QEV)
ETR, LLC
Hall-Mark, RTC
Hall-Mark, RTC
Hall-Mark, RTC
Hall-Mark, RTC
Ten-8
Ten-8
Ten-8

Ambulance Manufacturer

Demers Ambulance USA
Demers Ambulance USA
Life Line Ambulance
American Emergency Vehicles (AEV)
Horton Emergency Vehicles
McCoy Miller
Road Rescue
Wheeled Coach
Braun Industries
Medix Specialty Vehicles
Osage Industries

Fire Apparatus Dealer

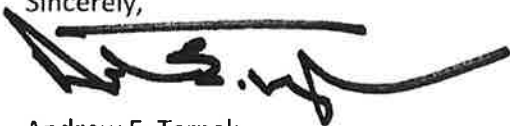
Florida Apparatus Sales Headquarters
Hall-Mark, RTC
Hall-Mark, RTC
HME, Inc.
KME
Rosenbauer
South Florida Emergency Vehicles
Spartan Emergency Response
Tactical Fire
Ten-8

Fire Apparatus Manufacturer

Smeal Fire Apparatus
E-One
Hall-Mark, RTC
HME, Inc.
KME
Rosenbauer
Sutphen
Spartan Motors, Inc.
Toyne, Inc.
Pierce Manufacturing

Thank you to the Awarded Vendors for their responsiveness to this competitive process. Questions may be directed to undersigned or e-mail fleet@flsheriffs.org.

Sincerely,



Andrew E. Terpak,
Business Operations Manager





Brevard County Fire Rescue



Timothy J. Mills Fire Rescue Center
1040 S. Florida Avenue
Rockledge, Florida 32955

Phone – (321) 633-2056
Fax – (321) 633-2057

TO: Mark Schollmeyer, Fire Chief 
FROM: Fred Jodts, Division Chief 
Support Services
DATE: April 18, 2016
SUBJECT: Apparatus Committee Recommendation re: Engine Purchase

I am pleased to inform you that the Apparatus Selection Committee has successfully completed its review of the various fire apparatus manufacturers available under the Florida Sheriff's Master Award list and recommends that the Department proceed with the purchase of two (2) pumpers from the Sutphen Corporation and its local dealer South Florida Emergency Vehicles.

Background

In order to determine which manufacturer the Department should select for the two (2) pumpers approved in the FY 15/16 budget, a selection committee was formed comprised of both field and Fleet personnel. The members of that committee include the following:

- Fred Jodts, Division Chief – Support Services
- Pat Voltaire, District Chief
- Ryan Sumlin, Captain/Interim Fleet Services Manager
- Scott Eddleman, Lieutenant
- Matt Luisi, Lieutenant
- Karl Troili, Lead Mechanic
- Tom Hare, Mechanic

Since our direction was to use from the Florida Sheriff's Master Award Bid List, the Committee initially selected the following manufacturers for consideration:

- E-One
- KME
- Pierce
- Rosenbauer
- Sutphen

In order to develop a short list for pricing, the Committee reviewed the Build Sheets for the Specification 18 Level I and Specification 19 Level II Custom Pumpers on the Sheriff's Bid Award. Members also traveled to Fire Rescue East Conference in Daytona Beach to speak with representatives from the above manufacturers, as well as a site visit to the E-One Plant in Ocala. In addition, representatives from the Florida Pierce and KME dealerships brought units here for closer inspection. Due to our current difficulties with securing proprietary parts, emphasis was placed on manufacturers who overwhelmingly use non-proprietary parts and who would be willing to designate our Fleet Services as a warranty center. A short list was developed, which consisted of KME and

Sutphen. Since the Department had a five-year contract with Pierce and has purchased a number of apparatus from them, it was decided to include them in the short list as well.

Committee members met with the sales representatives for each of these three manufacturers and created a tentative build sheet for both pumpers. The Committee made every effort to "build the same truck" with each manufacturer so that we could fairly evaluate their proposals. While differences exist, the Committee felt that the specifications were as close to the same as possible. Based on those meetings, the three dealerships provided initial cost estimates* as follows:

	Sutphen	KME	Pierce
Engine 65	\$460,864	\$491,731	\$459,195
Engine TBD	\$458,880	\$488,125	\$436,083
Pre-Payment Discount	-\$14,754	-\$35,928	-\$36,837
Other discount	\$0	\$0	\$10,000
Total	\$904,990	\$943,928	\$868,441

*Prices are based on the current Sheriff's Bid Award, which expired 03/30/16.

The Committee placed considerable emphasis on overall quality of workmanship, warranty service, and non-proprietary parts. Ultimately, the Committee ranked Sutphen first, KME second, and Pierce third. Each of the manufacturers produce a quality product and each had features that the Committee felt would provide added value to the Department. However, while Pierce was able to provide a lower price, our current difficulties with acquiring proprietary parts from them, specifically lead time and cost, lead the Committee to select Sutphen. In addition, Sutphen is willing to designate our Fleet as a Certified Warranty Center, allowing us to perform certain warranty repairs and then bill Sutphen for the work. Pierce has not provided us with that option. KME also uses non-proprietary parts and was willing to designate our Fleet as a Certified Warranty Center, but their price pushed them to a second place ranking.

Your consideration of our recommendation is appreciated in advance.

FJ/fj

cc: Dennis Neterer, Deputy Chief
Scott Gold, Assistant Chief
Committee Members