

**AGENDA ITEM EXECUTIVE SUMMARY**

Agenda Item number: 5a

Title:	Recommendation to approve the purchase of a Pierce Velocity 100-foot Aerial Ladder Truck for the Fire Department
Presenter:	Fire Chief Scott Swanson

Meeting: Government Operations Committee

Date: January 4, 2021

Proposed Cost: \$ 1,301,277

Budgeted Amount: \$ 1,251,118

Not Budgeted: **Executive Summary** *(if not budgeted please explain):*

A recommendation to purchase the ladder truck apparatus budgeted for replacement this fiscal year, but delayed due to the circumstances and events of 2020, including the COVID-19 situation. This ladder truck apparatus is a long-term investment in public safety for St. Charles. Once received, this apparatus will serve the community for the next twenty-four years, half this time in frontline service and the remainder in reserve capacity.

The current reserve ladder truck, a 1997 Seagrave aerial ladder truck, will be declared surplus and sold upon the arrival of the new apparatus. The proceeds from this sale, along with the funds from the sale of a previous apparatus and the rescue squad currently being offered for sale will more than cover the difference between the budgeted amount and the current purchase price amount. This will also allow the City to receive the benefit from the savings listed below.

The City is part of the Houston Galveston Purchasing Cooperative (HGAC Buy) and the Fire Department desires to use this organization to complete the purchase utilizing their bidding agreement with Macqueen Emergency for a Pierce Velocity 100-foot Aerial Ladder Truck. The item is brought before committee at this time in order to avoid a 3.5% price increase in February, saving the City an additional \$45,500.

Additional savings are being realized by utilization of the HGAC Buy (\$25,000), Pierce discount (\$20,000), and prepay discount (\$41,106). With approval, the order will be placed before the end of January, the delivery of the construction of the apparatus will take approximately 12 months. This is a budgeted expense.

Attachments *(please list):*

Bid document from Macqueen Emergency

Recommendation/Suggested Action *(briefly explain):* Recommend approval of the purchase of a Pierce Velocity 100 foot Aerial Ladder Truck for the Fire Department.



PERFORM. LIKE NO OTHER.

MINNESOTA ILLINOIS INDIANA MISSOURI NEBRASKA NORTH DAKOTA SOUTH DAKOTA

EM-102

December 14, 2020

Fire Chief Scott Swanson
City of St. Charles Fire Department
112 N. Riverside Ave.
St. Charles, IL 60174

Subject: **Proposal for one (1) Pierce Velocity 100' HAL
Proposal / Bid #1023**

Dear Fire Chief Swanson,

With regard to the above subject, please find attached our completed proposal.

Pricing, is as follows, including 100% prepay option.

Pricing Summary:

Sale Price – \$1,387,383.00
 (\$20,000.00) – Discount provided by Pierce
 \$1,367,383.00
 (\$25,000.00) – Amount saved using HGAC-Buy Program*
 \$1,342,383.00
 (\$41,106.00) – Prepayment Discount**
\$1,301,277.00 (Includes all discounts plus Performance Bond
**Houston-Galveston Area Council (HGAC) Consortium Pricing.*

Terms and Conditions:

Taxes – Not Applicable
 Freight – F.O.B. – Appleton, WI / Shipping to St. Charles, IL
 Terms – Net due prior to vehicle(s) release at the Pierce Manufacturing Plant (Appleton, WI). **Net due at Contract signing for **Prepay discount** to be applicable.
 Delivery – 12 - 14 months from receipt and acceptance of contract.



PERFORM. LIKE NO OTHER.

MINNESOTA ILLINOIS INDIANA MISSOURI NEBRASKA NORTH DAKOTA SOUTH DAKOTA

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or international conflicts, or other causes beyond our control not preventing, could alter the delivery schedule.

The specifications herein contained, shall form a part of the final contract, and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

This proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications.

The attached proposal is valid for thirty (30) days.

We trust the above and the enclosed to be full and complete at this time; however, should you have any questions or require additional information, please do not hesitate to contact me at 630-303-8776 or john.kenna@macqueengroup.com.

We wish to thank the City of St. Charles Fire Department for the opportunity to submit our proposal.

Respectfully,

John Kenna

John Kenna
Apparatus Sales
MacQueen Equipment LLC
DBA MacQueen Emergency Group