



**FOLSOM**  
ESTABLISHED 1849

## Folsom City Council Staff Report

<b>MEETING DATE:</b>	12/12/2023
<b>AGENDA SECTION:</b>	Consent Calendar
<b>SUBJECT:</b>	Resolution No. 11135 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with 911 Vehicle for Full Emergency Response Equipment and Emergency Lighting Installation for Four Fire Department Dodge Ram Pickup Trucks
<b>FROM:</b>	Fire Department

### **RECOMMENDATION / CITY COUNCIL ACTION**

The Fire Department recommends that the City Council move and adopt Resolution No. 11135 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with 911 Vehicle for Full Emergency Response Equipment and Emergency Lighting Installation for Four Fire Department Dodge Ram Pickup Trucks

### **BACKGROUND / ISSUE**

The Fire Department currently utilizes seven various staff vehicles that range from 15-20 years old and have extensively high mileage. The current staff vehicle fleet is unreliable and requires replacement. Rising maintenance expenses to the staff vehicle fleet are outpacing replacement costs.

The Fire Department staff vehicle replacement purchase is for four Dodge Ram pickup trucks which will be utilized by the Fire Department for emergency responses and non-emergency duties including logistical support, training, equipment movement, and state-wide overhead resource needs. This purchase has been approved in the FY 2023-24 Fire Department Budget and Resolution No. 11125. The pickup trucks will replace four current staff vehicles ranging from 15-20 years old, all with more than 100,000 miles.

Staff is recommending that the City enter into a purchase agreement with 911 Vehicle of Anaheim, CA to install emergency lighting and equipment for four Dodge Ram staff trucks at a total cost of **\$465,305.13** and with a tentative delivery date of July 2024.

## **POLICY / RULE**

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$70,952 or greater shall be awarded by the City Council.

Section 2.36.140, Sole Source procurement of the Folsom Municipal Code states prior to submitting a purchase request, the requesting department shall conduct a survey of available sources to determine whether there is only 1 source for the required supply, equipment, service or construction item. After review of this request by the purchasing agent and the finance director and approved by the city manager, a contract shall be awarded without competition. The purchasing agent, or his/her designee, shall conduct negotiations, as appropriate, as to price, delivery and terms. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk. (Ord. 723 § 3 (part), 1991)

## **ANALYSIS**

The Fire Department currently uses staff vehicles that all range in age from 15-20 years old with considerable high mileage. The current staff vehicle fleet is becoming less reliable as we have extended their expected service life. Rising costs to maintain this aging fleet have escalated each year.

The Fire Department has conducted extensive research and determined that 911 Vehicle is the only vendor that can provide the City of Folsom with the specific equipment, installation, and capabilities required for Fire Department staff vehicles. Employing 911 Vehicle affords the Fire Department emergency vehicle fleet consistency and reliability. Other vendors have not elected to provide quotes or bids on the detailed scope required by the Fire Department. There are also no other vendors available that can or will build the radio suite required for our incident management process.

911 Vehicle has previously installed emergency response equipment and lighting packages for four Fire Department staff vehicles. Using 911 Vehicle to upfit our Dodge Ram pickup trucks will provide a reliable and consistent end-product matching our previous vehicles. There are several California municipalities who have used 911 Vehicle, including the Cities of Los Angeles, Anaheim, Culver, Rancho Cucamonga, Ventura, Long Beach, and El Dorado Hills Fire District.

This purchase would represent the installation of emergency equipment and lighting on four Dodge Ram chassis which will replace four of the oldest vehicles in the staff vehicle inventory. These trucks will be regular Dodge trucks, each equipped with unique equipment to fit the Fire Department's need. The trucks will be utilized to serve the department in emergency, administrative, and logistical functions.

**FINANCIAL IMPACT**

The contract with 911 Vehicle to install emergency lighting and equipment for four Dodge Ram staff trucks is \$443,147.74 with a 5% contingency (22,157.39) for a total amount not to exceed \$465,305.13.

Emergency Equipment and Lighting Installation for four (4) Dodge Ram pickup trucks	\$411,274.00
<i>Sales Tax @ 7.75%</i>	\$31,873.74
<b>Total Purchase</b>	<b>\$443,147.74</b>
<i>5% Contingency</i>	\$22,157.39
<b>Total Amount not to exceed</b>	<b>\$465,305.13</b>

The approved Fiscal Year 2023-24 Fire Department Budget in the General Fund (Fund 010) includes funds for the upfit of the Dodge Ram pickup trucks and the necessary standard equipment. This payment will tentatively be made during Fiscal Year 2023-24 upon delivery of the four vehicles.

**ENVIRONMENTAL REVIEW**

This report concerns administrative activities that do not constitute a “project” as defined by section 15378 of the California Environmental Quality Act (CEQA) Guidelines and is otherwise exempt pursuant to sections 15061(b)(3) and 15378(b)(2).

**ATTACHMENTS**

1. Resolution No. 11135 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with 911 Vehicle for Full Emergency Response Equipment and Emergency Lighting for Four Fire Department Dodge Ram Pickup Trucks
2. Waiver of Bid Notification – Memo for 911 Vehicle

Submitted,

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Ken Cusano, FIRE CHIEF

Attachment 1

**RESOLUTION NO. 11135**

**A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A PURCHASE AGREEMENT WITH 911 VEHICLE FOR FULL EMERGENCY RESPONSE EQUIPMENT AND EMERGENCY LIGHTING INSTALLATION FOR FOUR FIRE DEPARTMENT DODGE RAM PICKUP TRUCKS**

**WHEREAS**, the Fire Department staff has completed extensive research and validated the need to install emergency response equipment and lighting to four Dodge Ram staff trucks; and

**WHEREAS**, replacement staff vehicles were approved in the Fiscal Year 2023-24 Fire Department Budget and Resolution No. 11125; and

**WHEREAS**, staff reviewed and recommended using 911 Vehicle for the installation of emergency response equipment and lighting to four Dodge Ram staff trucks to ensure purchase of the best product at the best price; and

**WHEREAS**, the purchase for the installation of emergency response equipment and lighting of four staff trucks is \$443,147.74 and a 5% contingency in the amount of \$22,157.39 for a total amount of \$465,305.13; and

**WHEREAS**, sufficient funds are budgeted and available in the Fiscal Year 2023-24 Fire Department Budget in the General Fund (010); and

**NOW, THEREFORE, BE IT RESOLVED** that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement with 911 Vehicle, in a form acceptable to the City Attorney, for the installation of emergency response equipment and lighting of four Dodge Ram staff vehicles, in the total amount not to exceed \$465,305.13.

**PASSED AND ADOPTED** this 12th day of December 2023, by the following roll-call vote:

**AYES:** Councilmember(s):  
**NOES:** Councilmember(s):  
**ABSENT:** Councilmember(s):  
**ABSTAIN:** Councilmember(s):

\_\_\_\_\_  
Rosario Rodriguez, MAYOR

ATTEST:

\_\_\_\_\_  
Christa Freemantle, CITY CLERK

## Attachment 2

# Memo



CITY OF  
FOLSOM

To: Christa Freemantle, City Clerk

From: Ken Cusano, Fire Chief

Date: November 13, 2023

Subject: **Waiver of Bid – 911 Vehicle**

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This shall serve as a “Waiver of Bid Notification” for Sole Source procurement for the installation of vehicle emergency response equipment and lighting contract, as required by Section 2.36.140 of the Folsom Municipal Code.

*Section 2.36.140, Sole Source procurement of the Folsom Municipal Code states prior to submitting a purchase request, the requesting department shall conduct a survey of available sources to determine whether there is only 1 source for the required supply, equipment, service or construction item. After review of this request by the purchasing agent and the finance director and approved by the city manager, a contract shall be awarded without competition. The purchasing agent, or his/her designee, shall conduct negotiations, as appropriate, as to price, delivery and terms. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk. (Ord. 723 § 3 (part), 1991)*

The Fire Department has previously utilized 911 Vehicle for installation purposes with four staff vehicles and have been extremely satisfied with the end product. 911 Vehicle has proven to be a reliable company that can deliver in a timely manner. Additionally, 911 Vehicle has many proprietary products that the Fire Department applies in emergency response vehicles. Employing 911 Vehicle affords the Fire Department emergency vehicle fleet consistency and reliability.

Other vendors have not elected to provide quotes or bids on the detailed scope required by the Fire Department. There are also no additional vendors available that can or will build the radio suite required for our incident management procedural process.

The Fire Department is requesting approval for sole source procurement through 911 Vehicle for the installation of vehicle emergency response equipment and lighting for four Dodge Ram trucks. The Fire Department hereby requests this waiver of bid be approved to remain in effect through the completion of the contract.

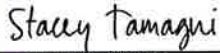
The Fire Department has funds budgeted for Fiscal Year 2023-24 for the installation of emergency response equipment and lighting for four Dodge Ram trucks.



Ken Cusano, Fire Chief

11/13/2023  
Date

DocuSigned by:



Stacey Tamagni, Finance Director

11/27/2023  
Date

DocuSigned by:



Elaine Andersen, City Manager

11/27/2023  
Date

cc: City Clerk, Original  
City Manager