



## City of Ketchum

April 19, 2020

Mayor Bradshaw and City Councilors  
City of Ketchum  
Ketchum, Idaho

Mayor Bradshaw and City Councilors:

### **Recommendation to enter into a contract with HME Inc. to purchase a Fire Engine**

#### Recommendation and Summary

Staff is recommending the council authorize the purchase of a Type 3 fire Fire Engine by adopting the following motion:

**"I move to authorize the Mayor to sign the Sales Agreement with HME to purchase a Fire engine for the amount of \$306,875 to be paid from the Fire Station and Equipment Bond."**

The reasons for the recommendation are as follows:

- Ketchum faces a regular and growing risk of wildfires.
- Upon termination of the former agreement with Ketchum Rural Fire District, all wildland fire equipment was retained by the district.
- Currently the City has almost no wildland firefighting equipment.
- The engine will also improve the fire department's ability to respond to other fires and emergencies

#### Introduction and History

For many years, the Ketchum Fire Department fought wildland fires with brush trucks and tools that were purchased largely using rural fire district funds. When Ketchum Rural Fire District terminated the agreement with the city, they took that equipment. Currently the fire department has PPE for firefighters, but almost no tools or equipment. In the event of a wildland fire threatening Ketchum, the current level of preparedness allows about 5 firefighters out of 50 to engage the fire. The fire department has one structure fire engine, one ladder truck, and no wildland fire engines.

Idaho has a history of major fires. In 1910, the biggest fire in the country in recorded history burned 3 million acres and killed 86 people. In the past 20 years, Ketchum has been faced with two fires that had the potential to level the city. Already this season, we have had a fire that took all of the available resources in the county along with the few resources available from our federal neighbors.

The Big Wood Valley, like much of the western US, is in a severe drought. This is part of a trend toward "mega-drought" conditions that have increased the risk to cities like Ketchum over the past few decades. In the 1970's the country averaged 400 structures lost to wildfires each year. Since 2010, the average has been in excess of 8,000 structures lost each year. Climate change, development into areas called the Wildland-Urban Interface (WUI) and decades of mismanagement of rangelands and forests have caused this massive shift.

Ketchum is a classic WUI community. Surrounded on all sides by vegetation, with steep topography that allows rapid growth of fires and a history of allowing flammable homes create a major risk.

This fire season has already started in the valley. Last season, we reached a point where ALL fire resources in the area were depleted by other fires. This year we are coming off a second season of exceptionally low snowfall. Last year, the entire country ran out of fire engines by early August – and homes were still being consumed in December. Relying on outside assistance is no longer an effective strategy.

Without dedicated wildland fire engines, our ability to deal with even small fires is dangerously hampered. Structure engines are designed to fight fire in a static location, while connected to a fire hydrant. They carry almost no wildland fire tools or hose. Realistically, the current capability is the ability to protect one structure, or suppress a fire of ¼ acre. There is assistance from neighboring fire departments, IF they are not also threatened, or on other calls.

A type 3 engine is an engine designed to fight both structure fires and wildland fires. These engines are designed for the WUI and often called WUI engines. Our current structure engine carries 300' of wildland hose lay. The type 3 can carry 2000'. Type 3 engines are 4-wheel drive and have the ability to pump-and-roll. They can attack fire as they drive which is essential for range fires. They also carry basic structure fire gear. In smaller rural areas, they often serve as the only engine, covering all types of calls.



HME, Inc. has had the contract to build these fire engines for Cal Fire for many years. This engine is the workhorse of California's wildland firefighting program. Hundreds of these engines have been used over the years, and the design has been molded to provide highly effective fire engines at a very modest cost. The fire engines follow Henry Ford's concept – You can get any color you want, as long as it's red and looks exactly like the photo. There are no frills or options available.

By purchasing the engine on the H-GAC Cooperative Contract, the engine can be purchased for a \$35,887 discount. All comparable fire engines not on contract are priced between \$54,000 and \$140,000 more. Also, by purchasing a stock engine, we can place the fire engine in service this season rather than waiting the 12 to 18 months for a custom order fire engine.

#### Sustainability

There is no sustainability impact arising from this action, other than the ability to mitigate some impacts of climate change driven fires.

#### Financial Impact

The cost of purchasing the equipment is \$306,875. It would come from the fire station and equipment bond. The project is coming in sufficiently under budget to allow this purchase without risk. Considerable efforts have been made to keep the fire station costs within budget. Allowances and contingencies for winter delays, snow removal have been lightly used. Value engineering options have also been implemented to prevent cost overruns.



## SALES AGREEMENT

This Sales Agreement (the "Agreement") made by and between **HME, Incorporated** (Company) and

City of Ketchum Fire Department

(Legal Name of Buyer)

480 East Aveune N

(Address)

Ketchum

(City)

Idaho

(State/Province)

83340

(Zip/Postal Code)

**1. ACCEPTANCE:** The "Company" agrees to sell and the "Buyer" agrees to purchase the apparatus and equipment (collectively the "Vehicle") described in the HME, Incorporated specifications hereto attached and made part of this Agreement, in accordance with the terms and conditions herein and the attached documents referenced herein (collectively, the "Agreement"). Demo Unit: 23,333

**2. DELIVERY:** Except as otherwise specified in this Agreement and provided that the Buyer has paid the purchase price, the Vehicle shall be ready for delivery within 50 Days after the date this Agreement is signed and executed by an officer of Company at the Company's Corporate Headquarters in Wyoming, Michigan.

If inability to obtain exclusive or brand name materials causes completion or delivery problems, the Company shall advise the Buyer of said problem. The Company resolves to examine alternative sources of said material. Material substitutions shall be mutually agreed upon by the Buyer and the Company. No substitutions shall be made without the execution of a written change order by the Buyer.

**3. SPECIFICATIONS:** The Company agrees that all material and workmanship in and about this Vehicle shall comply with the hereto attached HME, Incorporated specifications dated April 13, 2021.

**4. WARRANTY:** The Company shall provide the warranty as specified in the attached HME, Incorporated specifications.

**5. PRICE:** The Buyer shall pay, as a purchase price for the Vehicle, the sum of Three Hundred Six Thousand, Eight Hundred Seventy Five US Dollars and zero Cents (\$306,875.00). All prices are less any applicable local, state, or federal taxes which may be applied to the sale of the Vehicle. NOTE: Payment shall be made only to: **HME, Incorporated, 1950 Byron Center Avenue, Wyoming, Michigan 49519,** attention: Accounts Receivable.



**6. TERMS OF PAYMENT:** Payment of the purchase price shall be paid, in full, at the time of plant pick-up or availability for delivery, whichever is earlier.

a) No payment of any amount shall be made payable to a sales representative without written approval from the Company.

b) It is agreed that the Vehicle covered by this Agreement shall remain the property of the Company and not be placed in service until the purchase price is paid by the Buyer.

IN WITNESS WHEREOF, the Buyer and the Company have caused this Agreement to be executed by their duly authorized representatives this 13 day of April, 2021.

**COMPANY**

**HME, Incorporated**  
**1950 Byron Center Avenue**  
**Wyoming, Michigan 49519**  
**616-534-1463 Phone**  
**616-534-1967 Fax**

**BY:** \_\_\_\_\_  
**NAME:** \_\_\_\_\_  
**TITLE:** \_\_\_\_\_  
**DATE:** \_\_\_\_\_

**BUYER**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**BY:** \_\_\_\_\_  
**NAME:** \_\_\_\_\_  
**TITLE:** \_\_\_\_\_  
**DATE:** \_\_\_\_\_

**BUYERS WITNESS**

**WITNESSED:** \_\_\_\_\_  
**NAME:** \_\_\_\_\_  
**TITLE:** \_\_\_\_\_  
**DATE:** \_\_\_\_\_







## West Valley

City of Ketchum Fire Dept.

April 13, 2021

# Proposal

Ken Garff West Valley Chrysler, Jeep, Dodge, Ram hereby proposes to furnish you, subject to your acceptance of this proposal and the proper signing and execution of the attached contract or purchase order, by the parties thereto, the vehicle and equipment herein described and for the following prices listed below. In the event the uses his own purchase order or its own contract pages in lieu of signing the attached contract, it shall be understood by all parties that all terms and conditions of the attached contract and addendum(s) shall take precedence over any and all other documents.

2020 HME Ahrens Fox Model 34 D Type 3

FOB Ketchum ID

\$306,875.00 EA

50 Days from PO

Please see attached specifications

All Vehicles and equipment shall be supplied in accordance with the attached specifications with the same specifications becoming a part of the contract. Delivery shall be made within the time specified below after receipt and acceptance by Ken Garff West Valley of the properly signed and executed contract and addendum(s). The delivery time indicated is based on the best delivery knowledge available at this time. Delivery shall be contingent upon delays or failure to deliver from our suppliers, delays caused by, or resulting from labor problems, chassis shortages, strikes, fire, flood, accidents or other acts of God, or any other circumstances which are beyond the control of this corporation.

TERMS OF PAYMENT: All Vehicles shall be paid NET UPON DELIVERY. (NO EXCEPTION)

All prices or quotations are subject to change or withdrawal unless accepted within 90 days from the date herein set forth.

BY:

A handwritten signature in black ink that reads 'Wes Robinson'.

Wes Robinson  
Ken Garff West Valley CJDR  
Government Sales  
801-297-7415  
wesr@kengarff.com