



Board of Commissioners Meeting Agenda Item Submittal

Item To Be Considered: **Acquisition of Replacement Fire Apparatus**

Board Meeting Date: **February 27, 2024**

Prepared By: **Jacob Randall – Fire Chief**

Overview: On February 13, 2024, a request to acquire two replacement fire apparatus was presented and tabled for further information gathering. A more in-depth presentation of the apparatus needs request was presented at a special meeting on February 19, 2024. The apparatus acquisition would replace the 2001 E-One International Engine and the 2003 E-One Typhoon Aerial.

Background Attachment(s):

1. Expanded Overview
2. KME – Truck Drawings
3. Resolution 2024-R3 (KME Engine & Tractor Drawn Aerial)
4. Resolution 2024-R4 (KME Engine & Mid-Mount Aerial)

Recommended Action: Motion to approve Resolution 2024-R3 (Engine & Tractor Drawn Aerial – Tiller) **OR** Resolution 2024-R4 (Engine & Mid-Mount Aerial), outlining the commitment and intent of the Town of Swansboro and the Town of Swansboro Fire Department purchasing apparatus, a KME – Engine and Aerial, through Safe Industries with an overall project budget for acquiring the apparatus and all associated equipment of \$3,400,600, not to exceed \$3,500,000.

Action: _____

Expanded Overview: During the FY 23-24 Budget Workshop on May 17, 2023, the need to replace two pieces of apparatus was presented. The need arises from the age of the apparatus, NFPA-recommended replacement standards, and manufacturer delivery projections. While presenting the needs, direction was given to seek design specifications and pricing, ultimately returning for final approval.

The apparatus recommended for replacement are Engine 17 – a 2001 Commercial Cab pump, and Truck 17 – a 2003 E-One Typhoon Aerial. While still operational and maintained, they have exceeded the NFPA recommendation for a 15-year service life for primary apparatus. Engine 17 will have exceeded the reserve service life limit of 25 years upon the delivery of the replacement. Improvement to apparatus safety components has driven the push for frequent replacement to maintain the highest protection standard for our responders.

A small committee of department members, Career, Volunteer, and Part-Time, was tasked with identifying our district's characteristics and current challenges. After evaluating this, the functionality and needs of the apparatus were drafted to ensure the functionality is effective and will remain effective as our organization continues to develop.

The research led to numerous apparatus dealers providing drawings, capabilities, examples, and other agency specifications to help meet our organization's needs. Our committee worked from June until November to complete these tasks. On November 17, 2023, the Request for Proposals (RFP) was announced for the Engine Company, and the Truck Company RFP was posted on December 4, 2023, with a January 19th Deadline.

We received three proposal bids for the Engine Company and five for aerial devices, as the request was for two types of aerials. Three companies provided specifications, drawings, and price estimations; a fourth declined to participate, citing they did not understand or have the capabilities to meet our needs. Below are the Apparatus Committee's findings and a recommendation for your approval.

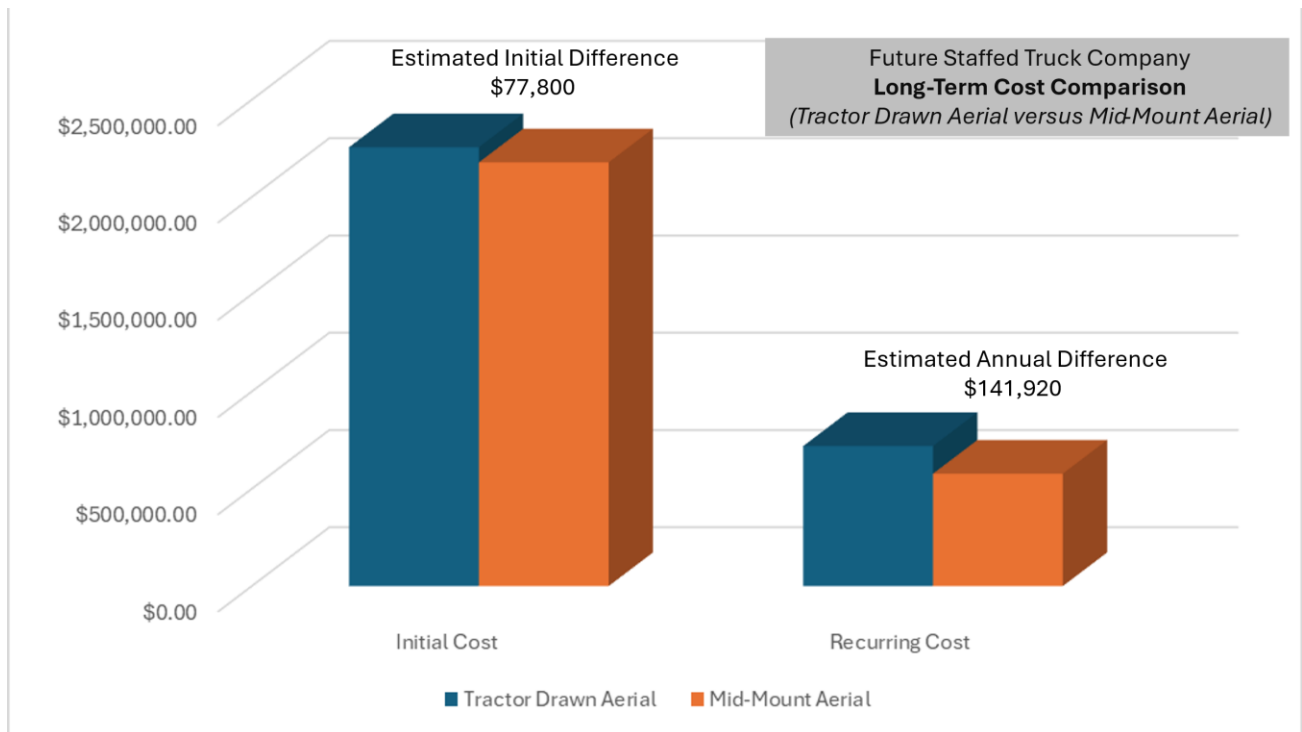
Based on the evaluation, the most responsible bidder is Safe Industries, which provides the apparatus most fitting to our proposal and needs. Others would require alterations to the specifications based on certain manufacturer limitations.

Safe Industries requires no money down if presented with a letter of intent. Allowing us to seek alternative revenue sources, draw interest in our CIP funds, or continue to contribute to the fund until the day of delivery. Purchasing both simultaneously from the same apparatus dealer also offers initial cost savings, but those savings would be applied during the next steps of the process.

We also requested two aerial designs for presentation purposes. The Tractor-Drawn Aerial, more commonly referred to as a Tiller, allows for maximum accessibility to the entire district with a significant increase in space for equipment. The functionality would allow our apparatus to access all portions of downtown without potential impacts for response guidelines or reduction in parking spaces to allow for an adequate turning radius. In the long term, this apparatus requires a minimum of four personnel to operate safely and efficiently. The Mid-Mount aerial does not have the favorable turning radius or as much space but can be operated with three personnel.

With the potential for staffing grants, we are hopeful that by the anticipated 3-year delivery timeframe, our staff matrix will accommodate the Tractor Drawn Aerial. While the purchase price is separated by roughly \$55,000, we are presenting the long-term cost differences for fully staffing the apparatus, routine maintenance, and required training. While the bulk increase is incurred by the increase in staffing cost to ensure four (4) personnel are assigned to the Tiller, it would allow for one

additional “on-duty” personnel per day for the Personnel Credit of an ISO inspection. Speaking with numerous other departments that have both a Tiller and Mid-Mount, the recurring maintenance cost of the mid-mount is increased due to annual tire replacements on the rear tires, which drag with weight while turning. Likewise, the mid-mount is equipped with hydraulic lifting and leveling mechanisms that would require increased “emergency repair cost” should one fail.



ENGINE 17 Replacement					
<u>Dealer</u>	<u>Manufacturer</u>	<u>Pricing</u>	<u>Time for Delivery</u>	<u>RFP Modifications</u>	<u>Ranking</u>
Safe Industries	KME	\$1,047,700	750 Days	6 (90 Points)	1
Atlantic Emergency Solutions	Pierce, Mfg.	\$1,049,382	1,140 Days	24 (60 Points)	2
Fire Connections	E-One	\$883,448	750 Days (March 2026)	44 (50 Points)	3

Truck 17 Replacement

<u>Dealer</u>	<u>Manufacturer</u>	<u>Type</u>	<u>Pricing</u>	<u>Time for Delivery</u>	<u>RFP Modifications</u>	<u>Ranking</u>
Safe Industries	KME	Tractor Drawn Aerial	\$2,227,900	37 Months	9 (90 Points)	1
Atlantic Emergency Solutions	Pierce, Mfg.	Tractor Drawn Aerial	\$2,177,409	37 Months	23 (60 Points)	2
Fire Connections	E-One	Tractor Drawn Aerial	Did Not Submit	Did Not Submit	Did Not Submit	3
Safe Industries	KME	Mid-Mount Aerial	\$2,172,100	37 Months	8 (90 Points)	1
Atlantic Emergency Solutions	Pierce, Mfg.	Mid-Mount Aerial	\$2,065,612	37 Months	27 (60 Points)	2
Fire Connections	E-One	Mid-Mount Aerial	\$1,818,280	31-33 Months	44 (50 Points)	3