



Board of Commissioners Meeting Agenda Item Submittal

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

Board Meeting Date: **February 13, 2024**

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

Overview: On November 17, 2023, a Request for Proposals (RFP) was announced for replacement of Engine 17 – a 2001 Commercial Cab pump, and Truck 17 – a 2004 E-One Typhoon Aerial. The RFPS were posted on December 4, 2023, with a January 19th deadline. We received three proposal bids for the Engine Company and five for aerial devices.

Background Attachment(s):

1. Expanded Overview
2. Q09390-1 GAD.pdf (Drawing) – Engine 17 {KME}
3. Q09409-0 GAD.pdf (Drawing) – Truck 17 {KME} – Tractor-Drawn Aerial
4. Q09517-0 GAD.pdf (Drawing) – Truck 17 {KME} – Mid-Mount Aerial
5. Resolution 2024-R2 and R3

Recommended Action: Motion to approved Resolution 2024-R2 and R3, 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 projected apparatus and equipment budget of \$3,400,600, not to exceed \$3,500,000.

Action: _____

Expanded Overview:

Through evaluation of our current assets, based on National Fire Protection Association (NFPA) standards, manufacturer turnaround, and continuously increasing cost, the Town of Swansboro Fire Department identified the need to initiate the replacement process for two pieces of fire apparatus.

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 2004 E-One Typhoon Aerial. While still operational and maintained, they have exceeded the NFPA 1901 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.

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 does not require any money down as long as we have 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. The letter of intent, recommended tonight for your consideration and approval, would also prevent any effect from the manufacturer cost increases if signed by February 19th. 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 grant proposal presented at the last meeting, we are hopeful that by the anticipated 3-year delivery timeframe, our staffing will accommodate the Tractor Drawn Aerial. However, we were presenting to you the options. The cost difference on the purchase is an estimated \$55,000.

ENGINE 17 Replacement					
Dealer	Manufacturer	Pricing	Time for Delivery	RFP Modifications	Ranking
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						
Dealer	Manufacturer	Type	Pricing	Time for Delivery	RFP Modifications	Ranking
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