

SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



FROM: Purchasing & Fleet Services

SUBMITTAL DATE: January 30, 2003

SUBJECT: PURCHASE OF MULTI-FUNCTIONAL FIRE TRUCKS WITH CONVENTIONAL DRIVE

RECOMMENDED MOTION: That the Board of Supervisors:

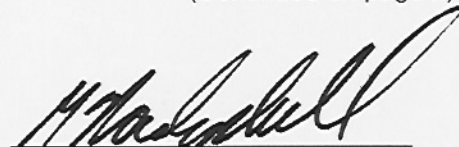
1. Approve the purchase of 20 new multi-functional fire trucks at \$299,122 each, inclusive of all sales taxes, delivery costs and chassis flooring credits for a total price of \$5,982,440;
2. Award the bid to Smeal Fire Apparatus Company as the lowest priced, responsible bidder in response to a formal Request for Quotation;
3. Authorize the Purchasing Agent to execute the attached purchase order on the behalf of the Riverside County Fire Department;
4. Authorize the Purchasing Agent to award options for the purchase of future units contingent on adequate appropriations budgeted by the Fire Department; and,
5. That the Board approve and direct the Auditor-Controller to make the budget adjustments listed in Schedule A, attached.

BACKGROUND: Purchasing issued a formal Request for Quotation (RFQ) on November 5, 2002, for the purchase of 20 multi-functional fire trucks to support the operations of the Riverside County Fire Department (RCFD). This RFQ specified an innovative design for a multi-function, conventional drive type of fire truck combining the best features and functions from three different truck types. RCFD's objective in consolidating the best functional qualities of different, specialized fire trucks in a single design is better utilization of resources and personnel that provides quicker response to fires otherwise requiring specialized fire trucks frequently located in other parts of the County, therefore increasing response times.

(Continued on page 2)



 TOM H. TISDALE
 Riverside County Fire Chief



 Robert J. Howdyshell, Director
 Purchasing and Fleet Services

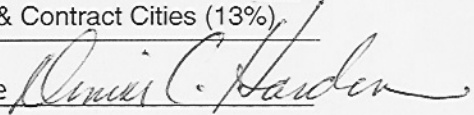
**REQUIRES
4/5th's VOTE**

FINANCIAL DATA:


CURRENT YEAR COST	\$5,982,440	ANNUAL COST:	\$0
NET COUNTY COST	\$4,324,196	IN CURRENT YEAR BUDGET:	YES
		BUDGET ADJUSTMENT FY: 2003	YES

SOURCE OF FUNDS: NCC (72%), Departmental (5%), Mitigation Fees (10%) & Contract Cities (13%).

C.E.O. RECOMMENDATION: APPROVE.

County Executive Office Signature 

FISCAL PROCEDURES APPROVED
ROBERT E. BYRD, Auditor-Controller

BY  Deputy
1/30/03

FORM APPROVED
COUNTY COUNSEL

JAN 30 2003

Policy
 Policy

Consent
 Consent

Department Recommendation:
Per Executive Office:

3.29

BACKGROUND (Continued)

This innovative design concept takes into consideration the frequently rugged, off-road terrain RCFD fire crews encounter, as well as the often extreme weather conditions and very long travel distances endured by both trucks and crews. In the experience of RCFD, standard urban fire truck designs do not cope adequately with the extreme conditions common in this County. The specified design will allow RCFD to deploy more rugged equipment throughout greater areas of the County, thus improving response times, reducing maintenance, extending equipment longevity, and enhancing firefighter safety and performance.

Purchasing sent the RFQ to 23 known vendors and dealers of fire apparatus, and openly advertised it via the Internet. Purchasing subsequently received four bids ranging in price from \$299,122 to \$337,980 per unit. Purchasing performed an extensive bid evaluation, comparing each bid submitted against the specifications in the RFQ. The Evaluation Team determined Ferrara Fire Apparatus and Emergency Vehicle Solutions were non-responsive to the specifications, and therefore eliminated them from further consideration, while Smeal Fire Apparatus and KME Fire Apparatus were found responsive to the bid specifications, as reflected in the ranking shown in Table 1, attached.

Price comparison of the bids submitted by Smeal and KME for the initial 20 trucks specified found Smeal the apparent low bidder with a bid price of \$5,982,440. However, adjusting Smeal's price by five percent (5%) to \$6,281,562 to assess the Local Area Preference claimed by KME Fire Apparatus results in KME having the lower bid of \$6,247,257. Please refer to Table 2, attached.

The cost of awarding to KME based on the Local Area Preference would result in an additional cost of \$264,817 above actual base bid price from Smeal Fire, roughly the cost of one new fire truck. Given the anticipated purchase by RCFD of 18 additional fire trucks over the next three years, this cost for Local Area Preference could be an additional difference of \$238,335, for a total amount of \$503,152, or roughly the cost of nearly two new fire trucks.

The Evaluation Team further analyzed the pricing concerning potential additional unit costs and future unit costs. The terms and conditions of the RFQ required bidders to provide pricing information for future vehicle purchases for a three-year period, as well as for quantities exceeding the base amount. While the Smeal Fire Apparatus bid provided the information requested, allowing for fixed pricing for both additional units purchased and future cost of units up through the end of 2005, the KME Fire Apparatus bid provided pricing for additional units only through the end of 2003. KME's unit price for any additional trucks ordered above the 20 specified increases immediately, whereas Smeal's quoted unit price is good for any additional trucks above the 20 specified ordered through July 2003. Due to the lack of a long-term pricing quotation in KME's bid package, Purchasing determined KME Fire Apparatus is non-responsive on this point of the bid terms and conditions.

The bid specifications also requested pricing for the option of a Hydraulic Rescue Tool System in the bid. Smeal Fire Apparatus quoted a price of \$8,111 and KME quoted a price of \$9,300, a difference of \$1,189 each, and if added to all units ordered, represents an additional cost difference of \$23,780.

Delivery time of units is also important to asset assignment and operations of the Fire Department, and the terms of the RFQ requested specific information in this regard. Smeal Fire Apparatus quoted a delivery time for completed vehicles to the County of 8 months, while analysis of the KME bid indicates a probable delivery time of 10 months, a difference of 2 months. Smeal Fire also provided a detailed delivery schedule in their bid, while KME stated the intent to negotiate subsequent delivery of units after award.

Purchasing recommends waiving the Local Area Preference in favor of actual cost savings to the County, and awarding this bid to Smeal Fire Apparatus as the qualified vendor most responsive to both the specifications and the terms and conditions outlined in the RFQ, and as the lowest qualified bidder with both the immediate and long-term price quotations taken as a whole.

**RIVERSIDE COUNTY FIRE DEPARTMENT EQUIPMENT SPECIFICATIONS
MULTI-FUNCTIONAL FIRE ENGINE CONVENTIONAL DRIVE
SCORING WORKSHEET**

RANK	VENDOR	Bidder's Price (with Tax & Discounts)	Bidder's Price Adjusted for Local Area Preference	VALIDATED EXCEPTIONS SCORE	VALIDATED TOTAL SCORE
1	Smeal Fire Apparatus	\$ 5,982,440	\$ 6,281,562	100%	99.9%
2	KME Fire Apparatus	6,247,257	6,247,257	100%	98.8%
3	Ferrara Fire Equipment	6,336,677	6,653,510	92%	98.2%
4	Emergency Vehice Solutions	6,759,600	6,759,600	87%	91.0%

*Final calculated bid price is that price with local area preference and all discounts applied

RFQ FPARC00000001
 MULTI-FUNCTIONAL FIRE ENGINE CONVENTIONAL DRIVE
 BID PRICE ABSTRACT

Item	Qty	Smeal Fire	KME Fire	Ferrara Fire	E-One Fire
Delivery Time		8 months, 1st unit	10 months, 1st unit	Not Stated	60 days after receipt of chassis
Payment Terms		Net 30	Net 30	Net 30	Advance Payment
Local Area Preference claim		None	Yes	None	Yes
Multi-Function Fire Engine Base Unit Cos	1	\$ 281,097	\$ 292,295	\$ 297,572	\$ 313,671
Sales Tax @ 7.75%		21,785	22,653	23,062	24,309
Base Unit Cost w/Tax =		302,882	314,948	320,634	337,980
LESS Flooring Discount		3,760	2,585	3,800	2,466
LESS Fast Payment Discount		-	-	-	-
Unit Cost w/Discounts =		299,122	312,363	316,834	335,514
Total Cost Bid =	20	5,982,440	6,247,257	6,336,677	6,710,271
PLUS 5% Local Area Preference Adjustment		299,122	-	316,834	-
Adjusted Total Cost =		\$ 6,281,562	\$ 6,247,257	\$ 6,653,510	\$ 6,710,271
Cost of Local Area Preference		\$ 264,817			
Base Unit Cost Bid for Additional Units (Excluding tax and discounts)				No futures given	No futures given
+ First Four (4) - Thru 12/31/03		\$ -	\$ 297,334		
+ Five (5) or More - Thru 12/31/03		-	293,550		
+ Any Quantity - Thru 6/30/03		281,097			
+ Any Quantity - 7/1/03 thru 12/31/03		288,124			
+ Any Quantity - 1/1/04 thru 12/31/04		295,152			
+ Any Quantity - 1/1/05 thru 12/31/05		302,179			

CONTRACT

FIRE PROTECTION

County Fire
 Perris FS 1
 210 W San Jacinto Ave
 Perris CA 92570
 USA

Vendor ID: 0000010917
 Smeal Fire Apparatus Co
 P O Box 8
 Synder NE 68664
 USA

Contract ID			Page
FPARC-07057-001-004-12/03			1
Contract Dates	Currency	Rate Type	Rate Date
01/28/2003 to 12/31/2003	USD	CRRNT	PO Date
Description:		Contract Maximum	
MULTI-PURPOSE FIRE ENGINES		6,000,000.00	

Tax Exempt? N

Line #	Vendor Item ID	Item Desc	Minimum Order		Maximum Contract	
			Qty	Amt	Qty	Amt
1		TRUCKS, FIRE PROTECTION AND CRASH RESCUE	1	0.00	0	6,000,000.00

Pricing Agreement:	Pricing Date:	PO Date
	Pricing Quantity:	Line Quantity
	Quantity Type:	Current Order Quantity

This is for the purchase of multi-purpose fire engines for the Riverside County Fire Dept in accordance with the provisions of Riverside County Request for Quotation No. FPARC00000001. The bid submitted by Smeal Fire Apparatus in response to this RFQ and the terms of the RFQ (including the specifications) are hereby incorporated by reference and made a part of this contract in full force and effect.

Robert J. Howdysshell, Director
 Purchasing and Fleet Services

Date

Final = The price is final after adjustments
 Hard = Apply adjustments regardless of other adjustments
 Skip = Skip adjustments if any other adjustments have been applied

Purchase of Multi-functional Fire Trucks

Schedule A

Increase Appropriations:

10000-2700200000-546340	Vehicles-Fire Trucks	\$429,682
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Decrease Appropriations:

10000-2700200000-525440	Professional Services	149,682
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Increase Estimated Revenues:

10000-2700200000-779040	Fire Suppression Recovery of Cost	280,000
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Increase Appropriations:

30300-2700100000-546340	Vehicles – Fire Trucks	\$598,244
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Increase Estimated Revenues:

30300-2700100000-779000	Fire Department Mitigation Project	598,244
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