



17-0397 - Fire Apparatus Purchase Report

FIRE APPARATUS PURCHASE

Legistar | Deputy Chief | September 26, 2017

Needs Assessment

Crossville Fire Rescue management, along with the City Manager, reviewed the options for the approved fire apparatus purchase for FY 17-18 and developed a plan that we feel will greatly enhance fire protection for our community for years to come. Currently, our fleet is aging and you approved the replacement of the twenty-four year old 1993 Lavergne Fire Pumper (Engine 23 pictured below) with a projected \$850,000 apparatus to be decided on by Staff and Management. Engine 23 serves as the reserve fire engine for the department and is used to supplement the fleet when vehicles are down for maintenance.



(Engine 23)

During the assessment phase, it became apparent that our current Ladder Truck is a twenty-three year old 1994 KME 75 foot apparatus (Ladder 1 pictured below) and is projected for replacement in the very near future. The current ladder has been very beneficial for our community during its lifespan, but is now aging to the point that mechanical issues are becoming common. In addition, the 75 foot reach of the current ladder has been surpassed by several of our buildings in the community, especially Cumberland Medical Center. A longer ladder reach will be needed to fully serve the critical buildings in our jurisdiction. We identified a 107 foot aerial in the best option for our community.



(Ladder 1)

Proposed Solution

The Chief and City Manager convened a team of fire department officers to research the needs assessment and propose a solution that would best fit the needs of the City of Crossville. Staff met and collectively identified the need to replace the 1993 pumper with a new Rescue Pumper with enhanced capabilities that will better serve our needs. This will allow decommissioning and sale of the 1993 Lavergne Pumper and the current 1998 KME Rescue Engine (Engine 17 pictured below) to be removed from the frontline fleet and placed into reserve engine status. We feel that this will greatly extend the usable life expectancy of the fire apparatus making it very valuable for the next 10 years. This apparatus can also be utilized in future expansion to staff a new station.



(Engine 17)

A restructuring of current apparatus will enhance coverage for the city. The 2006 KME Rescue Pumper (Engine 18 pictured below) will be relocated to Fire Station #2 and become the primary Rescue Engine for District 2.



(Engine 18)

The new Rescue Engine will be placed into service at Station 1 and become the primary Rescue Engine for District 1. Specifications for the new apparatus have been completed and will include a 1500 GPM pump, 1000 gallon water tank capacity, enhanced foam system, and the ability to pump and roll. The Rescue Engine will be fully equipped with the “jaws of life” extrication tools and all equipment needed for vehicle rescue. The enhanced foam system will be valuable for any response involving flammable liquids and especially valuable for an airport emergency. The apparatus will have the ability to spray foam/water from the deck gun by remote control from the cab while moving. This will be especially valuable in the event of an aircraft crash with fire.



**Picture is an example only. Colors and exact specifications subject to Crossville Specs*

In addition to the purchase of the Rescue Pumper, the management team recommends the purchase of a new 107 foot aerial truck to replace the 1994 KME Aerial (Ladder 1). This will allow Ladder 1 to be removed from frontline service and placed into reserve status. Having a reserve ladder truck can benefit the City of Crossville in several areas. First, the reserve ladder will maintain adequate ladder coverage when the primary truck is down for maintenance, testing, or we are assisting with mutual aid situations. Second, the reserve ladder will gain valuable points toward lowering our Insurance Services Organization rating in the future. Lastly, the reserve ladder can be utilized in future expansion to provide increased ladder coverage for the city.

The new Ladder truck will be placed into frontline service for the city and be housed at Fire Station #2. We have specifications for a Pierce 107 foot Ladder truck with a 1500 gpm pump and a 500 gallon water tank with standard foam system.

This apparatus will greatly enhance our abilities to serve critical infrastructure such as Cumberland Medical Center and several of our industries.



**Picture is an example only. Colors and exact specifications subject to Crossville Specs*

HGACBuy Consortium

We recommend that the City of Crossville enter into the HGACBuy Consortium for the purchase of the apparatus. The consortium grants a collective bidding process that allows municipalities and government entities to award contracts off the Texas Interlocal Cooperation Act. The following information explains the program requirements.

USING THE PROGRAM

Types of Participating End Users:

- Municipalities, Cities, Counties and State Agencies
- Councils of Government

- Schools, School Districts, Colleges, Universities
- Hospitals and Hospital Districts
- Emergency Medical Services and Services Districts
- Volunteer Fire Departments and Rural Fire Prevention Districts
- Special Law Enforcement Jurisdictions
- Judicial Courts & Districts
- Emergency Communications Districts
- Utility Districts (MUDs, WCIDs, Irrigation, etc.)
- Special Districts
- Authorities (Airport, Port, River, Water, Toll Road, etc.)
- State Agencies
- Not-for-Profit Corporations [501(c)(3)] providing government functions and services. (Special requirements apply: See Program Info/Executing an Interlocal Contract with HGACBuy)

The Texas Interlocal Cooperation Act

Most States in the United States have either Interlocal Cooperation or Joint Powers authority to allow local governments in those states to join and participate in programs like HGACBuy.

In 1971, the Texas Legislature passed the Interlocal Cooperation Act [Texas Government Code, Title 7, Chapter 791] to promote activities among local governments across Texas. Any local government or non-profit providing government services may contract or agree with one or more local governments under the terms of this Act to conduct purchasing and other administrative functions. The following excerpt from the Act states that... "The Interlocal Cooperation Act's purpose is to improve the efficiency and effectiveness of local governments by authorizing the fullest possible range of inter-governmental contracting authority at the local level including contracts between all political subdivisions of the state and agencies of the state.

Legal Authority

Governmental entities join HGACBuy by execution of an Interlocal Contract (ILC) which can be found on the HGACBuy website under Program Info.

By executing the ILC, the End User represents and warrants to H-GAC that (1) it is eligible to contract with H-GAC under the Act because it is one of the following: a qualifying non-profit corporation, county, municipality, special district, or other political subdivision of the State of

Texas, or another state, and (2) it possesses adequate legal authority to enter into this Contract.

Scope of H-GAC's Professional Services

When participating in HGACBuy, members make their purchase orders out to, and directly pay, the HGACBuy contractor. However, H-GAC does act as the designated purchasing agent on behalf of participating End Users by performing specific services including, but not limited to:

- Conducting research and surveys
- Developing specifications for each product/service
- Soliciting vendor participation
- Issuing specifications documents
- Conducting pre-bid/pre-proposal conferences
- Opening bid/proposal responses
- Evaluating responses
- Issuing Vendor Contracts awarded by the H-GAC Board of Directors
- Certifying contract validity
- Contracts Administration

Interlocal Contract Renewals

Provisions of the Interlocal Cooperation Act provide for annual renewal of Interlocal Contracts. The contract document issued by HGACBuy contains a provision for automatic annual renewal. Unless an updated contract document is requested, or statutory change occurs, the initial enactment could remain in effect in perpetuity. A permanent identification number is assigned to each End User contract.

Purchasing Statutes Applied to H-GAC Competitive Bid Process

Products offered through HGACBuy have been subjected to either the competitive bid or competitive proposal format based on Texas statutes for Councils of Governments under the Local Government Code Chapter 252. The 76th Legislature, Regular Session, added language that stipulates Councils of Governments shall specifically use "municipal bidding statutes". As administrator, H-GAC's rules of governance apply. In evaluating bid and proposal responses, HGACBuy takes into account any prospective contractor's ability to meet performance requirements. Factors considered include number and location of sales/service facilities, depth of staff, qualifications of technical support personnel, and business continuity. Contractors are

expected to service all End Users participating in the Program wherever possible, practical, and not contrary to franchise or dealership agreements.

H-GAC Board of Directors Awards All Contracts

The Board of Directors composed of 35 elected officials awards all H-GAC cooperative purchasing contracts. As a political subdivision of the State of Texas, Board agenda are publicly posted in advance of public meetings. Board meetings are customarily held on the third Tuesday of each month in H-GAC Conference Room A, Second floor, 3555 Timmons Lane, Houston. The Houston-Galveston Area Council is one of Texas' 24 regional councils of governments.

Steps To Placing Purchase Orders Through HGACBuy

Step 1: (first time only)

Execute the "Interlocal Contract" (ILC) found on the HGACBuy website under [Program Info](#), and return to H-GAC. H-GAC will sign two copies and return one to the End User for their records. The ILC may be faxed to 713-993-4548 for expedited processing.

Step 2:

Obtain specific [product details](#) from the HGACBuy website, www.HGACBuy.org. Then, contact the contractor's nearest representative for additional assistance and a definitive price quotation. Contractor information can be found at the bottom of each contracts web page under Products Available.

Step 3:

Prepare and submit your purchase order directly to the relevant HGACBuy contractor, after completing consultation with the contractor's representative. A copy of the order along with a copy of the contractor's written quotation shall be faxed or mailed to HGACBuy at FAX: 713-993-4548. Orders should include specific details regarding the purchase (i.e., name of the End User's contact person, shipping/delivery instructions, and installation details, if any). HGACBuy contractors will then invoice End User for all purchases, and End User will pay the contractor directly following delivery and acceptance.

NOTE: Performance Bond

HGACBuy's contractual requirements no longer include a Performance Bond, and bid pricing should reflect this cost saving. However, Contractor must be prepared to offer a Performance Bond to cover any specific order, if so requested by End User. Contractor shall quote a price to End User for provision of any requested Performance Bond. If Performance Bond is requested by End User for a particular order, Contractor agrees to furnish the Performance Bond within ten (10) days of receipt of End User's purchase order.

HGACBuy Order Confirmation

When the copy of a purchase order and contractor's written quotation are received by HGACBuy (see Step 3 above), an Order Confirmation is prepared and sent to the Member and the Contractor - authorizing the Contractor to proceed with the order.

Remitting End User Payments For Products and Services Rendered

The prompt payment requirements for products and services rendered through cooperative purchasing states that "...upon delivery of the goods and services purchased, and presentation by HGACBuy contractor of a properly documented invoice, the End User shall promptly, and in any case within thirty (30) days, pay the HGACBuy contractor the full amount of the invoice.

All contracts between HGACBuy and its contractors require prompt payment upon delivery of products/services to an End User.

Ownership Passes Directly From Contractors to End Users

HGACBuy does not at any time take title to any product. Contractors assign ownership directly to End Users.

Reimbursement of HGACBuy's Operational Costs

The HGACBuy program is solely funded through the assessment of an administrative fee paid by the contractor on each order.

End Users Invited to Attend Pre-Bid Conferences

HGACBuy schedules publicly announced pre-bid/pre-proposal specification conferences with manufacturers, distributors, representatives, and dealers for the various product categories offered. These conferences, held throughout each year, are widely attended by the various industry groups represented in the Program. End Users are invited to attend these conferences also. See a listing of scheduled pre-bid conferences on the HGACBuy website under Bid Notices.

3-Way Partnership At Work

The three-way partnership between HGACBuy, Program End Users, and Contractors is a very important relationship that provides vital links to ensure effective cooperative results. Clear, concise communication is essential to making the partnership effective and successful. The contact path includes all three parties: HGACBuy, End User, and Contractor.

H-GAC's Role: HGACBuy's role is to conduct product research and surveys, write technical

specifications, conduct pre-bid conferences, open bids, and evaluate responses. After contracts are awarded by the H-GAC Board, HGACBuy certifies contract validity, and administers contracts.

The End User's Role: End Users are expected to consult with Contractors' representatives for the purpose of determining the exact requirements needed to serve constituents. End Users work with Contractor's representatives to detail and complete all documentation required when submitting purchase orders.

The Contractor's Role: HGACBuy relies upon its Contractors to quickly respond to End User inquiries that provide detailed product information and pricing, including priced options for specific products. Contractors' representatives work closely with each End User to meet specific constituent needs.

H-GAC's Bid Notices

The Program's Coordinator for Specifications & Bids directs the bid/proposal cycle for products and services that HGACBuy desires to place under contract on behalf of Members. The near term schedule of procurements is posted on the HGACBuy website under Bid Notices.

Distribution of H-GAC Product Specifications

Product/service specifications and Invitations To Submit Competitive Bids/Proposals are distributed by email to all prospective responders that HGACBuy is aware of. The documents are also posted on the HGACBuy website, and the legally required notices are posted in newspapers, including minority-emphasis publications.

End User Benefits

HGACBuy offers significant benefits to participating End Users whether large, medium, or small size.

- Expedited procurement
- Volume purchasing discounts
- On-duty professional staff assistance
- Research and development of technical specifications
- Contract administration

H-GAC Web Site

Information on products under contract through HGACBuy can be accessed through the web site. The web site contains the following:

- Product categories with base bid prices
- Contractors' representatives with telephone numbers
- H-GAC staff telephone numbers and e-mail addresses
- Listing of Specifications Conferences
- Listing of Bid opening dates for each product category

Contacting HGACBuy

3555 Timmons Ln, Suite 120
Houston, TX 77027

Phone: 800-926-0234

Fax: 713-993-4548

Web: www.HGACBuy.org

Individual staff phone numbers and emails may be found on the HGACBuy website under Program Staff.

AUTHORIZING STATE STATUTES

Tennessee Code Annotated
Title 12 Public Property, Printing and Contracts
Chapter 3 Public Purchases
12-3-1205

(b)(1) Notwithstanding any other law to the contrary, any municipality, county, utility district, or other local government of the state may participate in, sponsor, conduct, or administer a cooperative purchasing agreement for the procurement of any goods, supplies, services, or equipment with one (1) or more other governmental entities outside this state, to the extent the laws of the other state permit the joint exercise of purchasing authority, in accordance with an agreement entered into between or among the participants; provided, such goods, supplies, services, or equipment were procured in a manner that constitutes competitive bidding and were advertised, evaluated, and awarded by a governmental entity and made available for use by other governmental entities.

(3) The powers conferred by this section are in addition and supplemental to the powers conferred by any other law, and any limitations imposed by this section shall not affect powers conferred by any other law.

(4) This subsection (b) shall not apply to:

- (A) Purchases of new or unused motor vehicles, unless the motor vehicles are manufactured for a special purpose as defined in § 12-3-1208; or
- (B) Purchases of construction, engineering or architectural services, or construction materials.

The following Tennessee Communities are members of the program.

End User

City

Tennessee

Appalachia Service Project (TN)	Johnson City
ARCH - Appalachian Regional Coalition on Homelessness (TN)	Johnson City
City of Alcoa (TN)	Alcoa
City of Bolivar (TN)	Bolivar
City of Brentwood (TN)	Brentwood
City of Cleveland (TN)	Cleveland
City of Covington (TN)	Covington
City of Dayton (TN)	Dayton
City of Eagleville (TN)	Eagleville
City of Franklin (TN)	South Franklin
City of Gallatin (TN)	Gallatin
City of Germantown (TN)	Germantown
City of Henderson (TN)	Henderson
City of Kingston (TN)	Kingston
City of Lebanon (TN)	Lebanon
City of Lewisburg (TN)	Lewisburg
City of Loudon (TN)	Loudon
City of Martin (TN)	Martin
City of Milan (TN)	Milan
City of Millington (TN)	Millington

City of Morristown (TN)	Morristown
City of Mt. Juliet (TN)	Mt. Juliet
City of Munford (TN)	Munford
City of Murfreesboro (TN)	Murfreesboro
City of Newport (TN)	Newport
City of Paris (TN)	Paris
City of Pigeon Forge (TN)	Pigeon Forge
City of Portland (TN)	Portland
City of Smithville, TN	Smithville
City of Springfield (TN)	Springfield
City of White House (TN)	White House
Fayette County (TN)	Somerville
Fayette County School Board (TN)	Somerville
Franklin County (TN)	Winchester
Grundy County Board of Education (TN)	Altamont
Hardin County (TN)	Savannah
Hendersonville Utility District (TN)	Hendersonville
Karns Volunteer Fire Department (TN)	Knoxville
Lakeway Area Metropolitan Transportation Planning Organization (TN)	Morristown
Obion County Government (TN)	Union City
Rutherford County Board of Education (TN)	Murfreesboro
Rutherford County Government (TN)	Murfreesboro
Town of Ashland City (TN)	Ashland City
Town of Atoka (TN)	Atoka
Town of Gilt Edge (TN)	Burlison
Town of Signal Mountain (TN)	Signal Mountain
Town of Smyrna (TN)	Smyrna
Walden:s Ridge Emergency service (TN)	Signal Mountain

West Warren-Viola Utility District (TN)	Morrison
White County (TN)	Sparta
Wilson County Board of Education (TN)	Lebanon

Cost Summary

Total Cost for both apparatus and equipment	\$1,964,258,.37
HGAC Discount/Prepay discount	(185,038.83)
Trade-in Value for 1993 Lavergne	(12,000.00)
Total purchase including apparatus and equipment	\$1,767,219.54

- Apparatus costs \$1,605,172.54
- Equipment for both apparatus \$ 162,047.00

Financing Options for 10 year term

First Bank Rates	2.72%	Annual payment \$172,000 (based on 1.5 million)
Tennessee Bond Fund	2.67%	Annual Payment \$173,000 (based on 1.5 million)
Pierce Equipment	2.92%	

