



**Northwest Fire District
Governing Board**
13535 North Marana Main Street
Marana, Arizona

SCHEDULED

MEMORANDUM NO. {{item.tracking_number}}

Date:	July 23, 2024
To:	Governing Board
From:	Raymond Jones, Manager
Division:	Fleet Services
Type of Action:	Formal Action/Motion
Strategic Plan Goals:	Maximize collaboration with outside partners and stakeholders Establish systems to maintain compliance with regulating and certifying authorities
Agenda Item:	Discussion and Possible Action Approving the Purchase of One (1) Rosenbauer Cobra Aerial Platform Apparatus at a Price Not to Exceed \$2,000,000

RECOMMENDATION:

Staff recommends approving the purchase of one (1) Rosenbauer Cobra Aerial Platform Apparatus.

MOTION:

Move to approve the purchase of one (1) Rosenbauer Cobra Aerial Platform Apparatus at a price not to exceed \$2,000,000.

DISCUSSION:

The District is seeking approval to purchase one (1) Cobra Aerial Platform Apparatus. The vendor quoted price is \$1,880,961 including tax. The approved FY24/25 Capital Improvement Program (CIP) includes \$2,000,000 as part of the vehicle/apparatus replacement program. The additional \$119,039 would be available for any change orders that may occur during the build of the aerial related to new safety requirements or equipment features. The approval of additional funds for potential change orders would allow the build of the aerial to continue timely, but any such change orders would still be brought before the Governing Board as consent agenda items for Board Member awareness.

The Rosenbauer proposal is based on the Best and Final offer presented to the Governing Board on October 24, 2023, and the Rosenbauer amendment presented to the Governing Board on June 25, 2024, which agreed to holding pricing. The Best and Final Offer provided by Rosenbauer South Dakota includes a detailed breakdown of the pricing including discounts applied and is based on the Sourcewell Cooperative Contract. This Cobra Aerial Platform is expected to be delivered at the same date as the one approved for purchase by the Governing Board on October 24, 2023. The best and final proposal also

includes a delivery penalty clause of \$100.00 per business day.

Due to the continued inflationary rise in prices, long lead times, and the urgent need to replace aging fleet, it is important the District places this order to start the build as soon as possible.

The addition of this aerial will assist with District growth and strengthen the District's ISO score. Both new aerials will become frontline aerials, and of the District's existing aerials (L331 and L334), one will remain a frontline and one will be in reserve status.

ALTERNATIVES:

No alternatives are recommended given the urgent need for these replacement vehicles coupled with continuing inflationary increases.

Fiscal Impact

FISCAL YEAR: 24/25

BUDGETED Y/N: Yes

AMOUNT REQUESTED: \$2,000,000

FISCAL IMPACT: The Capital Improvement Program adopted by the Governing Board in June 2024, and the adopted Fiscal Year 2024/2025 budget includes a total of \$2,000,000 for the purchase of the new Rosenbauer Cobra Aerial.

Attachments

Contract Amendment
Vehicle Replacement Program
Rosenbauer Best and Final
Aerial Specs
Rosenbauer Letter