



EMERGENCY MEDICAL
SERVICES
KURT ZELLMANN
ASSISTANT CHIEF



CITY OF WEST ALLIS
FIRE DEPARTMENT

Date: October 11, 2015
To: Honorable Board of West Allis Police & Fire Commissioners
From: Assistant Chief Kurt W. Zellmann
Re: Request for expenditure of budgeted funds to purchase Fire Engine.

Honorable Commissioners,

I respectfully request your authorization to expend budgeted funding in the amount not to exceed of \$560,000.⁰⁰ to complete the purchase of one fire engine and miscellaneous lose equipment to outfit the Engine.

This request comes after a nearly year long evaluation of the WAFD's apparatus needs has been performed. In order to responsibly complete the budgeted purchase. During this time, myself and other WAFD members collaboratively determined what the baseline specifications of the next fire engine should be. This was accomplished by analyzing the current WAFD resource deployment model and the challenges that it presents in comparison to previous modes of deployment. The evaluation was performed in close cooperation with WA Fleet Services and their global knowledge of fleet resources. As a group we first determined the baseline requirements for our application. Once completed, a series of in depth consultations with multiple vendors took place to determine which vendors could best meet the majority of WAFD requirements. Paramount consideration was given to construction methods utilized, materials employed to build the apparatus and the long-term corrosion resistance of those methods and materials. These are significant factors due to our current policy of a twenty-five year life cycle for fire apparatus. As a result, strong consideration to the long-term value and economy of ownership weighed heavily in our priorities. These issues followed by the serviceability of the unit, the minimal incorporation of non-proprietary systems and instead a reliance on commercially available components in the construction of the apparatus. Additionally, the warranty offered by the apparatus manufacturers was also significant considered in the evaluation.

After careful deliberation, WAFD evaluators and Fleet Services have unanimously determined that Seagrave Fire Apparatus of Clintonville, WI will best meet both the current and projected needs of the WAFD.

As previously stated, great importance has been placed on the long term value of this purchase by ensuring that the specifications used for all manufactures considered were not excessive by any means and in areas where improvements have been specified that they are well justified and researched based on previous failures.

To purchase the apparatus and ensure both the best possible pricing and strict adherence to WAFD design requirements, we have decided to utilize one of the largest municipal equipment purchasing cooperatives in the United States. The Houston Galveston Area Council (HGAC) provides pre-bid open book pricing on Fire Apparatus and eliminates the need for an individual municipality to dedicate the time and staffing to writing a proprietary yet open bid specification for purchasing an apparatus. Use of HGAC also prevents a municipality from having to defend its pre determined requirements from manufactures who wish to provide what they deem as substantively "comparable" options to specification requirements. This can lead to long drawn out bidding process where municipalities are essentially forced to accept brands or models of equipment or systems that they did not intend to purchase. The utilization of HGAC for the purchase of complex low volume high dollar equipment such as Fire Apparatus is I believe a wise investment and will save the city money by reducing a significant amount of personnel hours that would need to be put into a traditional bidding process.

Attached to this document is the HGAC documentation for this proposed purchase. The decision to utilize the HGAC cooperative has been discussed with and approved by the cities purchasing department. I have also done an extensive apparatus pricing evaluation to ensure that the city is in fact getting the best possible pricing and that our specifications are in fact reasonable for our application. A summary of the pricing data is also attached to this document. I will be present at the next scheduled commission meeting and will be available to answer any specific questions or share any gathered data.

In conclusion, I respectfully request this honorable boards permission to allow the City's Purchasing Division to utilize the HGAC purchasing cooperative to complete the purchase of one Seagrave Marauder Fire Engine and related equipment for the not to exceed price of \$560,000.00

Sincerely,



Kurt W. Zellmann
Assistant Fire Chief
City of West Allis Fire Department

APPROVED BY:


Board of Police and Fire Commissioners

DATE:

10/15/15