

Office of the City Manager

City of Richland Hills, Texas

Memorandum

To: Honorable Mayor Bill Agan and members of the Richland Hills City Council
From: William Bell, Fire Chief
Date: August 27, 2014
Subject: Agreement to Purchase a Pierce Saber Pumper from Siddons-Martin
Emergency Group

City Council Action Requested:

Approve the purchase of a Pierce Saber Pumper, #EP412646, from Siddons-Martin Emergency Group of Denton, Texas, for the price of \$324,687.

Background Information:

At the May 20th City Council meeting a proposal was made to the council to explore selling the City's Quint fire apparatus and replacing it with a fire pumper (fire engine). At the City Council meeting on August 5th the council approved selling the Quint for \$330,000. The City of South Hutchinson, Kansas, has agreed to purchase the Quint for \$330,000 and following a few minor repairs to the Quint will take delivery of the apparatus in the first week or so of September.

The fire department proposed in the May 20th council meeting to replace the Quint with a new demo or stock unit from a fire apparatus manufacturer. After meeting with five different manufacturers and reviewing their available inventory of demo or stock fire pumpers the fire department is proposing the City of Richland Hills purchase a Pierce Saber Pumper, Stock Unit 26981. Siddons-Martin Emergency Group has presented a proposal for the sale of the fire pumper in the amount of \$324,687. This price includes the minimal features added to the fire pumper that the fire department minimally

needed. The price also includes the normal warranty offered by Pierce manufacturing on a new apparatus as well as one additional year of bumper to bumper warranty if purchased in full before September 30th, 2014.

The other fire apparatus manufacturers that provided quotes included Hall Buick, Pontiac, GMC offering a Ferrara Ember Rescue Pumper at \$320,783 and Hall-Mark Fire Apparatus out of Rowlett offering an E-One Traditional Pumper at \$ 327,131. Hall-Mark's quote does not include all of the minimum equipment requested by the Richland Hills Fire Department. Those minimum requirements include a foam system, two additional roll out trays, and two LED light towers attached to the pumper. Another manufacture, Rosenbauer America, and their sales representative out of Fort Worth did not have a demo or stock unit available until after the first of the year that would have been competitive with the prices listed above. Cullen emergency Vehicles out of Schertz, Texas, representing Sutphen Fire Apparatus has one pumper at a price of \$342,183 which is under construction and will not be available until January. The department did look at one used fire pumper, listed at \$300,000, which would have met our needs but investigation found it had been in a substantial accident, was rebuilt with no warranties.

The fire department is recommending the City purchase the Pierce Saber Pumper even though it is approximately \$4,000 more than the Ferrara. Servicing of fire apparatus is an important consideration when purchasing. There are two Siddons-Martin service centers in the area, Denton and Cedar Hill, which are available for servicing the Pierce pumper. The Ferrara service center is currently in Spring, Texas, near Houston. Siddons-Martin and Ferrara both have mobile Emergency Vehicle Technicians in the area that would service the apparatus at our fire station for minor maintenance issues but the fact that Siddons-Martin has service centers in the area is important. The Pierce pumper has several more features than the Ferrara pumper which can provide additional options for firefighters responding to emergency incidents. Siddons-Martin is also offering of one additional year of bumper to bumper warranty on the Pierce pumper

if the apparatus is purchased, in full, by September 30th. That additional year of warranty is listed as a \$5,000 value.

Board/Citizen Input:

N/A

Financial Impact:

When the City sells the Quint the City will receive \$330,000. There is a 5 percent commission due (\$16,500) to Brindlee Mountain Fire Apparatus after the sale of the Quint. The cost of the Pierce Saber Pumper is \$324,687.

Staff Contacts:

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