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DEPARTMENT OF
FINANCE

PROCUREMENT SERVICES DIVISION

CITY OF SACRAMENTO
CALIFORNIA

June 27, 1995

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City Council
Sacramento, California

Honorable Members In Session:

**SUBJECT: ADOPTION OF SPECIFICATIONS AND AWARD OF BID NO. 1674,
TELESCOPIC AERIAL LADDER FIRE TRUCKS, IN A TOTAL AMOUNT
OF \$770,709.89**

LOCATION AND COUNCIL DISTRICT

City-wide-All Districts

STAFF RECOMMENDATION

It is recommended that, in the best interest of the City, the City Council adopt the specifications used in the bidding process and accept the lowest responsible bid submitted for the contract resulting from Bid No. 1674 for Telescopic Aerial Ladder Fire Trucks. Award is being recommended to the following contractor: Bacoach/E-One, P. O. Box 1517, Oakdale, CA 95361, in a total amount of \$770,709.89.

CONTACT PERSON: Steve Alstrom, Buyer II, 433-6240

FOR COUNCIL MEETING OF: June 27, 1995

SUMMARY

Attached is a tabulation of sealed proposals received by the City Clerk for furnishing equipment in accordance with the specifications used in the bidding process, and recommendation of bid award for Bid No. 1674 for Telescopic Aerial Ladder Fire Trucks being purchased by the Fleet and Facility Management Division for the Fire Department.

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BACKGROUND

Two 100 foot Telescopic Aerial Ladder Fire Trucks are being purchased by the Fleet and Facility Management Division of the Department of Public Works for the Fire Department. Both units are replacement vehicles.

Specifications for Bid No. 1674 were publicly advertised and mailed by the City Clerk. Initial advertising and mailing to vendors, bid advertising firms and minority outreach agencies began on May 10, 1995. Sealed bids were publicly opened by the City Clerk on May 31, 1995.

The following is a summary of the recommendation for contract award:

<u>Bidder</u>	<u>Contract Items</u>	<u>Award Amount⁽¹⁾</u>
Bacoach/E-One P. O. Box 1517 Oakdale, CA 95361	All	\$770,709.88

⁽¹⁾ The City Council hereby authorizes subsequent purchase(s) of identical units under the same terms and conditions within 365 days of award providing such purchase(s) has/have been approved and budgeted by the City Council.

It should be noted that award is being recommended to the second lowest bidder. After an in depth analysis of all bids, both the Fleet and Facility Management Division and the Fire Department recommend rejection of the lowest bid submitted by Westates Truck Equipment Company. Westates was unable to provide a list of five (5) cities using similar equipment, as required in the bid specifications, because aerial apparatus is a new offering for their company and they have produced only one (1) aerial fire apparatus for demonstration purposes. There are no aerial units currently in use in front line service supplied by Westates. Additionally, the delivery from Westates was quoted to be 365 days as compared to 210 days quoted by Bacoach/E-One, the next lowest bidder.

Bacoach/E-One, the recommended vendor, on the other hand, is an established manufacturer of aerial fire apparatus. The City currently owns one (1) of their aerial units which has provided the City Fire Department with acceptable performance.

Aerial apparatus used by the City Fire Department are critical, lifesaving types of equipment which will be utilized in front line service for 25 years. It is imperative that the City buy an established product of a bidding manufacturer that has a proven "track record" in similar municipal applications.

FINANCIAL CONSIDERATIONS

Sufficient funds for this purchase are available in the Fleet and Facility Management Division's FY95 budget line for new and replacement vehicles.

ENVIRONMENTAL CONSIDERATIONS

Ongoing administrative and maintenance activities, such as purchases of supplies, equipment or materials which are not made for purposes of a public works construction project, do not constitute a "project" and are exempt from the California Environmental Quality Act (CEQA). CEQA Guidelines, Sections 15061(b)(1), 15378(b)(3).

POLICY CONSIDERATIONS

This recommendation is consistent with the requirements for competitive bidding as detailed in Title 57 of the Sacramento City Code.

MBE/WBE EFFORTS

Requests for bid (RFB) were sent to eighteen vendors, none of which were known M/WBE firms. No M/WBE firm could be found that supply this type of emergency fire fighting apparatus after researching the City bid list, the East Bay Municipal Utility District (EBMUD) Minority and Women Business Enterprise 1992-93 Directory, the City of Oakland MBE/WBE Directory, and the State of California - Winter 1995 Disadvantaged Business (DB) and Women Business Enterprise (WBE) List, and upon conferring with the City Office of Minority, Women and Small Business

However, this RFB was sent to several bid advertising agencies, including the Small Business Exchange and the Sacramento Minority Business Development Center (NEDA). This bid also included provisions for a five percent (5%) bid evaluation preference, for City-certified, preference-eligible M/WBE firms. Of the seven bids received, none was from a City-certified Minority/Woman-Owned Business Enterprise. However, the lowest responsible bidder, Bacoach/E-One, did indicate in their bid response that the company is a minority-owned or woman-owned business enterprise, but is not certified by the City of Sacramento or any other governmental agency. A certification package has been sent to them from the City Office of Minority, Women and Small Business so that they can apply for City M/WBE certification.

Respectfully Submitted,



Robert B. Holbrook
Procurement Services Manager

RECOMMENDATION APPROVED:



William H. Edgar
City Manager

1 Attachment

**BID TABULATION SHEET FOR
BID NO. 1674 -TELESCOPIC AERIAL LADDER FIRE TRUCKS**

<u>Bidders</u>	<u>Base Unit Cost</u>	<u>Unit Cost w/ Options 12.0 f and g⁽¹⁾</u>	<u>Total Bid 2 Units (Less Sales Tax)</u>	<u>M/WBE Preference</u>	<u>Prompt Payment Discount</u>	<u>City Tax Preference</u>	<u>Total Bid (Including Sales Tax)</u>
Golden State Fire Apparatus	\$354,044.00	\$370,228.00	\$740,456.00	None	None	None	\$797,841.34
Simon Ladder Towers, Inc.	\$396,964.00	\$414,823.00	\$829,646.00	None	None	None	\$893,943.57
Tech 2000/3D Mfg.	\$360,000.00	\$378,946.00	\$757,892.00	None	None	None	\$816,628.63
Central States Fire Apparatus, Inc.	\$358,399.00	\$360,399.00	\$720,998.00	None	Not Acceptable	None	\$776,875.35
Seagrave Fire Apparatus	\$358,500.00	Not Available	Not Applicable	None	None	None	Not Applicable
Westates Truck Equipment	\$304,238.00	\$322,545.00 ⁽²⁾	\$645,090.00	None	Not Acceptable	None	\$695,084.48 ⁽²⁾
Bacoach/E-One	\$355,838.00	<u>\$357,638.00</u>	\$715,276.00	None ⁽³⁾	None	None	<u>\$770,709.89</u>

⁽¹⁾ Options include 12.0f, a larger alternator, and 12.0g, a heavy duty aerial ladder with 500 pound tip load capacity with increased componentry as required.

⁽²⁾ Bid rejected - Westates is unable to provide a list of five (5) cities using similar equipment, as required in bid specifications, because aerial apparatus is a new offering for their company and they have produced only one (1) aerial fire apparatus for demonstration purposes. Additionally, the delivery from Westates was quoted to be 365 days compared to 210 days quoted by Bacoach/E-One.

⁽³⁾ Bidder claims to be a minority-owned or woman-owned business enterprise, but is not certified as such by the City of Sacramento.

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BID TABULATION SHEET FOR BID 1674 (Con't)

Total Award of Contract To: Bacoach/E-One
P.O. Box 1517
Oakdale, CA 95361

Original Estimated Cost: \$900,000.00

Using Department: Fleet and Facility Management Division for
the Fire Department

Total Bid Amount: \$770,709.89

Due Date: May 31, 1995

Total Amount of Contract: \$770,709.89

NOTE: City Council hereby authorizes subsequent purchase(s) of identical units under the same terms and conditions within 365 days of award providing such purchase(s) has/have been approved and budgeted by the City Council.

Total No. of Bids Solicited	No. of M/WBE Bids Solicited	No. of M/WBE Responses	Award to M/WBE Vendor?
7	None	None ⁽³⁾	No

⁽³⁾ Bidder claims to be a minority-owned or woman-owned business enterprise, but is not certified as such by the City of Sacramento.