



MEMORANDUM
COUNTY EXECUTIVE OFFICE
ADMINISTRATION
County of Placer

TO: Board of Supervisors DATE: March 9, 2021

FROM: Todd Leopold, County Executive Officer
By: Sarah Poindexter, Management Analyst II

SUBJECT: Fire Engine and Extrication Equipment Purchase

ACTION REQUESTED

1. Approve the award of a purchase order to Boise Mobile Equipment and Fire Apparatus Solutions for the purchase of two (2) Type 3 Fire Engines and three (3) Type 6 Fire Engines, in the amount not to exceed \$1,409,798.
2. Approve the award of a purchase order to Western Extrication Specialists Inc. for purchase of Holmatro extrication equipment in the amount of \$119,600.
3. Approve Budget Amendment #AM-00445 to move \$469,600 within the Fire Control Fund's FY 2020-21 Final Budget.
4. Authorize the Purchasing Manager to sign all required purchase documents.
5. Add the equipment to the Master Fixed Asset List.

BACKGROUND

Placer County fire service uses various types of firefighting vehicles, apparatus and equipment to perform fire suppression and emergency medical service operations throughout Placer County. In 2016, your Board approved the Placer County Fire Vehicle and Apparatus Replacement Policy to institute a systemwide acquisition approach for fire vehicles and apparatus; however, due to fiscal constraints, this policy was unable to be implemented. The policy recommends replacement of Type 3 Fire engines every 15 years. Currently, all Type 3 engines within the County's system exceed 15 years of age. Fiscal limitations have also resulted in the deferral of equipment replacement until it is of utmost need.

This purchase will replace key fire apparatus and equipment that has well exceeded its useful life. Additionally, by replacing fire engines that no longer meet State standards, Placer County will be able to utilize these fire engines to generate additional revenue through the California Office of Emergency Services Assistance by Hire (ABH) Program. By renting these fire engines to other jurisdictions across the state during fires and other catastrophic events, Placer County will be able to leverage additional revenue to assist with the funding of the lease payment. The new equipment will also help to reduce the County's current maintenance and repair costs. Furthermore, utilizing Type 6 Engines to replace Type 3 engines is feasible in certain areas, allowing for increased operational flexibility and regional response at a reduced purchase cost. The new engines will replace older engines located at Station 32 (Dutch Flat), Station 74 (Thermalands), Station 75 (Paige), Station 77 (Sunset), and Station 100 (Dry Creek).

The new fire engines will be acquired using competitively awarded State of California Contract No. 1-17-23-21B with Boise Mobile Equipment and HGACBuy Contract No. FS12-19 with Fire Apparatus Solutions. These cooperative contracts comply with the provisions of Placer County's Procurement Policy Section 3.5A.

In addition to the fire engine replacement described above, the extrication equipment at Station 10 (Bowman), Station 30 (Colfax) and Station 33 (Alta) have exceeded their useful life. Extrication equipment, also known as the Jaws of Life, is essential in the removal of victims who are entrapped in vehicles due to accidents. The tool provides unique solutions to complex situations and allows for expedited removal of patients. The reduced amount of time for patient removal greatly increases the survivability of critically injured patients. It is critical that these stations maintain extrication equipment that is mechanically sound, as responding to calls along I-80 is a significant portion of their call volume. This request is to purchase new extrication equipment to replace the existing equipment. Although Holmatro has a cooperative agreement with National Purchasing Partners their West Coast distributor, Western Extrication Specialists Inc., offered better pricing for the County. The National Purchasing Partners contract offers a four percent discount from their list price and the vendor offered an additional one percent making it a cost-effective solution for Placer County.

Your Board's approval is required to proceed with a purchase order with Boise Mobile Equipment and Fire Apparatus Solutions for the purchase of two Type 3 fire engines and three Type 6 fire engines in the amount not to exceed \$1,409,798 and a purchase order to Western Extrication Specialists Inc. for the purchase of Holmatro extricating tools in the amount of \$119,600.

FISCAL IMPACT

Funding for the extrication equipment in the amount of \$119,600 is available within the Fire Control Fund's FY 2020-21 Final Budget.

The \$1,409,798 purchase of the two (2) Type 3 Fire Engines and three (3) Type 6 Fire Engines includes a \$350,000 down payment, which will be funded from revenue received from the ABH Program that was in excess of budget. The remaining balance is proposed to be financed through the Treasurer's Office over five (5) years, with a semi-annual payment of \$98,075.69 beginning September 15, 2021, for a total and annual debt service amount of \$196,11.38. This purchase through the Placer County Treasury takes advantage of historically low interest rates while also spreading acquisition costs over 5 years. The County is also able to achieve a further cost savings of \$32,281 over outside financing agencies by financing through the County Treasurer's Office. A companion Board item from the Treasurer provides for the Board's consideration for financing through the Treasurer's Office in the amount of \$944,797.23. Funding will be included in the Fire Control Fund's future budgets as semi-annual payments become due, beginning with the Fire Control Fund's FY 21/22 Budget. Future revenue received from the Assistance by Hire Program will be placed into the Fire Control Fund Capital Reserve.

Projected reserves are sufficient within the Fire Control Fund to support this cost over the term of the lease/purchase.

Budget amendment #AM-00445 is required to increase the equipment line item, recognize ABH revenue, and move budget authority from another ledger within the budget.

ATTACHMENT:

Master Fixed Asset List

ADDITION TO MASTER FIXED ASSET LIST

FIRE ASSETS

<u>QTY</u>	<u>ITEM</u>	<u>TOTAL COST</u>
3 each	Extrication Equipment	119,600
2 each	Type 3 Fire Engines	833,652
3 each	Type 6 Fire Engines	576,146