

October 28, 2005

TO: John Szerlag, City Manager

FROM: Jeanette Bennett, Purchasing Director
William S. Nelson, Fire Chief

SUBJECT: **Agenda Item:** Purchase of Replacement Ladder Truck

RECOMMENDATION

After completing negotiations with Sutphen Corporation of Amlin, OH, City management recommends the purchase one (1) Aerial Platform Ladder Truck for an estimated total cost of \$769,522.00. (See Appendix I, Price History)

City Council authorized the Fire Department to negotiate with the Sutphen Corporation for the purchase of a new Aerial Platform on September 12, 2005. (2005-09-425) This process was preferred to keep all Aerial Platforms used by the department the same. This unit will replace the existing Ladder One, which is 21 years old and will be sold at auction.

ADDITIONAL INFORMATION

Sutphen provided the selling price for several comparable trucks purchased in other jurisdictions in 2004 and 2005. Below is a comparison of the price paid and the price Troy would pay, if equipped with required City options:

Location	Cicero, NY	West Seneca, NY	Independence, MO	Gwinnett County, GA	Dekalb County, GA
Year Bid	2005	2004 Demo	2004	2005	2005
Purchase Price	\$745,252	\$725,000	\$727,187	\$780,045	\$795,866
City Options:					
Disk Brakes	3,772	3,772	3,772		
Detroit Diesel Engine	2,255	2,255	2,255		
Air Conditioning	3,809				
Electric Mirrors	1,019	1,019	1,019		
Master Intake Valves	3,473	3,473	3,473		
Hi-side compartments (Left)	11,277				
Hi-side compartment (Right)	1,128				
Upgraded Emergency Lighting	4,656	4,656	4,656		
Opticom	2,030	2,030			
Cord Reel		2,251			
3" Discharge			1,128		
Stainless Steel sub-frame			3,500		
Small Generator			1,200		
Striping/Lettering			1,000		
Cord Reel					
Price increases (2)		43,000	43,000		
Purchase Price w/City Options	\$778,671	\$787,456	\$792,190	\$780,045	\$795,866

October 28, 2005

To: John Szerlag, City Manager
Re: Purchase of Replacement Ladder Truck

BACKGROUND

Below is a short explanation of the most common options, and why the Fire Department uses them on their Fire Apparatus:

1. Disk brakes provide better stopping power, and are easier to service than standard brakes.
2. The engines in all of our ladder trucks are Detroit Diesel. We have purchased the equipment and software to service this engine. Our Motor Pool stocks filters, and is familiar with this engine.
3. All of our apparatus have mirrors that are electrically adjusted from the drivers' position. This is necessary due to the number of different drivers that will operate the truck.
4. We order electric operated master intake valves for all apparatus that have pumps. These allow the pump operator to open and close the valves from the pump panel. It also places the valve behind the pump panel, where it is less apt to freeze.
5. The standard emergency lighting package has much less lighting than we order on our apparatus. This truck is ordered with the same basic package as will be delivered in the new Engine 4-2. Our package provides more lighting on the sides and rear of the apparatus, providing better protection in intersections.
6. We have Opticom installed on all fire apparatus to control traffic lights at intersections.

BUDGET

Funds are available for this purchase in the Fire Department Capital Account for Vehicles – 401338.7981.

Prepared by: Richard Sinclair, Jr., Assistant Fire Chief

LADDER TRUCK PRICE HISTORY

NUMBER	YEAR	TOTAL COST	ANNUAL % CHANGE
L-1	1984	\$338,130	
L-2	1994	\$516,000	5.26%
L-3	1998	\$606,519	4.38%
New L-1	2005	\$769,522	3.84%

F-5 Recommendation to Negotiate Purchase of Replacement Ladder Truck

Resolution #2005-09-425
Moved by Stine
Seconded by Eisenbacher



WHEREAS, The Troy Fire Department has standardized aerial ladder trucks over the last twenty years to allow simplified firefighter training on this type of complex apparatus;

WHEREAS, Maintenance is simplified by having platform units that have similar ladder, hydraulic, and stabilizing systems.

NOW, THEREFORE, BE IT RESOLVED, That City Administration is **AUTHORIZED** to **NEGOTIATE** a contract with Sutphen Corporation of Amlin, Ohio for the purchase of an aerial ladder truck; and

BE IT FURTHER RESOLVED, That the final contract will be **SUBMITTED** to the Troy City Council for review and final approval.

Yes: All-7

F-6 Final Site Condominium Review – Hidden Creek Site Condominium, East Side of Ellenboro, South Side of Vanderpool, Section 22 – R-1E

Resolution #2005-09-426
Moved by Stine
Seconded by Beltramini

RESOLVED, That the Final Plan as submitted under Section 34.30.00 of the Zoning Ordinance (Unplatted One-Family Residential Development) for the development of a One-Family Residential Site Condominium known as Hidden Creek Site Condominium and as recommended for approval by City Management, located on the east of Ellenboro, south of Vanderpool, including 13 home sites, within the R-1E zoning district, being 7.97 acres in size, is hereby **APPROVED**.

Yes: All-7

F-7 Amendment #1 – SLC Meter Service, Inc. – Automatic Meter Reading System

Resolution #2005-09-427
Moved by Beltramini
Seconded by Stine

WHEREAS, On February 7, 2005, Troy City Council approved a contract to provide an automatic meter reading system for the Department of Public Works Water Division to SLC Meter Service, Inc. of Davisburg, MI, the lowest, most qualified bidder as a result of a best value process for an estimated net total cost of \$78,350.00 at prices as outlined in the bid tabulation opened October 15, 2004 (Resolution #2005-02-057);

DATE: September 6, 2005
TO: John Szerlag, City Manager
FROM: William S. Nelson, Fire Chief
Jeanette Bennett, Purchasing Director

SUBJECT: Recommendation to Negotiate Purchase of Replacement Ladder Truck

Recommendation

The Fire and Purchasing Departments recommend that City staff negotiate a contract with Sutphen Corporation of Amlin, Ohio for the purchase of one aerial platform ladder truck.

Background

The fire department operates three aerial platform ladder trucks. These trucks were purchased from the Sutphen Corporation of Amlin, Ohio over the past twenty years. While the newer Sutphen units have updated systems, all of the units are similar in operation and capability. Staff has reviewed the various types of platform aerial apparatus available from the manufacturers and recommend that the replacement unit be purchased from the Sutphen Corporation for the following reasons:

1. Firefighter training is simplified by using the same basic unit. The complexity of setting up these units under emergency conditions requires a standardized approach to training.
2. Maintenance is simplified by having platform units that have similar ladder, hydraulic, and stabilizing systems.

The Sutphen Corporation has a number of municipalities that routinely negotiate the purchase of these units. The process that other municipalities follow is:

1. Sutphen develops a detailed proposal based on the municipality requirements.
2. Sutphen provides comparable pricing for units recently sold to other municipalities.
3. A price is negotiated based on the recent bids and specifications.

Purchasing has recommended this process as opposed to sealed bidding with a specification that only one manufacturer can meet. If you have any questions or comments, please contact me.