

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.