

City Council – Action Request Form

Date: September 12, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Patrice Toney, Assistant City Manager
Trey Mayo, Fire Chief
Shantell McClam, Purchasing Director

Council Action Requested:

Resolution Awarding Purchase Order for Aerial Ladder Fire Truck

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

Winston-Salem Fire Department has the need to purchase an Aerial Ladder fire truck for Unit 19 as a replacement for the current 2003 Sutphen 75-foot ladder truck, with over 160,000 miles, original purchase price of \$500,157.35 and \$202,565.75 in accrued repair and maintenance costs over its life.

The Houston-Galveston Area Council (HGAC), a competitive bidding group purchasing program, received bids for fire service apparatus and on October 25, 2019, Atlantic Emergency Solutions, Inc., located in Manassas, Virginia was awarded competitive bid contract #FS12-19 product code FS19V09 specifications for the ladder fire truck and offers the Pierce Velocity Mid-Mounted aerial ladder fire truck per HGAC specifications at a cost of \$1,787,726.00.

N.C.G.S. 143-129(e)(3) authorizes “purchases made through a competitive bidding group purchasing program, which is a formally organized program that offers competitively obtained purchasing products and services at discount prices to two or more public agencies.”

It is recommended that a purchase order be awarded to Atlantic Emergency Solutions, Inc. for the purchase of one aerial ladder fire truck per bid contract #FS12-19 product code FS19V09 specifications for the total award amount of \$1,787,726.00. This recommendation is in accordance with N.C.G.S. 143-129(e)(3).

The acquisition cost of the apparatus is \$262,426 more than originally budgeted; however, the City's FY 2022-23 capital equipment budget includes sufficient funds for this purchase which will be financed through the City's internal leasing program with funding for the lease payments available in the General Fund FY 2022-23 budget.

Committee Action:

Committee	<u>Finance 9/12/22</u>	Action	<u>Approval</u>
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For	<u>Unanimous</u>	Against	<u></u>
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Remarks:

M/WBE comment: There are no known area minority or woman-owned companies that sell this equipment. See Exhibit A for Atlantic Emergency Solutions, Inc. workforce demographics.