

# Memorandum

**TO:** HONORABLE MAYOR AND  
CITY COUNCIL

**FROM:** Scott Johnson

**SUBJECT:** SEE BELOW

**DATE:** November 22, 2005

Approved

*Kay Winter*

Date

*11/30/05*

**SUBJECT: REPORT ON BIDS FOR THREE (3) 1500 GPM (GALLON PER MINUTE)  
SEMI-CUSTOM FIRE ENGINE PUMPER APPARATUS**

## RECOMMENDATION

Report on bids and award the purchase of three (3) 1500 GPM Semi-Custom Fire Engine Pumper Apparatus to the low bidder, Ferrara Fire Apparatus, Inc., (Holden, LA), for a total amount not to exceed \$1,296,324, including tax, and authorize the Director of Finance to execute the purchase order and to purchase additional quantities on an as-required basis at the same unit price for a period of twelve months after the initial award is placed without further Council action other than the appropriation of funding.

## BACKGROUND

The General Services Department/Fleet Management Division has requested the purchase of three (3) 1500 GPM Fire Engine Pumper Apparatus. The Fire Department will utilize these units for fire suppression activities. One unit is a fleet addition and will be utilized at the new Communication Hill Fire Station Development. The other two units are replacements for apparatus that have exhausted their frontline service life.

## ANALYSIS

A notice inviting bids was published on October 14, 2005. In addition, bid packages were e-mailed to six (6) vendors. A pre-bid conference was held on October 21, 2005, to answer questions from prospective vendors regarding the apparatus specifications. Four (4) bids were publicly opened on November 9, 2005 as listed on the next page:

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Vendors	Responsive Bid? Yes/No	Bid Total	Local Business Enterprise (LBE) 2.5%		Small Business Enterprise (SBE) 2.5%		Adjusted Total (1+2+3)	Sales Tax	Award Total (1+5)
Ferrara Fire Apparatus, Inc (Ferrara)	Yes	\$1,197,528	No		No		\$1,197,528	\$98,796	\$1,296,324
Shea & Sons, Inc. (KME)	Yes	\$1,276,464	Yes	(\$31,912)	Yes	(\$31,912)	\$1,212,640	\$100,043	\$1,312,683
Hi-Tech, (American LaFrance)	Yes	\$1,262,712	No		No		\$1,262,712	\$104,174	\$1,366,886
Golden State Fire Apparatus, Inc., (Pierce)	Yes	\$1,336,436	No		No		\$1,336,436	\$110,256	\$1,446,692

The adjusted bid amounts reflected in the matrix above applies a 2.5% preference for local business enterprise, and a additional 2.5% preference for small business enterprise per the City's Municipal Code to the bid received from Shea & Sons, Inc. The adjusted amount resulted in no effect on the recommendation for the award of the contract, since Ferrara Fire Apparatus, Inc. is the low bidder. In addition, Ferrara offered the option for the City to take a discount of \$3,000.00 for early payment (21 days) in their bid. This reduction is not part of the bid price shown above.

**SUMMARY**

Staff recommends the award to Ferrara Fire Apparatus, Inc., the low bidder in accordance with the formal bidding procedures of the San Jose Municipal Code, Section 4.12.030.

**OUTCOME**

With the purchase of these fire engine pumper apparatus, the Fire Department will be able to maintain existing service levels, while enhancing operational capabilities using new technology available with this acquisition.

**PUBLIC OUTREACH**

This bid was placed on the City of San Jose web site and on the DemandStar bid notification system.

**COORDINATION**

This memorandum has been coordinated with the City Attorney's Office, City Auditor's Office,

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City Manager's Budget Office, General Services, and the Fire Department.

**COST IMPLICATION**

This Council item is consistent with Council approved Budget Strategy Memo, General Principle #2, "We must focus on protecting our vital core city services". Operating Cost for the fleet addition is estimated to be approximately \$21,000 dollars per year beginning Fiscal Year 06-07 and will be on-going during the life of the Fire Engine Apparatus.

**BUDGET REFERENCE**

Fund #	Appn. #	Appn. Name	RC #	Total Appn.	Amount for Contract	2005-2006 Adopted Capital Budget	Last Budget Action (Date, Ord. No.)
392	5198	Communications Hill Fire Apparatus	54-139619	\$1,300,000	N/A	Pg. V-369	2005-2006 Ordinance 10/23/2005
392	6363	Fire Apparatus Replacement & Repair	54-001562	\$1,541,000	N/A	Pg.V-389	2005-2006 Ordinance 10/23/2005

**CEQA**

Not a project.

  
SCOTT JOHNSON  
Director of Finance Department