

**BOARD OF SUPERVISORS
FINANCE/GOVERNMENT OPERATIONS AND
ECONOMIC DEVELOPMENT COMMITTEE
ACTION ITEM**

SUBJECT: CONTRACT AWARD/Purchase of Four Fire Apparatus

ELECTION DISTRICT: Countywide

CRITICAL ACTION DATE: October 11, 2016

STAFF CONTACTS: W. Keith Brower, Jr., Chief of System, Fire and Rescue
James S. Williams, Deputy Chief, Fire and Rescue
Ravi Palaniandy, Finance and Procurement

PURPOSE: To purchase two (2) fire engines, one (1) tanker (Mobile Water Supply Apparatus), and one (1) fire brush unit for the Department of Fire and Rescue (LCFR).

RECOMMENDATION: Staff recommends the Finance/Government Operations and Economic Development Committee (FGOEDC) recommend to the Board of Supervisors (Board) that the Purchasing Agent be authorized to purchase two (2) fire engines, one (1) tanker, and one (1) fire brush unit from Atlantic Emergency Solutions, Inc. in the estimated amount of \$2,046,716.

BACKGROUND: In the Board's adopted Fire and Rescue Service Plan, the need for implementation and replacement of front-line and reserve fire and EMS apparatus was recognized. It is imperative that a consistent replacement process be initiated at the end of the front-line service life to more effectively manage the LCFR's fleet and ultimately ensure continued and uninterrupted service delivery. Staff is requesting to purchase two (2) fire engines, one (1) tanker, and one (1) fire brush unit as part the replacement process.

Both requested fire engines are scheduled to be assigned as front-line apparatus, one in the Hamilton Fire Station (will replace an existing, volunteer-owned engine) and one in the new Kirkpatrick Farms Fire and Rescue Station. The tanker is intended to be assigned as a front-line apparatus at the new Kirkpatrick Farms Fire and Rescue Station. The fire brush unit will be replacing a front-line unit previously owned and operated by the Middleburg Volunteer Fire Company.

LCFR is intending to place one (1) Fire Engine, one (1) tanker and (1) Medic Unit at the Kirkpatrick Farms Fire and Rescue Station. The Notice to Proceed for the station construction was issued on August 10, 2016 and is scheduled to become operational in Q3/Q4 of FY 2018. Manufacturing a new fire engine takes approximately 12 months; as such, LCFR is seeking

approval to order this new unit now in order to ensure it is received prior to the station's opening. Funding for this fire engine is derived from the Kirkpatrick Farms Fire and Rescue Station Capital Project.

The tanker is also intended to be assigned to the Kirkpatrick Farms Fire and Rescue Station. The funding for this tanker is derived from the FY 2017 Capital Apparatus Purchase Program.

In addition to primarily responding to emergencies in the Kirkpatrick Farms area, the apparatus assigned to this fire station will routinely respond to support fire suppression operations in the communities of South Riding/Dulles South, Aldie, Philomont, Middleburg, and Arcola.

The second of the two fire engines requested for purchase will be assigned to front-line service at the Hamilton Fire Station and was requested by the volunteer corporation through the FY 2017 Capital Apparatus Purchase Program; as the volunteer department requested 100% funding, the unit will be owned by and titled to Loudoun County. This fire engine will be replacing a 2006 volunteer-owned fire engine that has reached the end of its front-line service life cycle. The engine assigned to the Hamilton Fire Station routinely responds to support fire suppression operations in the communities of Lucketts, Leesburg, Lovettsville, Purcellville, and Waterford. Funding for this fire engine is derived from the FY2017 Capital Apparatus Purchase Program.

The requested brush truck is intended to be assigned to the Middleburg Volunteer Fire Station. In April 2015, the Middleburg Volunteer Fire Department notified the Chief of the Loudoun County Combined Fire and Rescue System that the company had reached an agreement to sell the majority of its corporation-owned apparatus to a fire company in North Carolina; the sale of apparatus was the first step of the volunteer company's on-going dissolution process. Recognizing the significant risk that eliminating this brush unit would have on the community, Fire and Rescue identified a need to place a brush unit in Middleburg. The brush unit assigned to the Middleburg Volunteer Fire Station routinely responds to support fire suppression operations in the communities of Middleburg, Aldie, Philomont, Round Hill, and to Fauquier County as part of the Department's mutual aid agreements.

Staff has identified a contract through the Houston-Galveston Area Council (H-GAC) for the purchase of various emergency response vehicles, to include fire apparatus. This contract allows for public and political entities within the Commonwealth of Virginia to purchase similar vehicles using the pricing and terms that has been established. The County has utilized this contract in the past for the purchase of fire apparatus, including engines, tankers, and a brush truck.

ISSUES: The need and timeframe for implementing and replacing front-line apparatus was identified in the Board' adopted Fire and Rescue Service Plan in 2006. The procurement of the two (2) proposed fire engines, tanker, and brush truck will ensure fire suppression service delivery to both new and existing service areas. Capital Fire/Rescue Apparatus are built by the manufacturers to meet the specifications of the Department and the normal project build time for the larger apparatus is between nine (9) and twelve (12) months.

In the next few months, LCFR will be returning to the FGOEDC and the Board to seek award authority to purchase a replacement unit of the existing 2004 Hazardous Materials Response Unit

currently assigned to the Dulles South Public Safety Center. Funds exist within the Vehicle Replacement Fund for this purchase. Given the complexities associated with this unit, staff needs additional time to refine the unit specification; however, with the opening of the Kirkpatrick Farms Fire and Rescue station projected for Q3/Q4 FY 2018, it is important to initiate the manufacturing of the units intended for that station.

FISCAL IMPACT: The purchase order for two (2) engines, one (1) tanker, and one (1) brush unit shall not exceed \$2,046,716 based upon the following unit pricing:

Apparatus	Unit Cost
Tanker	\$487,751
Fire Engine	\$696,569
Fire Brush Unit	\$165,827

The H-GAC contract for the purchase of the fire apparatus includes a \$2,000 processing charge. Sufficient funding exists in the targeted accounts in the Capital Fund for this acquisition; no additional funds are needed. The funding is derived from the FY 2016 Fire and Rescue Capital Apparatus project account for the Brush Truck, the FY 2017 Fire and Rescue Capital Apparatus project account for the Kirkpatrick Tanker and the Hamilton Engine, and the Kirkpatrick Fire and Rescue Station capital project account for the Kirkpatrick Engine.

ALTERNATIVES:

1. Recommend to the Board that the Purchasing Agent be authorized to purchase two (2) fire engines, one (1) tanker, and one (1) fire brush unit from Atlantic Emergency Solutions, Inc. in the estimated amount of \$2,046,716.
2. Do not recommend the contract award and direct staff how to proceed. This alternative may cause delays in the acquisition of the identified apparatus to provide service delivery to the residents of the County.

DRAFT MOTIONS:

1. I move that the Finance/Government Operations and Economic Development Committee recommend to the Board of Supervisors that the Purchasing Agent be authorized to purchase two (2) fire engines, one (1) tanker, and one (1) fire brush unit from Atlantic Emergency Solutions, Inc. in the estimated amount of \$2,046,716.

OR

2. I move an alternate motion.

ATTACHMENTS:

1. Sample Tanker
2. Sample Engine
3. Sample Brush Unit

Sample Tanker Procured by the Department



Sample Engine Procured by the Department



Sample Brush Unit Procured by the Department

