



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: June 14 2021

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Lisa Burnham, Controller
Richard Riesterer, Fire Chief
Peter Hullinger, Assistant Fire Chief
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4 – H-GAC Cooperative Purchasing Program – Ladder Truck for the Fire Department

History

The Troy Fire Department operates a fleet of 21 apparatus (fire trucks) from six fire stations. This includes eight pumpers, one heavy rescue; one air tender; one brush vehicle; one utility; one mobile command vehicle, and six ladder trucks. Of the six ladder trucks, two are 75-foot, single-axle, rear-mounted aerial ladders, one is a 65-foot, single-axle, rear-mounted aerial ladder, and three are 100-foot, mid-mount, dual-axle, aerial platform style ladder trucks. Some of the many reasons for the different vehicles include: diversification, efficiency, and safety. This diversification allows us to meet various components for the Insurance Services Office, Inc., (ISO) and requirements and standards of the National Fire Protection Association (NFPA).

Like any vehicle or piece of equipment, however, each has an expected service life. The current Ladder 4 was built in 2003, and is housed at fire station #4, 2117 E Maple Rd (east of John R). It is approaching the end of its expected service life of 18 to 20 years. Maintenance costs are rising and the apparatus is showing increasing signs of wear and tear causing concerns of reliability.

Over the course of two years, the Fire Department researched and evaluated three replacement apparatus from three manufacturers including KME, Pierce and Sutphen. Representatives of these manufacturers met with Fire Department staff, and some of our volunteer members, to discuss and demonstrate each truck's various features and operations.

All current front-line pumpers in the Fire Department fleet are from one manufacturer – Pierce. The selection of Sutphen will further this standardization effort toward one manufacturer of ladder trucks. Currently, our three 100-foot aerial platform ladder trucks, and our two 75-foot aerial ladder trucks, are manufactured by Sutphen. This effort simplifies the training and operational aspects of our apparatus fleet for our members. This will eventually allow the Fleet Division to focus on, and stock parts for, two fire truck manufacturers, Pierce and Sutphen, thereby standardizing maintenance costs and efforts.



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Purchasing

After careful consideration, the Sutphen SLR75, 75-foot rear-mount, single-axle style ladder truck was selected as the preferred vehicle to replace the aging 65-foot ladder truck. Using the Houston Galveston Area Council Cooperative (H-GAC) Cooperative Purchasing Program and comparing general cost estimations, the Sutphen SLR75 priced less than the KME and the Pierce trucks, and offered the best value to suit the City's needs and requirements.

The H-GAC Cooperative Purchasing Program has been in existence for over 30 years, specializing in capital intensive products and services that require technical, detailed specifications and extensive professional skills to evaluate bid responses. A cooperative bid was issued by the H-GAC Cooperative Purchasing Program and contract executed on November 18, 2019. *Sutphen Corporation of Dublin, OH* was the lowest responsible bidder awarded for Fire Service Apparatus (All Types), H-GAC Contract #FS12-19. On November 9, 2020, City Council authorized participation in Cooperative Purchasing Programs (Resolution #2020-11-165-J-8).

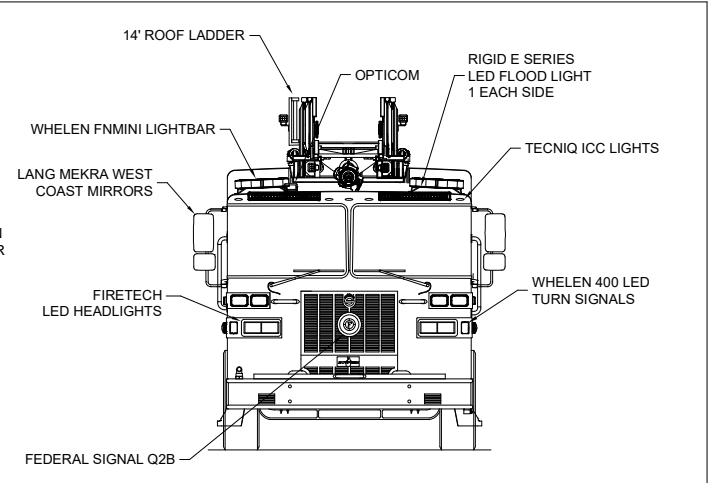
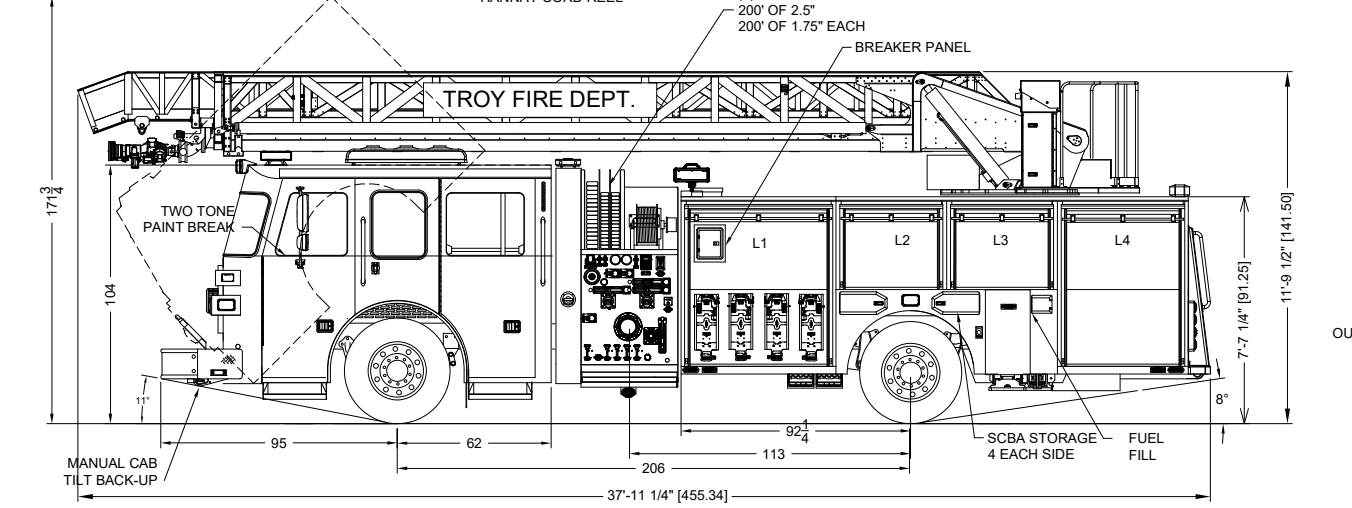
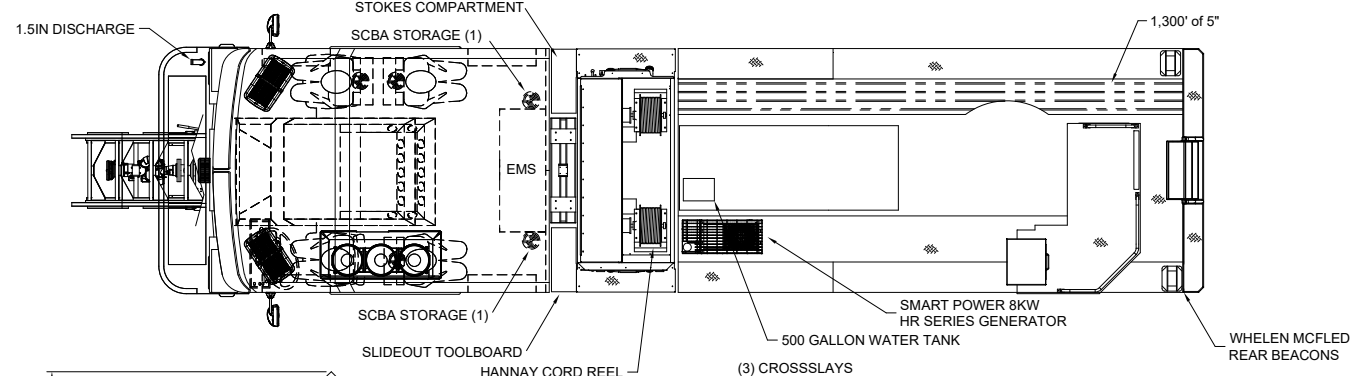
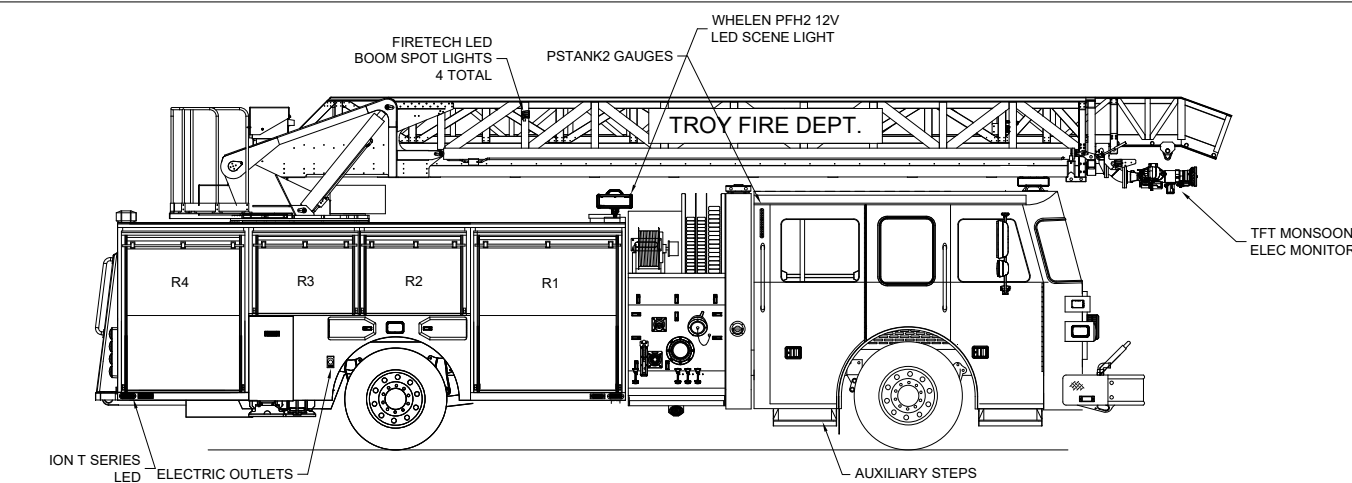
Pricing to purchase one (1) Sutphen ladder truck has been secured by Sutphen Corporation through the H-GAC Contract #FS12-19 for an estimated cost of \$894,239.47 as per the attached proposal dated May 24, 2021 and to be purchased from *Apollo Fire Equipment of Romeo, MI*, the local authorized Sutphen dealer.

Financial

Funds are budgeted and available in the Fire Department Capital Budget Fund for the 2022 Fiscal Year. Expenditures will be charged to account number 401.336.338.7984.

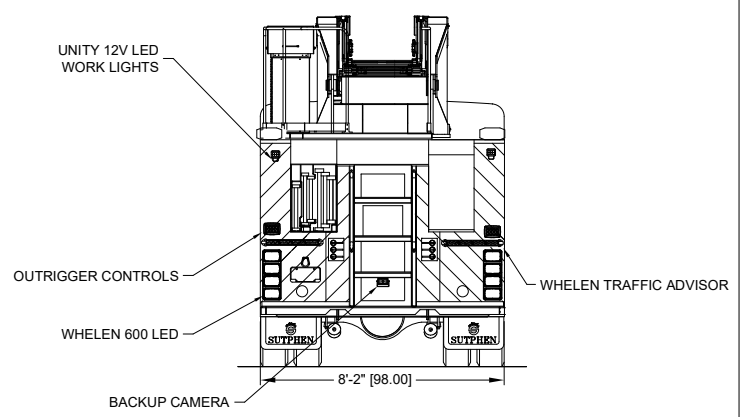
Recommendation

City management recommends awarding a contract to *Apollo Fire Equipment of Romeo, MI*, the local authorized dealer in Michigan for Sutphen, for the purchase of one (1) Sutphen SLR75 Ladder Truck from *Sutphen Corporation of Dublin, OH* for an estimated total cost of \$894,239.47 as detailed in the attached proposal and as per the H-GAC Cooperative Purchasing Contract #FS12-19.



COMPT	DOORS	OPENING DIMENSIONS	INSIDE DIMENSIONS	VOLUME
L1 UPPER	ROLL-UP	55.50"W x 28.00"H	62.12"W x 37.13"H x 10.00"D	13.34 CU. FT.
L1 LOWER	ROLL-UP	55.50"W x 30.00"H	62.12"W x 30.00"H x 23.93"D	38.80 CU. FT.
L2	ROLL-UP	38.00"W x 27.13"H	44.50"W x 36.25"H x 10.00"D	9.33 CU. FT.
L3	ROLL-UP	38.00"W x 27.13"H	44.50"W x 36.25"H x 10.00"D	9.33 CU. FT.
L4 UPPER	ROLL-UP	46.00"W x 28.00"H	50.06"W x 37.13"H x 10.00"D	10.75 CU. FT.
L4 LOWER	ROLL-UP	46.00"W x 30.00"H	50.06"W x 30.00"H x 23.93"D	20.80 CU. FT.
R1 UPPER	ROLL-UP	55.50"W x 28.00"H	62.12"W x 37.13"H x 10.00"D	13.34 CU. FT.
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R4 LOWER	ROLL-UP	46.00"W x 30.00"H	50.06"W x 30.00"H x 23.93"D	20.80 CU. FT.
TOTAL VOLUME				178.70 CU. FT.

DUO-SAFETY LADDER COMPLIMENT
585-A 10' FOLDING
775-A 14' ROOF
875-A 16' ROOF
900-A 24' 2-SECTION
1225-A 35' 3-SECTION



DIMENSIONS SHOWN ON THIS DRAWING ARE APPROXIMATE AND ARE SUBJECT TO MINOR DEVIATIONS DURING CONSTRUCTION. IN THE EVENT OF A DISCREPANCY BETWEEN THE SUTPHEN SPECIFICATIONS AND DRAWING, THE SUTPHEN SPECIFICATIONS SHALL PREVAIL. DRAWING IS FOR REFERENCE ONLY. SOME ITEMS PROPOSED MAY NOT BE SHOWN OR NOTED.	CUSTOMER APPROVAL				DRAWN BY: CAM		 TROY FIRE DEPARTMENT TROY, MI SLR75 HS-XXXX
	NAME:				DATE: 5/18/2021		
	TITLE:				MFG. FACILITY: HILLIARD		
	DATE:				DWG. NO.:		
REV.		DESCRIPTION		BY		DATE	
THIS PRINT IS PROVIDED ON A RESTRICTED BASIS AND IS NOT TO BE USED IN ANY WAY DETRIMENTAL TO THE INTEREST OF SUTPHEN CORPORATION.							



PROPOSAL

TO THE:

Assistant Fire Chief Peter Hullinger
City of Troy Fire Department
500 West Big Beaver Road
Troy, Michigan 48084

DATE: May 24, 2021

We hereby propose and agree to furnish the following firefighting equipment upon your acceptance of this proposal:

One (1) Sutphen Custom SLR75 Ladder Truck complete and delivered for a total sum of..... \$ 894,239.47

The unit shall be manufactured completely in accordance to the following proposal and delivered in approximately **11-13** months from the date of the contract signing or purchase order, subject to delays from all causes beyond our control.

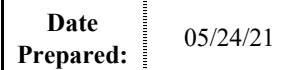
This proposal shall be good until July 8th, 2021. If the contract or purchase order is not received within this proposed duration, we reserve the right to extend, withdraw, or modify our proposal, including pricing, delivery times, and prepayment discounts as applicable.

Respectfully submitted,

David R. Desrochers
Apollo Fire Equipment Company
Authorized Representative for the Sutphen Corporation
Cell Phone (248) 736-3371
ddesrochers@apollofire.com

SUTPHEN CORPORATION

6450 Eiterman Road | Dublin, OH 43016 | 1-800-848-5860



Delivery Date:	11 - 13 months	G. Total Purchase Price (D+E+F):	\$ 894,239.47
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