

**GORDON COUNTY, GEORGIA
MEMORANDUM**

To: Board of County Commissioners
From: Martin Vaughn
Subject: Fire Apparatus – Small Pumper
Date: April 27, 2017

The Gordon County Board of Commissioners accepted sealed written bids from qualified vendors to procure new fire pumper apparatus as outlined in the specifications in this document. Bid documents were prepared and sent to potential organizations. The Bid was posted on the county's web site, posted upon the State of Georgia procurement web site and advertised in the Calhoun Times on January 25 and February 1, 2017. The deadline to submit the sealed bids was 2:00 p.m. on March 29, 2017. County staff opened the bids received at that time in a public opening. Below is the response:

Bidder	Per Unit Cost
Alternate Fireline, Inc (Winder, GA)	\$305,989.00
Fireline, Inc (Winder, GA)	\$324,986.00
Smeal Fire Apparatus (Snyder, NE)	\$ 332,419.00
NAFECO (Decatur, AL)	No Bid

Fireline (E-One) submitted two bids and Smeal submitted one bid. See attached Evaluation document from the committee evaluating Fire Apparatus.

RECOMMENDATION

After reviewing the evaluation of the Fire Apparatus committee the recommendation is to award the bid to Smeal Fire Apparatus in the amount of \$332,419.00.00. The committee feels the difference in price is justified by the inconsistencies and deviations in the analysis of the Fireline (E-one) proposal. This award will be funded from the 2012 SPLOST funds.

Evaluation of Pumper Specifications

On 25 March 2014, the apparatus committee was established to make suggestions for apparatus and equipment for future purchases using the SPLOST revenue. We had our first meeting on 14 May 2014 to establish our goals and responsibilities. Throughout the last two years, the committee has had several meetings, attended equipment demos and shows, apparatus demos, and hundreds of hours of research has been completed to make sure we are good stewards of the tax payers money and that we can continue to provide them with the best possible service. On 19 December 2014, the committee sent out a "wish list" to all employees. This list was reviewed and debated. The requests were incorporated into a preliminary specification. In October of 2016 the bid specifications for the short pumper were written. In January of 2017 the bid specifications for the commercial pumper were accepted by and given to Mr. Vaughn. The bid was open for proposals and was concluded on 29 March of 2017. The committee has received the bid proposals and specifications. These are our findings:

KME submitted a no bid letter.

E-One and Smeal were the two bid proposals evaluated in depth.

Chassis Evaluation

E-One listed 5 clarifications and no exceptions in section 10 of the Gordon County Bid Proposal.

Smeal listed 3 clarifications and 3 exceptions in section 10 of the Gordon County Bid Proposal.

Page 24 of the Gordon County Bid Proposal states:

The chassis, pump, and body specifications shall be strictly adhered to. Exceptions shall be allowed if they are equal to or superior to that specified (as judged by the customer), and provided they are listed and fully explained. Exception lists shall refer to the specification page number. (see attached specification document)

PROPOSALS TAKING TOTAL EXCEPTION TO THESE SPECIFICATIONS WILL BE IMMEDIATELY REJECTED.

The buyer is aware that all bidders shall have to take some exception therefore; BIDDERS THAT TAKE NO EXCEPTIONS shall BE REQUIRED TO MEET EVERY PARAGRAPH TO THE FULLEST EXTENT SHOULD THEIR BID BE ACCEPTED.

It is the intent of the purchaser to receive bids that do not require telephone calls or other communications to ascertain what a bidder is intending to supply.

Deviations shall not be acceptable unless they were noted as exceptions at the time of bid and the apparatus shall be rejected until said deviations are corrected to the satisfaction of the buyer.

Decisions regarding equal to or better than, shall be the sole responsibility of the recipient of the bids rather than those companies submitting bids. All deviations, regardless of significance must be explained in the "EXCEPTIONS TO SPECIFICATIONS" section of the bid.

When exceptions are not taken but inconsistencies are noted in the submitted detailed specifications, the bid may be subject to rejection.

Upon evaluation of the E-One proposal, there were 20 inconsistencies/variations to the proposal. 5 of those were outlined in the clarifications/exceptions section of the bid.

Page 10 of the Gordon County Bid Proposal states:

There shall be a pre-construction meeting held at the apparatus manufacturer's factory. Up to three (3) fire department personnel, dealer representative(s) and factory representative(s) shall be present during the pre-construction meeting process. The purpose of conducting this meeting at the factory is to allow the fire department personnel to see various features of or similar components on other apparatus that may be found on the production floor. The pre-construction meeting is the most important meeting during the after-sale production process. The purpose of this meeting is to finalize all aspects of the specifications, discuss and clarify all design details of the apparatus, and to share or provide all information so all parties are in agreement on the apparatus being constructed. The ultimate goal of the pre-construction meeting is for the fire department officials, dealer representative(s), and factory representative(s) to discuss and clarify all aspects of the proposed apparatus and to provide all necessary information to the apparatus manufacturer that will ensure the apparatus is built to the satisfaction of all parties involved.

Inconsistencies/Variations of the E-One Pumper

The overall length of the truck is 26 feet 6 inches. The specifications called for shorter than 26 feet.

The hose bed height was over 8 feet high. The specifications called for 6 feet.

An E-One LPC 20 battery charger was proposed. The specification called for a Kussmaul Auto Charge 1200.

Backboard Storage was a "sleeve on the adjustable ladder racks".

Compartment R1 was a swing open door with a D-Ring handle. Specification called for an Amdor roll up door.

Compartment R2 was a swing open door with a D-Ring handle. Specification called for an Amdor roll up door.

The booster tank is a "T" tank. The specification calls for a "L" shape to bring the hose bed height down.

E-One did not specify the number of steps on the back of the apparatus for hose loading. Specification calls for 4 steps on the back.

U-shaped trough with rubber insert for SCBA storage. Specifications call for a cylinder with an insert.

Fire Pump was a Waterous CSU 1500-2250. Specifications call for a CXSC20 1500 pump.

An A18 series TFT Intake pressure relief valve was proposed. The specifications call for an Elkhart Brass brand relief valve.

The drain valves were ¼ turn handle grip valves. Specifications call for ¼ turn lift valves.

A Whelen justice light bar was proposed. Specifications call for a Whelen Freedom IV lightbar.

The reverse lights were listed as halogen. Specifications call for LED reverse lights.

E-One proposed one light per compartment. Specifications were for 2 per compartment.

E-One proposed raw aluminum compartments. Specifications were for the compartments to sprayed with a protective coating.

A Federal Signal Back-Up camera was proposed. Specifications call for an Audiovox brand.

Pull up models of scene lights (SPA 510) were proposed. Specifications call for push up models (SPA 530).

Scene Lights were Fire Tech brand. Specifications call for Fire Research brand.

Sikkens paint was proposed. PPG paint was specified.

5 of the 20 above inconsistencies/deviations were listed in the exceptions portion of the Bid Proposal.

Pricing

E-One gave a price of \$324,986.00 per truck.

Smeal gave a price of \$332,419.00 per truck with an additional \$2,370.00 deduction if Gordon County pays for the chassis upon delivery to Smeal. Smeal included a second section of hard suction hose for \$557.00 and a second 100 watt speaker to match our ordered apparatus for \$488.00 That brings the comparable price to \$329,004.00.

That is a difference of \$4,018.00

We feel that the difference in price is justified by the deviations in the above analysis of the E-One proposal.

Another factor we took into consideration is the performance and cost of ownership of our newest pumper, which is a 2004 Smeal.

The committee unanimously agreed that Smeal should be awarded the contract for Gordon County's new short pumper.