



## KENAI PENINSULA BOROUGH

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MIKE NAVARRE  
BOROUGH MAYOR

### MEMORANDUM

**TO:** Blaine Gilman, Assembly President  
Members, Kenai Peninsula Borough Assembly

**THRU:** Mike Navarre, Mayor *P.O. for M.N.*  
Craig Chapman, Finance Director *C Chapman*  
Valentina Sustaita, Acting Purchasing and Contracting Director *VS*

**FROM:** Roy Browning - CES Fire Chief *Roy Browning*

**DATE:** April 21, 2016

**SUBJECT:** Resolution 2016-0246, A Resolution Approving the Sole Source Acquisition of Two Fire Engines, One Ladder Truck and Two Ambulances for Central Emergency Services (Mayor)

Central Emergency Service Area ("CES") needs two new fire engines, a ladder truck and two ambulances to support its continued services. This resolution seeks approval to purchase these pieces of equipment without competition for various reasons.

Time is of the essence as the lead-time to order this equipment is 6 to 9 months for the ambulances and about a year for the fire engines. The fire engines are needed before the 2017 fire season begins as the current main fire engine is in the shop more than it is in service. The existing ladder truck is 18 years old and does not meet current needs of the service area. It has a 75-foot ladder, and due to community growth in the last 18 years, a 100-foot ladder is needed. The ambulances require frequent repairs and are the only two ambulances at the Soldotna station.

Additionally, CES and Nikiski Fire Service Area ("NFSA") have been considering ways to reduce costs through coordination of efforts. We have determined that cost savings and safety improvements would result from standardizing our equipment purchases. Fire apparatus and ambulances are complex pieces of equipment, and each manufacturer requires responders to take training courses before being allowed to operate the equipment. Using equipment from the same manufacturer will significantly reduce training costs.

Parts for equipment from the same manufacturer tend to be interchangeable resulting in more efficiency. For example, during mutual aid responses, responders can connect hoses to either department's fire apparatus, and gurneys will fit into both departments' ambulances. This is also true for parts needed to maintain the equipment. Maintenance manuals, tools, and the

cost of educating personnel will be minimized while enhancing the safety of department personnel, as they are already familiar with the same standardized apparatus and ambulances.

The administration intends to bring an ordinance before the assembly in the near future seeking approval of a purchasing policy supporting the standardization of manufacturers of equipment for NFSA and CES.

The proposed manufacturers, Pierce Manufacturing Incorporated and Braun Northwest Incorporated, are familiar to the service areas and known to provide good quality equipment and service for competitive prices.

Although this resolution seeks approval to purchase the equipment from these manufacturers without competition, the administration will use due diligence to obtain the best possible prices if it is approved. This can be done by using governmental cooperative purchasing agencies, negotiations, or other means. The remaining funds from the bond proceeds are to be used to purchase emergency staff response vehicles using standard purchasing procedures.

Your support of this resolution would be appreciated.