

MEMORANDUM

DATE: July 20, 2023

TO: Mayor & City Council
CC: Mercy Rushing, City Manager

FROM: David Madsen

SUBJECT: **Council Meeting Agenda Item:** Approval of the purchase of Aerial Ladder Truck

Background Information: In April of 2023, the staff and City Manager was given approval to proceed with funding options and drafting specifications for a new aerial ladder fire apparatus. The council was given a budget of \$1.8 million. The staff was also tasked with requesting funding assistance for the Wood County Commissioners Court. Funding for the apparatus was secured through a bond and on June 29, staff and the City Manager attended the commissioners court to request additional funding of \$500,000 or whatever amount the commissioners felt would be a fair contribution. We have not heard any response concerning the request. Specifications were drafted through several weeks of meetings with the apparatus committee and our sales rep from Siddons-Martin Emergency Group. The final specifications and pricing proposal documents were received on July 20. The proposal price is \$1,797,849.53 which is just under the \$1.8 million approved by the council. This price includes trade-in of two older trucks, pre-pay discount, HGAC fee and if signed by July 31, it does not include a price increase scheduled for August. The apparatus will be Pierce 107ft. Ascendant Aerial Ladder with a 2000 GPM pump. It will be sold by Siddons-Martin Emergency Group. Delivery can be expected 42-44 months from the date of order.

Recommendation: Staff recommends approval of the purchase.

Final Disposition:

Siddons Martin Emergency Group, LLC
 3500 Shelby Lane
 Denton, TX 76207
 GDN P115891
 TXDOT MVD No. A115890



July 20, 2023

David Madsen, Fire Marshal
 MINEOLA FIRE DEPARTMENT
 300 GREENVILLE HWY
 MINEOLA, TX 75773

Proposal For: 2023 Mineola Enforcer PUC Aerial

Siddons-Martin Emergency Group, LLC is pleased to provide the following proposal to MINEOLA FIRE DEPARTMENT. Unit will comply with all specifications attached and made a part of this proposal. Total price includes delivery FOB MINEOLA FIRE DEPARTMENT and training on operation and use of the apparatus.

Description	Amount
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Qty. 1 - 1045 - Pierce-Custom Enforcer Aerial, HD Ladder 107', PUC (Unit Price - \$1,955,295.00)	
Delivery within 42-43 months of order date	
QUOTE # - SMEG-0005684-0	
Vehicle Price	\$1,955,295.00
Chassis Prepay Discount	(\$16,208.60)
Aerial Prepay Discount	(\$6,588.94)
Full Prepay Discount	(\$81,452.28)
Discount if PO is issued before August 1, 2023	(\$26,195.65)
1996 - EONE - International - Engine	(\$5,000.00)
2004 - ALF - Freightliner - Rescue	(\$24,000.00)
1045 - UNIT TOTAL	\$1,795,849.53
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SUB TOTAL	\$1,795,849.53
HGAC FS12-19 (FIRE)	\$2,000.00
TOTAL	\$1,797,849.53

Price guaranteed until 7/31/2023

Additional: 'NOTE: Due to global supply chain constraints, any delivery date contained herein is a good faith estimate as of the date of this order/contract, and merely an approximation based on current information. Delivery updates will be made available, and a final firm delivery date will be provided as soon as possible.'

Taxes: Tax is not included in this proposal. In the event that the purchasing organization is not exempt from sales tax or any other applicable taxes and/or the proposed apparatus does not qualify for exempt status, it is the duty of the purchasing organization to pay any and all taxes due. Balance of sale price is due upon acceptance of the apparatus at the factory.

Late Fee: A late fee of .033% of the sale price will be charged per day for overdue payments beginning ten (10) days after the payment is due for the first 30 days. The late fee increases to .044% per day until the payment is received. In the event a prepayment is received after the due date, the discount will be reduced by the same percentages above increasing the cost of the apparatus.

Cancellation: In the event this proposal is accepted and a purchase order is issued then cancelled or terminated by Customer before completion, Siddons-Martin Emergency Group may charge a cancellation fee. The following charge schedule based on costs incurred may be applied:

- (A) 10% of the Purchase Price after order is accepted and entered by Manufacturer;
- (B) 20% of the Purchase Price after completion of the approval drawings;
- (C) 30% of the Purchase Price upon any material requisition.

The cancellation fee will increase accordingly as costs are incurred as the order progresses through engineering and into manufacturing. Siddons-Martin Emergency Group endeavors to mitigate any such costs through the sale of such product to another purchaser; however, the customer shall remain liable for the difference between the purchase price and, if applicable, the sale price obtained by Siddons-Martin Emergency Group upon sale of the product to another purchaser, plus any costs incurred by Siddons-Martin to conduct such sale.

Acceptance: In an effort to ensure the above stated terms and conditions are understood and adhered to, Siddons-Martin Emergency Group, LLC requires an authorized individual from the purchasing organization sign and date this proposal and include it with any purchase order. Upon signing of this proposal, the terms and conditions stated herein will be considered binding and accepted by the Customer. The terms and acceptance of this proposal will be governed by the laws of the state of Texas. No additional terms or conditions will be binding upon Siddons-Martin Emergency Group, LLC unless agreed to in writing and signed by a duly authorized officer of Siddons-Martin Emergency Group, LLC.

Sincerely,

Chris Mahler

I, _____, the authorized representative of MINEOLA FIRE DEPARTMENT, agree to purchase the proposed and agree to the terms of this proposal and the specifications attached hereto.

Signature & Date