

COUNCIL DECISION REQUEST

SUBJECT: Bid award for mobile live fire training unit

MEETING DATE: December 10, 2009

PAYSON GOAL: NEW: EX ISTING:

ITEM NO.:

TENTATIVE SCHEDULE:

SUBMITTED BY: Martin A. deMasi, Fire Chief

AMOUNT BUDGETED: \$400,000

SUBMITTAL TO AGENDA

EXPENDITURE REQUIRED: \$173,785

APPROVED BY TOWN MANAGER

CONT. FUNDING REQUIRED: N/A



EXHIBITS (If Applicable, To Be Attached): Bid documents.

POSSIBLE MOTION: I move to approve the bid award to American Fire Training Systems, Inc., in the amount of \$173,785 for the purchase of a mobile live fire training unit.

SUMMARY OF THE BASIS FOR POSSIBLE MOTION: In 2008 the Fire Department submitted an application for a mobile live fire training unit to the Assistance to Firefighters Grant Program (AFGP). In August 2009 we were notified that the request was approved. Specifications for the unit were developed and a request for bids was advertised. On November 18 the four bids received were opened and subsequently reviewed. It was determined that only two of the bids were responsive to the process and bid number four from American Fire Training Systems, Inc. represents the best value for the Town. The AFGP provides for a 95% (\$165,095.75) federal share and a 5% (\$8,689.25) Town share in this 2008 AFGP project.

The Fire Department had submitted a regional application for a similar, but more complex, fire training unit earlier this year as part of the 2009 AFGP. The estimated cost for that unit was \$367,354. As that application was a regional project, the grantee's share would increase to 10% (Town's share as one of five partners was \$12,352) and the federal share decreases to 90% (330,619). As you can see there is a unique opportunity to take advantage of the 2008 AFGP award to fill an identified need for Fire Department at a reduced cost.

PROS: Improved firefighting and rescue training opportunities and environment, increased safety for firefighter training evolutions, reduces the potential of damage to public and private property, reduces the need to travel for certain training evolutions thus saving time and fiscal resources, potential improvement of Insurance Services Office score, allows other public safety personnel (law enforcement) to practice a variety of scenarios and evolutions, potential revenue source from other fire services needing training.

CONS: None

PUBLIC INPUT (if any): N/A

BOARD/COMMITTEE/COMMISSION ACTIONS/RECOMMENDATIONS (if any) (give dates and attach minutes): N/A

FUNDING:

DEC 10 2009 I.4

COUNCIL DECISION REQUEST

Acct: 403-5-2426-03-8773 Budget: \$400,000 Available: \$400,000 Expense: \$173,785 Remaining: \$226,215

3A: Hope A Cribb Date: 12/2/09

Town of Payson
Mobile Live Fire Training Unit

Proposal Form

#4

In compliance with the Advertisement for Bids, the undersigned bidder:

Certifies that the equipment offered in this bid meets or exceeds the requirements listed in the General Conditions and General Specifications;

Understands that this Proposal shall be submitted with a Proposal guarantee of cash, certified check, cashiers check or surety bond for an amount of not less than Ten Percent (10%) of the amount bid;

Agrees that delivery of the equipment will be made within 90 calendar days of the award of the contract;

Certifies that the warranty provided is as follows:

Acknowledges receipt of and agrees that his proposal is based on the following Addenda:

And

Hereby agrees to provide to the Town of Payson Mobile Live Fire Burn Unit meeting all of the above requirements for \$ 173,785.⁰⁰.

Company Name: AMERICAN FIRE TRAINING SYSTEM'S, INC.

Address: 15200 NEW AVE LOCKPORT, IL 60441

Phone Number: 630-257-3659

Representative Name: KERRY A. FIERKE "JR"

Signed: Kerry A Fierke Jr.

Title:
Authorized Signature for the Above Stated Company

SALES MANAGER

On November 18th, the Town of Payson received 4 bids for a mobile multifunctional live fire training unit. This unit is 95% funded by Assistance to Firefighters Grant (AFG) through FEMA with a 5% match by the Department/Town. Payson was awarded \$177,570. Below is an overview of each bid along with a suggestion for consideration to award.

Bid 1

The lowest bid was from Fire Facilities Inc. with a base price of \$99,452. There are additional \$17,450 in “options” that need to be included in the price to have a somewhat “like-for-like” comparison between bids. This bid should be considered a “non response” bid for the following reasons:

1. As per Payson FD bid specs, we requested the unit be at least 40 feet in length, the proposed unit is 36 feet, 8.75 inches with 5 feet, 6 inches of goose neck trailer hitch included to bring the overall listed length to approximately 42 feet. This reduced usable space requires that the burn room be of only an 8 foot by 10 foot configuration in order to accommodate the SCBA confidence maze. In addition, due to the goose neck design, approximately 1.5 feet (12 square feet) of the forward most portion of this unit appears not to be usable floor space, bringing the actual usable length to approximately 35 feet. Total usable floor square footage is approximately 280 interior and approximately 560 square feet with the rooftop included as training space.
2. The SCBA confidence maze was specified to have “numerous configurations,” the manufacturer will include 6 three foot wide movable panels to meet this criterion.
3. The enclosed burn room configuration and size (10’ x 8’) is such that there is not enough room for firefighters to enter the room entirely without being directly in front of and possibly too near the fire.
4. No train-the-trainer course is included.

The bid offers a mobile training unit that is of substandard overall size and a very minimally configurable, minimally sized SCBA confidence course and live fire room.

Bid 2

The next lowest bid was from L.N. Curtis & sons with a base price of \$126,711. There are additional \$20,471.20 in “options” that need to be included in the price to have a somewhat “like-for-like” comparison between bids. This bid appears in all aspects to be the exact same unit offered by Fire Facilities Inc., above; only higher in price. Therefore, this bid should be considered a “non response” bid as well.

Bid 3

Fire Training Structures, LLC submitted a bid with a base price of \$171, 589. There are additional \$9,295 in “options” that need to be included in the price to have a somewhat “like-for-like” comparison between bids. This bid should be considered a “non response” bid for the following reason:

1. The final approximate price of \$180, 884 is highest bid presented when all appropriate optional features are included. (This includes a train-the-trainer course as an option for an additional \$3,950).

Bid 4

American Fire Training Systems, Inc submitted a bid with a complete price of \$173,785 (no optional items) that essentially includes all those items found in the above bids as either part of the base or options. This bid should be considered for award for the following reasons:

1. It is the lowest priced bid that meets the intended training needs of the Payson Fire Department.
2. It represents the greatest dollar for dollar value in having more than twice the usable square footage overall and a 40% larger burn room. (The bid actually includes two mobile training units that can be used together or independently with a reported 1487 square feet).
3. This unit incorporates standard, desirable training features not offered by the other companies such as an urban search and rescue confidence maze with collapsible floor.
4. A train-the-trainer course is included.