

Cost Analysis for Agenda Item 2022-2516-105' Mid Mount Tractor Drawn Aerial Ladder Trucks

Use of the Sourcewell Cooperative Contract #113021 for the purchase of two (2) Sutphen 105' Mid-Mount Tractor Drawn Aerial Ladder Trucks is recommended by Fleet and Fire Rescue Services for the following reasons:

1. The total list price for the base unit would be \$2, 104,233.00 MSRP and the cost by using the Sourcewell Contract #113121-SUT is \$1,788,598.00 which is a total savings of \$315,635.00 per unit.
2. There is a 22 to 24 month build time for this equipment and if we wait till next year to put in the order there will be a 10% increase in the cost of the units.
3. Historically Sutphen has been awarded for much of our fire apparatus equipment, including our recently purchased fire pumpers and latest tiller truck because they were found to be the lowest, responsive and responsible bidder.
4. The total cost for 2 units using this contract is \$3,577,196.00 saving \$631,270.00 (15%).