

Cost Analysis for Agenda Item 2020-1110-100' Mid Mount Aerial Fire Trucks

Use of the NPPGOV Cooperative Contract RFP #1905 for the purchase of two (2) Sutphen 100' Mid-Mount Aluminum Aerial Fire Trucks is recommended by Fleet and Fire Rescue Services for the following reasons:

1. The total list price for these units would be \$3,198,344.53 and the cost by using the NPPGOV Contract RFP#1905 would be \$2,779,574.06 which is a total savings of \$418,770.47.
2. There is a 22 to 24 month build time for this equipment and if we go through the bidding process, because of the duration of going out to bid, there is a likely chance that there will be an annual 3% price increase added onto 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.