

Cost Analysis for Agenda Item 2020-0435-Tiller

Use of the NPPGOV Cooperative Contract RFP #1420 for the purchase of one (1) Sutphen Heavy Duty 100' Mid-Mount Tractor Drawn Aerial Ladder is recommended by Fleet and Fire Rescue Services for the following reasons:

1. There is a 15% discount off the list price of the aerial ladder tiller by using the NPPGOV Contract RFP#1420.
2. The list price for the base aerial ladder tiller is: \$1,337,641.60 and the NPPGOV Contract cost is \$1,136,995.36 showing a savings of \$200,646.24.
3. 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 unit which would cost an additional \$41,763.00.
4. Historically Sutphen has been awarded for much of our fire apparatus equipment, including our recently purchased fire pumpers because they were found to be the lowest, responsive and responsible bidder.

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