



VENTURA COUNTY FIRE DEPARTMENT

Dustin Gardner

Fire Chief

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Fire Chief

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April 29, 2025

Board of Directors, Ventura County Fire Protection District

SUBJECT: Approval of, and Authorization for the Fire Chief, the County Purchasing Agent, or Designee to Sign, a Long-Term Contract with Rosenbauer America for the Purchase of Fire Apparatus; Authorize the Fire Chief or His Designee to Negotiate the Final Terms and Execute the Contract. LEVINE ACT ITEM

RECOMMENDATIONS:

1. Approve the attached Five-Year Purchase Agreement (Exhibit 1) with Rosenbauer America to provide for the purchase of fire apparatus over a five (5) year period.
2. Authorize the Fire Protection District to renew this agreement for an additional term not to exceed five years, subject to approval of the County Executive Officer or designee and County Counsel review as to form and legality.
3. Commitment to initial purchase order: A commitment to the first purchase order of one (1) fire apparatus pumper to be delivered within 910 days of contract approval.
4. Authorize, the Purchasing Agent, the Fire Chief, or designee to negotiate final terms and execute the contract with Rosenbauer America, subject to approval of the County Counsel as to form and legality.

FISCAL IMPACT:

	FY 2024-25
Revenues	\$0
Costs	\$1,367,711
Net County Cost	\$1,367,711

Funding Source(s): Fire Protection District – Fund S600

Match Requirement: None

DISCUSSION:

Over the past several months, the Ventura County Fire Protection District ("VCFPD") and the Ventura County General Services Agency ("GSA") staff have been actively assessing the fire apparatus market to determine the most suitable provider for VCFPD's needs. A comprehensive review of potential vendors was conducted, and Rosenbauer America was the best candidate for several key reasons:

1. **Quality and Reliability:** Rosenbauer America has a long-standing reputation for producing high-quality, durable fire apparatus. Their vehicles are designed with cutting-edge technology and built to withstand the demanding conditions of emergency response operations. The apparatus meets all current national and state safety standards.
2. **Customization:** Rosenbauer America offers a high degree of customization for their vehicles, ensuring that VCFPD can tailor the apparatus to our specific needs, including specialized equipment and configurations. This level of customization is essential for our diverse operational requirements.
3. **Cost Effectiveness:** Rosenbauer's pricing structure provides significant value compared to other vendors in the market. The long-term nature of the proposed contract ensures a predictable budget and cost savings (Exhibits 2 and 3).
4. **Warranty and Support:** The proposed contract includes extensive warranty coverage, ensuring that maintenance and repairs can be completed in a timely and efficient manner. This is critical to minimizing downtime of our apparatus.
5. **Long-Term Partnership:** Rosenbauer America's commitment to ongoing product development and innovation aligns well with VCFPD's goal of maintaining a modern and effective fire fleet over the next several decades. The long-term nature of this contract will allow for strategic planning of apparatus replacements and upgrades.

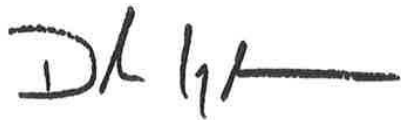
STRATEGIC PLAN:

This item supports the County's Strategic Plan of providing Healthy, Safe, and Resilient Communities. The contract aims to enhance our high-performance public safety services through training and equipment, strengthening VCFPD and our mutual aid partners' preparedness and response capabilities during emergencies.

This board letter has been reviewed by the GSA Purchasing Agent, County Executive Office, County Counsel, and the Auditor-Controller's Office.

If you have any questions regarding this item, please contact me at (805) 389-9704 or Assistant Chief Barry Parker at (805) 389-9728.

Board of Directors
April 29, 2025
Page 3

A handwritten signature in black ink, appearing to read 'DG' followed by a stylized flourish.

Dustin Gardner
Fire Chief

DG/TK/BP: dm

Attachments:

- Exhibit 1 – Rosenbauer America – Five-Year Purchase Agreement
- Exhibit 2 – Proposal Sheet for Pumper
- Exhibit 3 – Proposal Sheet for TDA

