



# El Dorado Hills Fire Department

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1050 Wilson Blvd. • El Dorado Hills, CA 95762 • Phone (916) 933-6623 • Fax (916) 933-5983

**Maurice Johnson**  
Fire Chief

**DATE:** February 17, 2023  
**TO:** Board of Directors  
**AGENDA ITEM:** III-A  
**SUBJECT:** Training Captain Vehicle Purchase

## TOPIC

Staff seeks Board authorization to purchase a replacement training captain vehicle.

## SUMMARY

The Department vehicle currently used by the Training Captain, a 2005 Ford F-250, needs replacement. The vehicle has approximately 127,000 miles and 4,252 hours on the motor. Over its service life it has been used by the Department in multiple disciplines, but in recent years has been assigned to the Training Division and is used daily by the Training Captain.

In the Capital Replacement Schedule, the this vehicle is scheduled for replacement in 2025 when it reaches 20 years of service. However, recent mechanical issues on the vehicle estimated to cost approximately \$6,300 to repair have prompted Staff to reevaluate the timing of this scheduled replacement.

The vehicle was objectively evaluated by the Fleet Division to determine the current condition and estimated repair costs. Based on the Planned Fleet Replacement Assessment (PFRS), the vehicle scored a 42. Any score above 28 points is a “Condition 4 – Needs Immediate Consideration for replacement.” This high score is primarily due to the vehicle’s high mileage and years of service, as well as its current need for maintenance and repairs, its reliability, and its condition.

Based on the findings of the PFRS, Staff determined that the replacement of this vehicle should be moved up in the capital replacement schedule. When Staff researched the market for new vehicle cost and availability, it was determined that the desired color was limited and current cost for a new (2022) vehicle ranged in price from \$78,000 to \$86,000 before taxes and fees. Further, there would be a long lead time for a new vehicle in this color given the current market conditions.

Staff completed a search of the used vehicle market for the type and color vehicle needed, and quickly determined that there are very limited options. However, Staff did locate a used vehicle in Folsom that will meet the needs of the Department. The vehicle is a 2018

Ram 3500 Big Horn Mega Cab. It is the correct color, has low miles and is in excellent condition. It also comes with additional equipment that is needed, including a shell bed cover and AMP steps, so those items will not be required to be purchased separately, saving the Department approximately \$8,000 and approximately 10 weeks to receive the items due to supply chain delays. During the search, there was only one other used vehicle that met the search criteria. That vehicle is three years newer, but costs approximately \$10,500 more, has more miles, does not have the shell bed cover or side steps, and is located in North Dakota, which would add travel or shipping costs to the already higher purchase price.

Based on the Department’s current need and the research that was completed on available options, it was determined that purchasing the used 2018 Ram 3500 in Folsom is the best option.

### FISCAL IMPACT

Because this vehicle was not scheduled to be replaced until 2025, it was not included in the 2022-23 fiscal year budget. Therefore, the full purchase amount will result in a capital budget variance and will need to be adjusted accordingly in the mid-year budget. Purchasing the vehicle two years earlier than scheduled “costs” the District about \$9,000 per the Capital Replacement Schedule. However, there will be an immediate cost savings of at least \$6,300 on maintenance that is required on the existing vehicle, plus any other maintenance that will be required over its remaining life.

Further, an estimated net cost analysis of all three replacement purchase options (New, Used-Folsom, and Used-North Dakota), which factored in the total cost of the vehicles plus retrofitting as well as the added cost of purchasing a used vs. new vehicle due to having to replace it sooner, showed that the Used-Folsom vehicle is the most cost-efficient replacement option.

The table below outlines the proposed cost of this purchase and the impact to the 2022/23 Budget (excluding retrofitting, which is still being quoted and will be presented to the Board at the March regular meeting):

<b>Description</b>	<b>Price</b>
3500 Ram Mega Cab 4x4 Chassis	\$ 52,250.25
Tax	\$3,785.30
Grand Total	\$56,035.55

### RECOMMENDATION

Staff recommends the Board approve the purchase of the vehicle directly from the dealer not to exceed \$58,000.

# Folsom Lake Ford

FLEET INVOICE

12755 Folsom Boulevard  
 Folsom, CA 95630  
 Phone (916) 353-2000  
 933-6623

DATE: 02/14/23  
 INVOICE: AF46130

PHONE#

BILL TO: EL DORADO HILLS FIRE DEPT.  
 ADDRESS: 1050 WILSON BLVD  
 EL DORADO HILLS CA 95762

SHIP TO ADDRESS:

Stock No.	Vin Number	Vehicle Description	Tax	Unit Price
AF46130	3C63R3LL9JG266745	2018 3500/R3LL	7.25 %	\$ 52076.00
Item# KEY CODE				
	DOCUMENTATION FEE			85.00
	SUB-TOTAL OF TAXABLE ITEMS			52161.00
	DELIVERY CALIFORNIA TIRE FEE			NONE
	ESTIMATED LICENSE FEES			89.25
	NONE DISCOUNT IN DAYS. Net due days. After days a penalty of NONE a day will be charged per unit until paid in full.			
Vehicle and Document Receipt		SUB-TOTALS	3785.30	52250.25
Print Buyer Name	DATE	TOTAL	\$ 56035.55	
Buyer Signature	Fleet Manager	RYCHARD Z ROSADA		
Buyer Telephone No. ( )				

PLEASE PAY OFF INVOICE  
 NO STATEMENT WILL BE SENT

ORIGINAL INVOICE