



CITY OF SALINAS

FINANCE COMMITTEE STAFF REPORT

DATE: DECEMBER 2, 2025

DEPARTMENT: FIRE DEPARTMENT

FROM: SAMUEL P. KLEMEK, FIRE CHIEF

BY: ESTEFANIA VARGAS, MANAGEMENT ANALYST

TITLE: FIRE APPARATUS PURCHASE AND LEASE FINANCING

RECOMMENDED MOTION:

It is recommended that the Finance Committee recommend to City Council the following resolution:

1. Authorizing the direct purchase and/or lease financing of two (2) Type 1 Fire Engines, one (1) Tiller Ladder Truck, and one (1) BME Type 6 Wildland Engine from Golden State Fire Apparatus, Inc, including all associated equipment, installation, and performance bonds, in an amount of \$4,856,096.57, a 5% contingency (\$242,804.83), and financing costs; and
2. Authorizing the City Manager to execute agreements with the vendor and financing institution, including any necessary contract amendments.

EXECUTIVE SUMMARY:

The Salinas Fire Department is requesting approval to purchase two Pierce Enforcer Type 1 fire engines, one Pierce tiller ladder truck, and one BME Type 6 wildland engine from Golden State Fire Apparatus. The purchases will be made through cooperative contract agreements with Sourcewell and HGAC Buy, in compliance with Salinas City Code Section 12-27. The Finance Director will evaluate payment options including lease financing. This investment will ensure the department maintains a reliable, modern fleet to support effective emergency response and community safety.

BACKGROUND:

The Fire Department has been working diligently to bring its fleet into a state of good repair and maintain a fire apparatus and vehicle replacement program consistent with best practices. To achieve this goal, the department requires the replacement of two fire engines and one tiller ladder truck, as well as replacing the existing Type 3 wildland vehicle with two Type 6 models to improve access to hard-to-reach wildland areas. One Type 6 unit has already been ordered. The Fire Department's replacement program calls for rotating front-line engines every 8 – 10 years and

aerial trucks every 15 years, consistent with use and in line with National Fire Protection Association standards (NFPA).

Staff plans to house one (1) Type 1 Fire Engine at Station 2 and another at Station 3, one (1) Tiller Ladder Truck at Station 5, and one (1) BME Type 6 Wildland Engine at either Station 1 or Station 5. This deployment may change based on operational needs and the utilization of additional engines.

Proposals have been obtained from Golden State Fire Apparatus for a combined total of approximately \$4.86 million, including all taxes, fees, and discounts. Delivery is expected within 36 months for the Type 6, up to 51 months for the engines and up to 49 months for the tiller. Purchases will be made through Sourcewell and HGAC Buy cooperative contracts under Salinas City Code §12-27 through the recommended direct purchase and/or lease-purchase financing.

ATTACHMENTS:

Pumper Proposal Package
Type 6 Proposal Package
Tiller Proposal Package