



December 3, 2007

Honorable Mayor and
Common Council

Dear Honorable Mayor and Common Council Members:

The Fire Chief is requesting the City to waive formal bidding and instruct the City's Purchasing Agent to negotiate and sign an agreement with Pierce Fire Apparatus to purchase a 2008 Quantum Fire Pumper.

Since 2001 the City of Racine has waived bidding and purchased two Pierce Quantum Pumpers for use in protecting the citizens of Racine. There are a number of positive attributes to purchasing this pumper from Pierce. Those attributes include:

- Local supplier in the State of Wisconsin. Pierce Fire Apparatus is headquartered in Appleton, Wisconsin or about two hours north of Racine by freeway. Pierce is a subsidiary of Oshkosh Truck Corporation, which is known for their heavy transport vehicles frequently used by the United States Military.
- Knowledgeable sales and support staff locally. They have always made themselves available on very short notice to answer questions or meet on technical issues that occasionally arise.
- Technical Engineering – Pierce Fire Apparatus working with Oshkosh Truck has redesigned the suspension and braking system on the Quantum that reduces stopping distances 25% over our older Quantum apparatus. Movement of military engineering to civilian applications.
- Fire Apparatus built for Wisconsin weather. Hot, cold, rain, snow, sleet, ice and road salt is all part of the Wisconsin experience. Older fire department apparatus built by suppliers well south of Wisconsin have suffered major electrical issues due to corrosion in addition to problems with their paint. An engineering issue.
- Maintenance – when maintenance issues arise Pierce is quickly able to send their factory representatives and/or mechanics to us within a few hours of identifying a problem. This past year, we had an issue with a crack in a weld which was located in a non-critical area of Engine 9. The repair was quickly handled at no cost to the department in Pierce's facility near Weyauwega, Wisconsin. We were able to drive the rig to the repair facility and pick it up a few days later.
- Parts – with Pierce Fire Apparatus located in Appleton, they have a well-stocked warehouse of spare parts that can be acquired overnight, or depending on the severity of the failure, can be acquired the same day with a simple road trip to Appleton.

Therefore, it would be our most earnest recommendation, that formal bidding is waived and the purchasing agent be directed to negotiate and sign an agreement with Pierce on the acquisition of this pumper.

Respectfully submitted,

Steve Hansen