



City of Racine, Wisconsin

Sole Source, Public Exigency or Previous Provider Form for Professional Services

Department: **Fire Department**

Date: **December 15, 2015**

Supplier | Contractor:

**Reliant Fire Apparatus (Regional Representative)
Pierce Fire Apparatus Mfg. / Appleton, WI**

Procurement – In accordance with Sec. 46-28 of the City of Racine Code of Ordinances, professional services may be procured without bidding under certain circumstances.

Business Rationale

1. Provide detailed information about why you need to acquire these professional services:
Replace fire department apparatus that is approaching 20 year old as part of our ongoing Capital Improvement Project. This vehicle is at the end of its useful life expectancy.
2. Has your department procured these services in the past? **Yes**

If yes, who was the contractor/supplier and was the requirement competitively bid or sole source? What was the last date and price paid for the services?

Formal bidding was waived for the acquisition of Ladder Truck 1 in 2014. Pierce Fire Apparatus was the supplier through Reliant Fire Apparatus (Regional Representative). Cost of Ladder Truck 1 was approximately \$900,000

3. What are the unique qualifications this supplier/contractor possesses? Provide specific, measurable, qualifications/factors.

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 their vehicles thus reducing

stopping distances by at least 25% over older fire apparatus. Movement of military engineering technology 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. Pierce Fire Apparatus maintains an authorized Warranty Shop right here in the greater Racine Area, located near Interstate 94 & Highway 20, in addition to a heavy Pierce facility near Weyauwega, Wisconsin in addition to their Appleton location. We are able to drive the apparatus to the repair facility for repair or in a worst case scenario move the apparatus to Appleton via semi-truck transport easily if necessary..

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.

4. If a public exigency exists, please explain. Public exigency does not exist. **Delivery time frame for fire apparatus is approximately 11 months from date of order.**
5. Were alternative services evaluated? **Yes**

If yes, what were they and why were they unacceptable?

Please be specific with regard to features, characteristics, requirements, capabilities and compatibility.

Rosenbauer Fire Apparatus evaluated. Three different assembly plants involved in the production of the unit. No major parts or repair facilities in the area and the unit would need to be sent by rail or flatbed semi-truck back to Minnesota for any major repair work. Quality of the unit was average.

Emergency One Fire Apparatus evaluated. The unit is built in Florida. No major parts or repair facilities in the area and the unit would need to be sent by rail or flatbed semi-truck back to Florida for any major repair work. Quality of the unit was average.

6. What efforts were made to get the best possible price? **The price for this unit is average for the type of fire apparatus being purchased. By ordering the unit no**

later than January 22nd, 2016 we avoid a 3% increase in pricing which saves us approximately \$22,500

7. Will this purchase obligate the City to this supplier/contractor for future purchases, for example licensing or continuing need? **No**

If yes, please provide details regarding future obligations and/or needs:

8. Why is the price for this purchase of professional services considered to be fair and reasonable? **The price for this unit is average for the type of fire apparatus being purchased. By ordering the unit no later than January 22nd, 2016 we avoid a 3% increase in pricing which saves us approximately \$22,500**

9. Amount to be paid: **Actual \$749,970**

10. What will be the financial or other impact to your department if this source is not approved and a competitive bid is required? **Considerable delay in the acquisition of the unit, unknown pricing, unknown quality, unknown workmanship, and no local authorized repair facility in SE Wisconsin.**

Term

One time purchase

Source procurement begin date: **January 18, 2016**

Source procurement end date: **December 31, 2016**

Number of potential renewal options: **None required.**



Racine Fire Department
810 Eighth St, Racine WI 53403

December 15, 2015

Honorable Mayor and
Common Council

Dear Honorable Mayor and Common Council,

Since 2001 the City of Racine has waived bidding and purchased four Pierce Quantum Pumpers, one Heavy Rescue and one Aerial Ladder Truck for use in protecting the citizens of Racine from manmade and natural disasters. There were a number of positive attributes to purchasing this Quint 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 their vehicles thus reducing stopping distances by at least 25% over older fire apparatus. Movement of military engineering technology to civilian applications.
- Fire apparatus built for Wisconsin weather. Hot, cold, rain, snow, sleet, ice, and road salt are 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. Pierce Fire Apparatus maintains an authorized warranty shop right here in the greater Racine area, located near Interstate 94 & Highway 20, in addition to a heavy Pierce facility near Weyauwega, Wisconsin in addition to their Appleton location. We are able to drive the apparatus to the repair facility for repair or in a worst-case scenario move the apparatus to Appleton via semi-truck transport easily if necessary.
- 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.
- Pierce Fire Apparatus is a Wisconsin company and by waiving formal bidding we sustain jobs in Wisconsin.



Racine Fire Department
810 Eighth St, Racine WI 53403

Our experience with Pierce Fire Apparatus over the last fifteen years has been outstanding and positive. Therefore, it would be our most earnest recommendation that formal bidding is waived and the purchasing agent be directed to negotiate with Pierce on the acquisition of this Quint fire apparatus.

Respectfully submitted,

Steve Hansen, Fire Chief