



August 20, 2009

Honorable Mayor and
Common Council

Dear Honorable Mayor and Common Council:

The Fire Chief is requesting the City waive formal bidding, instructing the City's Purchasing Agent to negotiate and sign an agreement with Pierce Fire Apparatus in order to commit to ordering a 2010 Quantum Fire Pumper from Pierce Fire Apparatus Manufacturer, located in Appleton, Wisconsin.

We request to initiate this process now to avoid the significant price increase occurring January 1st, 2010. Sixty percent (60%) of the funding is available in account 989.300.5020, with the balance to be allocated in the 2010 Bonded Capital Outlay Program, as submitted in 2008.

Since 2001, the City of Racine has waived bidding and purchased three (3) 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, about two hours north of Racine, by freeway. Pierce is a subsidiary of Oshkosh Truck Corporation, known for their heavy-transport vehicles which are frequently used by the United States Military.
- **Knowledgeable and local sales and support staff.** 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, reducing stopping distances 25% over our older Quantum apparatus. Movement of military engineering to civilian applications.
- **Fire apparatus designed 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 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 fire 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.



City of Racine, Wisconsin

RACINE FIRE DEPARTMENT

- **Parts.** With Pierce Fire Apparatus located in Appleton, they have a well-stocked warehouse of spare parts which 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 with Pierce on the acquisition of this pumper.

Respectfully submitted,

Steve Hansen, Fire Chief