



Racine Fire Department
810 Eighth St, Racine WI 53403

August 10, 2016

Honorable Mayor and
Common Council

Dear Honorable Mayor and Common Council,

The Fire Chief is requesting permission for the City to proceed forward with waiving formal bidding, authorizing and directing the purchasing agent to negotiate and issue an Intent to Purchase letter with Reliant Apparatus/Pierce Fire Apparatus to acquire a new 2017 Pierce Quint Pumper/Aerial Truck (Quint 3) by October 15, 2016, with funding coming from the 2017 CIP budget after January 1, 2017.

For several years the replacement of Quint 3 has been in the City's 10 year Capital Improvement Plan (CIP). Quint 3 was purchased in 1998 and has exceeded its normal life expectancy of 15 years, by more than four years, based on industry standards. The unit is 19 years old and is becoming a maintenance and repair challenge.

At the present time the lead time for building and delivering new Quint 3 is fifteen months which would put delivery in December of 2017. In order to facilitate the building of new Quint 3 we are requesting the purchasing agent to issue an Intent to Purchase letter for the new quint no later than October 15th and negotiate payment to occur in January of 2017. This will allow us to also lock in pricing on the new quint as we have heard there is the potential for a three percent increase on new fire apparatus early next year.

A formal purchase order will follow on or after January 1, 2017.

Since 2001, the City of Racine has waived bidding and purchased four Pierce Quantum Pumpers, one Heavy Rescue, one Aerial Ladder Truck, and one Quint Unit 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.



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- 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.

Our experience with Pierce Fire Apparatus over the last sixteen 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