

10-4951

**Purchasing Department**

**Sam J. Aiello, C.P.M.**  
Purchasing Agent



City Hall  
730 Washington Avenue  
Racine, Wisconsin 53403  
(262) 636-9143  
Fax: (262) 636-9100

Honorable Mayor John Dickert and the  
Members of the Common Council  
730 Washington Avenue  
Racine, WI 53403

March 31, 2010

Ladies and Gentlemen:

Bids were taken for Official Notice #6, ONE (1) HEAVY DUTY RESCUE/HAZMAT EQUIPMENT TRUCK W/6 PERSON TILT CAB in the office of the Purchasing Agent on Tuesday, March 23, 2010 at 10:00 A.M. CDT. Bids were as follows:


| <u>Bidder</u>                | <u>SUM BID</u> |
|------------------------------|----------------|
| RNOW Fire Apparatus Division | \$434,161.00   |
| Pierce Manufacturing, Inc.   | \$493,484.00   |

These bids have been thoroughly evaluated by the Purchasing department and the Racine Fire department. The bid submitted by RNOW Fire Apparatus Division is found non-responsive in a number of significant bid specifications. The bid submitted by Pierce Manufacturing Company offered a number of options/deductions with their bid. These options/deductions from bid price are acceptable to the Racine Fire department and will bring the final price for the unit offered by Pierce Manufacturing to \$445,731.00.

The recommendation is to award this bid to Pierce Manufacturing at their final price of \$445,731.00

Funds for this expenditure are available in account 268.020.5820, FEMA FIRE GRANT-2009/2010 FV.

Respectfully Submitted,

  
Sam J. Aiello  
Purchasing Agent

Cc: Janice Johnson-Martin  
Chief Steve Hansen  
Lt. Angelo Puma



**RACINE FIRE DEPARTMENT**  
**Chief's Office: 262-635-7911**

March 31, 2010

To: Sam Aiello, Purchasing Agent

From: Steve Hansen, Fire Chief

*Recommendation on Award of the Heavy Rescue/Haz Mat Equipment Truck*

Good Morning Mr. Aiello;

The Fire Department in cooperation with you developed bid specifications for a replacement Heavy Rescue/Haz Mat equipment truck known on the Racine Fire Department as Special Teams 1. The replacement vehicle will be 80% funded from a FEMA Fire Act Grant EMW-2009-FV-02588, and 20% from the Fire Department's State Regional Hazardous Materials Fund.

In accordance with Federal Guidelines non-manufacturer specific bid specifications were developed and the bid specifications released by the Purchasing Department to a number of sources including the Internet. On March 23<sup>rd</sup>, 2010 at 10 am a bid opening event was held in the Purchasing Department conference room. Two bidders responded to our bid specification – Pierce Manufacturing of Appleton, Wisconsin and RNOW from West Allis, Wisconsin. It is our understanding that Seagrave Fire Apparatus declined to bid on the project at this time and you were notified by Seagrave of their intent not to bid.

Evaluation of the submitted bid proposals was carried out by the following Fire Department Personnel:

Fleet Maintenance Supervisor Pat Stevens

Captain Scott Pierce

Fire Chief Steve Hansen

***After an extensive review of the bid documents from March 23<sup>rd</sup> through March 30<sup>th</sup>, 2010 it is our recommendation that the bid of Pierce Manufacturing Incorporated of Appleton, Wisconsin most closely meets the bid specifications provided.***

Both bids had minor variations however the bid from RNOW had a number of significant deviations from the bid specification. In summary here is a summary of those deviations:

The Heavy Rescue/Haz Mat Equipment truck is intended to be a long term purchase with a life expectancy of at least 25 years if not more. In acquiring this vehicle we had two primary concerns: One the vehicle be manufactured in its entirety by one company to simplify short and long term maintenance issues that arise over the next 25 to 30 years. Second that the vehicle have adequate weight carrying capacity and heavy duty components that will allow the future addition of equipment to the vehicle 15, 20 or 25 years from now.

Significant Deficiencies noted in the RNOW bid are as follows

- Cab, Body, and Chassis are not manufactured by one builder. Spartan Metro Star Chassis and cab are built in Charlotte, Michigan with a Custom Fab and Apparatus Body

built in Marion, WI. Experience of the two builders cannot be verified and the bid specification had listed those requirements.

- Affirmative Action Plan Requirement not filled out or submitted. As provided by RNOW an affirmative action plan would need to be filled out by Spartan, and Custom Fab and Apparatus Body.
- Did not see an acknowledgement that a performance bond would be provided.
- Did not see a list of Authorized Service Facilities within 150 miles.
- Did not see a list detailing the availability of repair parts nor availability of parts for 20 years.
- No optional bid on Under Body compartments
- No notation or bid on providing the Thermo Imaging Camera
- Wil Burt 7-42 Mast. Location will cause problems for the transverse shelves in Drivers and Passenger Side compartment number 1. No options offered.
- Transmission EVS 3000 instead of EVS 4000 called for in specs. This transmission is lighter in duty that required in the specification.
- Alternator 320 Amp Leece Neville instead of 290 or 400 amp CE Neihoff Alternator.
- 300 days to build
- Warranty starts with delivery and not when placed in service.
- Gross Weight – 42,000# for RNOW vs. 49,800# for Pierce.
- Front Axle 18,000# vs. 22,800# for Pierce. Rear Axle 24,000# vs. 27,000# for Pierce
- Electronic Siren included but not requested in specs.
- Notation on page 56 compartment sizes are approximate sizes and may change with the chassis style, body style, and cab to axle distance.
- Coffin compartment sizes smaller than specification.

To reiterate our conclusion based on an extensive comparison of the two bid proposals is to recommend Pierce Apparatus Manufacturers of Appleton, Wisconsin.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Steve Hansen", written over a horizontal line.

Steve Hansen, Fire Chief

**2010 Pierce Heavy Rescue / Haz Mat Equipment Truck**

|  |                |
|--|----------------|
| Bid Price with performance bond and chassis discount         |                |
|  | \$ 488,228.00  |
| <b>Options/Deductions</b>                                    |                |
| Warranty 3 year F/R delete go with mfg warranty              | \$ (581.00)    |
| Replace Rear Air Ride with 27,000 Springs                    | \$ (2,040.00)  |
| Delete Splash Guards for Wheel Chocks                        | \$ (275.00)    |
| Remove cab tilt manual override and remote tilt mechanism    | \$ (370.00)    |
| Seats Inc SCBA instead of Bostrum                            | \$ (150.00)    |
| Seats Inc instead of Bostrum crew cab seating                | \$ (332.00)    |
| Delete auto lub system                                       | \$ (3,786.00)  |
| Delete MSA TIC / We purchase they install                    | \$ (10,560.00) |
| Delete built wiring diagrams/will receive std wiring diagram | \$ (7,053.00)  |
| Delete Wil Burt 7-42 and replace with 5-20                   | \$ (6,271.00)  |
| Delete Turtle Tile and purchase ourselves                    | \$ (1,853.00)  |
| Delete Weatherpak connectors / go with std Pierce Connectors | \$ (487.00)    |
| Delete special switch for red lighting                       | \$ (362.00)    |
| Delete LED lower perimeter lighting/go with std lighting     | \$ (1,229.00)  |
| Delete painting wheel rims on both sides/ do one side        | \$ (403.00)    |
| Delete 10 year paint warranty/go with std paint warranty     | \$ (6,745.00)  |

**\$ 445,731.00**