



# FIRE DEPARTMENT OPERATIONS DIVISION

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## MEMO

**TO:** Finance Committee Members  
**FROM:** Joseph Hoffman, Acting Assistant Chief  
**DATE:** March 21, 2015  
**SUBJECT:** Purchase of Pierce Quantum PUC 105' Aerial Ladder (Ladder Truck)

At the request of Acting Chief Howard, I have verified the cost savings that have been extended to the Fire Department by Pierce Fire Apparatus for the sole source purchase of a Pierce Quantum PUC 105' Aerial Ladder in the amount of \$979,670 to be purchased from Reliant Fire Apparatus of Slinger, Wisconsin.

The request to waive the formal bid process is being made in order to allow the Fire Department to take advantage of 2014 pricing structures and pricing breaks as outlined throughout the Finance Committee review of the City of Waukesha's 5-Year CIP (2016-2020) in preparations for the 2015 Budget. By purchasing the vehicle in this manner, the City would avoid approximately \$86,000 in additional costs if the unit was currently competitively bid by Reliant Fire. This is due to the action taken by staff and the vendor to lock the pricing in November, 2014 as described to the Finance Committee and the Common Council. This price lock avoided a 2015 product pricing increase and, as outlined in the contract, allows for discounts for chassis and aerial prepayment. Additionally, changes in the NFPA standards are projected to add \$20,000-\$50,000 in the apparatus and equipment to ensure compliance with the next revision of the standard due for publication in 2016. The purchase of this Pierce Fire Apparatus allows for continued fleet standardization in the Fire Department, which will ultimately lead to reduced maintenance costs, while continuing to support a State of Wisconsin manufacturer.

Staff requested that the vendor supply pricing history for similar fire apparatus that has been built by Pierce Fire Apparatus in the recent history. The following is a list of current units that are in process or have been recently delivered by Pierce that are 500 lb. tip load ladders with the similar base features (i.e. Quantum, PUC, 105' Steel Aerial). One item of note when comparing the pricing provided to the City, our ladder will be the first Quantum PUC 750 lb. tip load steel ladder. The 750 lb. is typical for aerials with buckets, or platforms on the end of the aerial. Staff recommends the increased capacity for an improved safety factor when working with two firefighters on the aerial or when making a rescue from the aerial.

Pierce Job #	Customer	Base Price	Final Price
28135	Pierce Stock Unit	\$ 897,149	\$ 942,006
27451	Jollyville FD, Austin Texas	\$ 984,822	\$ 1,034,063
25211	Richmond, Virginia	\$ 893,667	\$ 938,350
28249	Portland Oregon	\$ 1,000,000	\$ 1,050,000
28885	National City, California	\$ 948,766	\$ 996,204
26283	Marblehead, Massachusetts	\$ 1,055,404	\$ 1,108,174
27232	Wauwatosa, Wisconsin	\$ 934,923	\$ 981,669

If there is any additional information that you would like before the meeting or if you have any questions, please feel free to contact me. Staff will be at the meeting to answer any questions. Thank you for your consideration on this matter.

