

1 **BILL NO. S-14-10-06**

2 **SPECIAL ORDINANCE NO. S-_____**

3 **AN ORDINANCE** approving the awarding of
4 **PURCHASE OF ONE (1) PIERCE ARROW-XT**
5 **105' HEAVY DUTY AERIAL LADDER, STOCK**
6 **#27391 by the City of Fort Wayne, Indiana, by and**
7 **through its Department of Purchasing and**
8 **PIERCE MANUFACTURING INC. for the FORT**
9 **WAYNE FIRE DEPARTMENT.**

10 **NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL**
11 **OF THE CITY OF FORT WAYNE, INDIANA;**

12 **SECTION 1.** That **PURCHASE OF ONE (1) PIERCE ARROW-XT 105'**
13 **HEAVY DUTY AERIAL LADDER, STOCK #27391** between the City of Fort
14 **Wayne, by and through its Department of Purchasing and PIERCE**
15 **MANUFACTURING INC. for the FORT WAYNE FIRE DEPARTMENT,**
16 **respectfully for:**

17 **purchase of one (1) Pierce Arrow-XT 105' Heavy Duty Aerial**
18 **Ladder, Stock #27391;**

19 **involving a total cost of EIGHT HUNDRED FORTY-EIGHT THOUSAND, FIVE**
20 **HUNDRED EIGHTY AND 00/00 DOLLARS - (\$848,580.00) all as more**
21 **particularly set forth in said PURCHASE OF ONE (1) PIERCE ARROW-XT**
22 **105' HEAVY DUTY AERIAL LADDER, STOCK #27391 which is on file in the**
23 **Office of the Department of Purchasing, and is by reference incorporated**
24 **herein, made a part hereof, and is hereby in all things ratified, confirmed and**
25 **approved.**

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SECTION 2. That this Ordinance shall be in full force and effect
from and after its passage and any and all necessary approval by the Mayor.

Council Member

APPROVED AS TO FORM AND LEGALITY

Carol Helton, City Attorney



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September 3, 2014

Chief Eric Lahey
City of Fort Wayne Fire Department
1 E. Main Street
Fort Wayne, IN 46802

Subject: **Proposal for One (1) Pierce Arrow-XT 105' Heavy Duty Aerial Ladder,
Stock #27391, with modifications as noted**

Dear Chief Lahey,

With regard to the above subject, please find attached our completed proposal.

Pricing Summary:

Sale Price – **\$848,580.00**

Modifications to Stock Unit Included in Sale Price:

- Graphics per Paint the Town quote (includes removal of existing graphics)
- David Clark headset system
- Roof ladder bracket at base
- Pike pole bracket at fly
- Axe bracket at fly
- Stokes box at base
- EMS cabinet, lighting and one (1) shelf
- "Hands Free" SCBA brackets in cab, three (3)

Terms and Conditions:

Taxes – Not Applicable
Freight – F.O.B. – Fort Wayne, IN
Terms – Net due upon factory exit.
Delivery – 30 - 60 days from receipt and acceptance of contract

Stock units are subject to prior sale.





PERFORM LIKE NO OTHER[®]

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or international conflicts, or other causes beyond our control not preventing, could alter the delivery schedule.

The specifications herein contained, shall form a part of the final contract, and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

This proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications.

The attached proposal is valid for 30 days. Stock Units are subject to prior sale.

We trust the above and the enclosed to be full and complete at this time; however, should you have any questions or require additional information; please do not hesitate to contact me at **317-557-2727 cell or gdavis@gep3.com email.**

We wish to thank the City of Fort Wayne for the opportunity to submit our bid.

Respectfully,

Garry Davis
Sales Manager-Indiana

COUNCIL DIGEST SHEET

Enclosed with this introduction form is a tab sheet and related material from the vendor(s) who submitted bid(s). Purchasing Department is providing this information to Council as an overview of this award.

RFPs & BIDS

Bid/RFP #	N/A
Awarded To	Pierce Manufacturing, Inc.
Amount	\$848,580.00
Conflict of interest on file?	☒ Yes ☐ No
Number of Registrants	
Number of Bidders	
Required Attachments	

EXTENSIONS

Date Last Bid Out	
# Extensions Granted To Date	

SPECIAL PROCUREMENT

Contract #/ID (State, Federal, Piggyback--Authority)	City of Lafayette, IN Apparatus Contract - \$908,500 City of Oak Brook, IL Apparatus Contract - \$882,333
Sole Source/ Compatibility Justification	Unique opportunity for savings

BID CRITERIA *(Take Buy Indiana requirements into consideration.)*

Most Responsible, Responsive Lowest	☐ Yes ☐ No <i>If no, explain below</i>
If not lowest, explain	Unique opportunity for savings.

COUNCIL DIGEST SHEET

COST COMPARISON

<i>Increase/decrease amount from prior years For annual purchase (if available).</i>	Previous ladder truck was \$914,571. This is a decrease in cost By \$65,991.
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DESCRIPTION OF PROJECT / NEED

<i>Identify need for project & describe project; attach supporting documents as necessary.</i>	Scheduled replacement of apparatus.
	The new ladder truck will be replacing a Pierce 2001 100' aerial stick.
	Due to the age of our current fleet, we are experiencing unprecedented failures
	which resulted in multiple apparatus being out of service simultaneously.

REQUEST FOR PRIOR APPROVAL

<i>Provide justification if prior approval is being requested.</i>	

FUNDING SOURCE

<i>Account Information.</i>	Master Lease



CITY OF FORT WAYNE

THOMAS C. HENRY, MAYOR

Fire Department • Eric Lahey, Fire Chief

September 17, 2014

Members of the Common Council,

The Fort Wayne Fire Department is requesting your approval for the purchase of a Pierce Arrow XT 105' Heavy Duty Aerial Rear Mounted Ladder Truck (stock #27391). The cost of this truck with modifications will be \$848,580.00. This truck is a "demo" model that if purchased new would cost \$1,025,782.21 and would take at least 12 months to build.

In comparison, the Village of Oak Brook, Ill. recently purchased a Pierce Arrow XT 105' Heavy Duty Aerial in June of last year and paid \$908,700.00. Pierce estimates their annual price increase to be between 3-3.5%.

The truck that you approved for purchase in July cost the city \$908,500 the difference in price between this truck and the last one can be attributed to the style of aerial apparatus. This truck does not have an aerial platform or bucket; Instead it has a "straight stick". An aerial platform allows firefighters to operate from the safety of the bucket while an aerial stick allows for a faster means of rescue or egress. In a city of our size it is beneficial to have aerial platforms as well as the straight stick; diversity in our types of aerials offers us more flexibility at the scene of an emergency.

Within the Fort Wayne Fire Department, we have 4 ladder trucks (Truck 1, Truck 12, Truck 15 and Truck 19) as well as the Quint, which operates as a truck and an engine. This new ladder truck will replace the truck that is currently assigned to Station 12, which is located at 6901 South Anthony. Truck 12 is a 2001 Pierce 100' straight stick.

Although nothing changed in the 5 year inspection process, earlier this summer, we experienced an unprecedented amount of failure with our trucks. The purchase of this second demo truck in 2014 will bring our truck fleet back to what I believe is a reasonable level of service. This will be a welcome relief as I look to increase the role of our ladder crews in the emergency response to the city.

Once the new truck is placed into service, the 2001 100' Pierce truck will be utilized as a reserve piece of equipment, which will be used to fill in while one of our front line trucks is out of service for repairs or scheduled maintenance.

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CITY OF FORT WAYNE

THOMAS C. HENRY, MAYOR

Fire Department • Eric Lahey, Fire Chief

The advantages of a demo truck are the cost savings the city will realize and the time of delivery. We will be able to place this truck into service in just a few months as opposed to the year it would take if we ordered one. It is being purchased from Pierce Manufacturing through its Indianapolis dealership Global Emergency Products. The funding source for this purchase will be the master lease. I thank you in advance for your consideration regarding this purchase.

If you have any questions about any of the above information, please feel free to contact me at any time at ext. 5489.

Sincerely,

A handwritten signature in cursive script that reads "Eric Lahey".

Eric Lahey

Fire Chief

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