

May 5, 2010

To: Fairfield City Council  
Re: Purchasing fire apparatus

On April 2, 2010, we sent out two different "Request for Proposal" to four different vendors for replacement of our 1987 Ford Toyne Pumper. In addition we sent out to five different vendors requests for replacement of our 1982 Ford Tanker.

They were sent to the following:

Heiman Brothers Inc of Lyons South Dakota, Representing Central States  
Alexis Fire of Alexis Ill.  
Clarey's Safety Equipment of Rochester, MN, representing Pierce  
Toyne Fire of Breda Iowa  
Midwest Fire of Luverne, Minnesota

The truck committee and I opened the sealed proposals on April 21, 2010, at 7:00 P.M. at the fire station with the following results:

Pumper

Heiman Brothers for Central States	\$321,613.00	delivery in 365 days
Clarey's Safety for Pierce	\$316,521.00	delivery in 6 months
Alexis Fire	\$315,842.00	delivery in 330 days
Toyne Fire	\$313,654.00	delivery in 280 days

Tanker

Heiman Brothers for Central States	\$210,824.00	delivery in 295 days
Alexis Fire	\$207,218.00	delivery in 330 days
Clarey's Safety for Pierce	\$189,280.00	delivery in 160 days
Toyne Fire	\$213,531.00	delivery in 280 days
Mid West Fire	\$186,854.00	delivery in 60-75 days

We have looked over all the different proposals and have met on three occasions to go over the advantages and disadvantages of each. Our goal was to find the right apparatus to serve the department now and in the future. With this in mind, we would like to recommend to the council to accept the proposal from Clarey's Safety Equipment for the pumper for \$316,521.00 and to accept the proposal from Mid West Fire for the tanker for \$186,854.00.

The committee felt both fit our needs and both had the shortest delivery time frame. Pierce Manufacturing is the largest Manufacture of fire apparatus in the United States and is a single source builder. Midwest Fire concentrates on building mostly tankers and tanker pumpers. Both have excellent references, and are only offering apparatus' that comply with 2009 NFPA standards. Pierce also offers 24/7 support.

Midwest is adding 2 years of service on the truck at our station since it is a demo unit and will have some miles on it when it arrives. The manufactures warranty does not start until we would take possession of the unit and it will save the city \$4000.00.

The total cost for both units would cost the city \$503,375.00. This is over \$3,375.00 of my original estimate of \$325,000.00 for the pumper and \$175,000.00 for the tanker totaling \$500,000.00. The pumper came in under estimate but making the tanker 3000 gallon instead of 2000 gallon took the price over the \$175,000.00 estimate. There will not be any pre-payment cost on the pumper From Pierce, how ever Midwest Fire is asking for \$5000.00 after signing a contract to hold the tanker. The reason for asking for a 3000 gallon tanker instead of 2000 gallon tanker has been my experience that the extra 1000 gallon will give us the needed time to make the runs back to town to refill and return keeping the firemen safer.

If we are able to acquire both units we would have to make some decisions as what to do with our current vehicles. I have spoke with Darrell Bisgard and Ken Goehring about the tanker. Darrell would like to have the 1500 gallon tank and Ken would like to have the Ford chassis. Engine 10 could be advertised for sale either in Iowa Firefighters newspaper or on the internet. In addition in order to make everything fit and to make the station more functional, I would also recommend that we try to sell our 1980 Aerial. We have kept it after purchasing our 2006 85 foot platform with the intention of placing it at the airport in a heated building but they did not receive the grant they applied for. I do not know the market value of these two trucks.

Respectfully Submitted,

Ralph J. Hickenbottom  
Fairfield Fire Chief