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2412 CHEROKEE RD  
AUGUSTA, GA. 30904  
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# BOB GAY FIRE ENGINES

August 3, 1998

AUGUSTA-RICHMOND PURCHASING DEPT.

DEAR CYNTHIA REFERENCE BID #98-154 5 FIRE PUMPERS (CENTRAL STATES BID)

WE ARE OFFERING THE FOLLOWING DEUCTIONS AND FASTER DELIVERY USING THE FOLLOWING DELIVERY DATES.

WE CAN DELIVER THE FIRST PUMPER IN FEB. 1999

WE CAN DELIVER THE SECOND UNIT IN MARCH 1999

WE CAN DELIVER THE THIRD UNIT IN APRIL 1999

WE CAN DELIVER THE FOURTH UNIT IN MAY 1999

WE CAN DELIVER THE FIFTH UNIT IN JUNE 1999

AMERICAN LA FRANCE HAS AGREED WITH CENTRAL STATES TO NOT CHARGE YOU THE \$ 7900.00 INTEREST PER CHASSIS WHILE TRUCK IS BEING BUILT, THEREFORE THIS WILL REDUCE THE COST TO AUGUSTA-RICHMOND \$ 7900.00 PER UNIT THIS WILL CHANGE OUR PRICE TO \$239,871.00 PER UNIT.

THE TOTAL COST WILL THEN BE \$ 1,199,355.00 DELIVERED.

EACH UNIT WOULD THEN BE PAID FOR ON DELIVERY AND EXCEPTANCE.

NO EARLY PAYMENT OF CHASSIS IS REQUIRED TO GET THE \$7900.00 PER UNIT DEDUCTION.

ALSO AMERICAN LA FRANCE EXTENDS AN INVITATION TO FLEET MANGEMENT, PURCHASING , THE FIRE CHIEF AND FIRE COMMITTEE TO SEND A MEMBER OF EACH GROUP , AT OUR EXPENSE TO INSPECT OUR FACTORY AND OBSERVE THE BUILDING OF THE AMERICAN LA FRANCE CHASSIS .

WE WILL PROVIDE , RENTAL VAN, DRIVER, OVERNITE MOTEL LODGING AND MEALS AT THE FACTORY LOCATED IN CLEVELAND NC.

THIS TRIP IS AVAILABLE NOW, AND DOES NOT OBLIGATE YOU WHATSOEVER.

PLEASE ADVISE, AS I NEED TO GIVE THEM A 24 HOUR NOTICE.

SINCERELY ,

*Bob Gay*  
BOB GAY

CC: HARRY SEDELL

*Specin Grand Jury*

*666-1*

# ADD TO AGENDA

10/12/98  
Committee  
Meeting

APPROVED  
OCT 20 1998  
(AUGUSTA-RICHMOND COUNTY COMMISSION)

AGENDA ITEM  
(To be completed by Clerk of Commission)

RECEIVED  
SEP 04 1998

AUGUSTA-RICHMOND COUNTY  
ADMINISTRATOR'S OFFICE

TO: Finance Committee/Commissioners  
Charles "Randy" Oliver, County Administrator

FROM: Ronnie Few, Fire Chief *RF*

DATE: September 3, 1998

SUBJECT: Motion to award a purchase order for five (5) fire suppression pumper trucks for the Fire Department a total cost of \$ 1,249,995.00 (Bid # 98-154).

CAPTION: Motion to award a purchase order for five (5) fire suppression pumper trucks for the Fire Department a total cost of \$ 1,249,995.00 (Bid # 98-154).

BACKGROUND: In performance of the duties of the Fire Department, the pumper trucks are used as front line emergency response units.

Fire suppression pumper trucks have a normal life expectancy of 15 years and twelve of the Department's twenty-five trucks currently exceed this life expectancy.

Due to the advanced age of the equipment, reliability has become an issue as replacement parts are becoming more difficult to locate. The Department cannot ensure maximum equipment readiness for emergency support throughout the City/County.

ANALYSIS: The Fleet Manager submitted a request for bids through the Purchasing Department to fourteen (14) fire apparatus vendors. Five vendors failed to return bids, three vendors returned "no-bid" and six vendors supplied bid quotes.

The Fire Department Research & Development Committee studied all of the specifications of each of the six submitted bids and the committee feels that the Pierce Quantum pumper truck offered by Harless Fire Equipment, best meets all the bid requirements.

Historical performance data from actual operation of like equipment operated in the City of August, shows that two Pierce pumper trucks that the City currently uses, 1991 and 1995 model years, have provided outstanding service with minimal equipment downtime.

Harless Fire Equipment is \$ 2,220 per unit higher than the lowest bidder, Bob Gay Fire Engines, but the equipment offered by Harless is the top-of-the-line model offered by Pierce and would best serve the City/County needs. Typically, the Pierce Quantum sells for \$ 292,070.00 for a singular purchase and due to the manufacturer wishing to develop

*Special bond July III-1*

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a stronger market in this portion of the county, additional sales concessions beyond the multiple bid price has been made of \$ 16,000 per truck. The bid price of \$ 249,991.00 is well below normal expected prices for a machine of this caliber.

**FINANCIAL IMPACT:** Funding for the procurement has been budgeted, and funds are available in the account 5511. The equipment when delivered in 1999 will be leased for seven years through the Georgia Municipal Association (GMA).

**ALTERNATIVES:**

1. Approve the award to Harless Fire Equipment Company for 5 each Pierce Quantum pumper trucks for \$ 1,249,955.00.
2. Approve the award to Harless Fire Equipment Company for the alternate bid of 5 each Pierce Dash pumper trucks for \$ 1,214,955.00.
3. Approve the award to the lowest bidder, Bob Gay Fire Engines for 5 each American LaFrance JPMS pumper trucks for \$ 1,238,855.00.
4. Do not approve request and hamper the effectiveness of the Department.

**RECOMMENDATION:** Approve award to Harless Fire Equipment Company for 5 each Pierce Quantum pumper trucks for \$ 1,249,955.00.

DEPARTMENT  
DIRECTOR: Chief N. Lewis

FUNDS ARE AVAILABLE IN THE  
FOLLOWING ACCOUNTS:

12-5511-00-0296

COUNTY  
ADMINISTRATOR: Charles R. Owen  
10/12/98

FINANCE: [Signature]  
10/12/98

**COMMITTEE ACTION:**

*Special Grand Jury  
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