



**Town of Falmouth**  
**Fire-EMS Department**  
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## **INTEROFFICE MEMORANDUM**

**TO:** Nathan Poore, Town Manager  
**FROM:** Chief Howard Rice, Falmouth Fire-EMS  
**CC:** Robert Boschen, Finance Director  
**DATE:** March 26, 2013  
**RE:** Proposed Purchase of Replacement Pumper

Falmouth Fire-EMS has recently completed a formal bid process for a replacement pumper for our 1990 Fire Engine (currently Engine 1). A formal bid request was sent out to 7 vendors on February 8<sup>th</sup> and on March 7<sup>th</sup> we held a public bid opening and received 2 proposals from 2 vendors.

In our bid specification we stated that we were looking for a truck with nearly identical specifications to our fire engine purchased in 2011. The only minor differences were a change in the location of the rear hose line, a slightly larger generator, and the addition of upper storage (called coffin storage) on the back body of the truck. The plan back when the demo fire engine was purchased in 2011 was to start a 5-year plan of moving equipment off of the heavy rescue truck and onto the new pumper at Central Station. The intent was that hopefully the transition would be positive enough to allow us to phase out the heavy rescue and then replace two trucks with one with the purchase of the next fire engine. The 2011 fire engine has been so successful at Central Station that we were able to move nearly all of the equipment to the new truck and take the heavy rescue out of service 3 years ahead of schedule.

For the remaining few pieces of equipment that do not currently fit on the 2011 fire engine, coffin storage was added to the design for the next engine. This new engine, to be stationed at Central Station will hold all of the tools that the current engine does plus more hazmat supplies and the ice and water rescue supplies. The current Engine 2 would be moved to Station 1 and become Engine 1.

Reasons that were used in 2011 to eliminate bids were written into the 2013 specifications: Age of truck, winch capability, top storage, engine size, length, and smaller axle weight rating. This most likely eliminated some vendors from submitting bids. While specific for features, our bid specification was not written for any particular vendor.

### **Review Process:**

All of the 7 vendors that were sent bid proposals in 2011 were sent one in 2010. The two vendors submitting bids by the bid deadline were Sutphen (from Dingee Machine) and E-One (from Greenwood Emergency Vehicles). Incidentally, these two manufacturers were the finalists in 2011 when we selected the Sutphen.

Sutphen bid the exact make and model as the truck we purchased in 2011, with the minor changes requested. The proposal is basically a stock Series S2 model truck, with our requests of coffin storage, generator, winch, foam system, electric cord reel, and light tower added in. It was the practice in 2011 and again in 2013 to not purchase a fire engine that has many customized parts specific to Falmouth. We wanted a stock truck with the add-ons. The Sutphen Series S2 stock truck is used by cities across the country such as Hartford, CT. The price for the Sutphen model with all of our requested options is \$ 426,295.

E-One bid a slightly different truck than requested. Our proposal was very clear about cab type, engine, pump size, tank size, and overall features. E –One submitted a quote for an engine with a different cab type (not 10” raised as requested) and did not include the top coffin storage. The E-One dealer was contacted and asked to add those items into the original quote. When the requested options were added in the adjusted price is \$414,689.

In addition to the two vendors that submitted proposals, two other vendors who did not submit bids were contacted. Both have recently sold apparatus in our area and were contacted to provide estimates for Falmouth. Pierce Manufacturing (Minuteman Fire Apparatus) recently sold an engine to South Portland and Seagraves (Fleetmaster Fire Apparatus) is currently under contract with the City of Portland to provide fire apparatus for 5 years. They both were contacted and asked to submit an estimate for a new engine in Falmouth.

Pierce submitted a detailed proposal and I met with the representative to review it. The Pierce proposal was very similar engine to the Sutphen proposal for a price of \$430,600.

Seagraves did not have an exact estimate but when I spoke to them they stated that the Portland engines both cost around \$585,000 in 2011 and the exact engine today would be over \$600,000. While Seagraves typically makes stainless steel bodies, they could make an aluminum one (as requested in our bid spec). Their estimate was \$500,000 for a base model with increases for various options such as light tower, generator, foam, etc. While our truck bid does not include a lot of bells and whistles, it is not a base model as we want the light tower, generator, foam system, and storage which would drive the cost well above \$500,000.

### **Recommendation:**

After comparing the 4 proposals Falmouth Fire-EMS wishes to purchase a 2013 Sutphen S2 Shield pumper at a price of \$426,295. This pumper would be the exact match for our current Engine 2 which we have all been extremely pleased with since it arrived in 2011. It is unusual to find a department where there is 100% approval for a new fire engine as many firefighters have their preferences. Since we purchased the 2011 I have not heard any complaints about it. I think a nearly exact duplicate makes sense in terms of recent member satisfaction and positive history, and also with the layout. It has been a goal for the past few years to try to streamline all of our fire apparatus so that they carry similar tools in similar locations. With this new truck, the tools on Engine 1 and Engine 2 could be in the exact same place. This would make it much easier for firefighters who use both trucks.

In addition to the \$426,295 cost of the truck Falmouth Fire-EMS would need to spend an additional \$13,000 to cover costs including radios, lettering, hand tools, hand lights, and other tools and adapters. This is less than the \$22,000 needed in 2011 since we already have purchased new hose and nozzles for Engine 1 over the past few years and will carry this equipment over to the new truck. We will also carry over tools such as the thermal imaging camera, multi-gas meter, and blitz-fire portable deluge gun.

In 2011, the 2010 demo fire engine cost \$382,000 for the truck itself and a total of just under \$400,000 with needed fit-up equipment. The cost increase over the 2010 demo truck is due in large part to new emissions standards over the past 3 years and a very slight change in design (adding the top storage).

The CIP has a budget of \$495,000 (\$520,000 less a trade-in amount of \$25,000 for a replacement of the current Engine 1) in FY2015. Purchasing this proposed new engine and fit-up equipment now for \$439,295, plus selling the 1990 fire engine and 2002 heavy rescue for a combined estimated price of \$45,000 will have an estimated net cost of \$395,000, or \$100,000 under the CIP budget.

Funds Available in CIP:

CIP Engine (less \$25k trade)	\$ 495,000
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Total Anticipated Funds Needed:

Cost of New Engine	\$ 426,295
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Cost of Engine fit-up	\$ 13,000
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Total Anticipated Costs	\$ 439,295
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Less Receipts from Sale of 2 Trucks	\$ - 45,000
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Anticipated Funds Needed	\$ 395,000
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Estimated Savings	\$ 100,000
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**Conclusion:**

The Sutphen Series S2 engine proposal meets all of our desired needs and we feel that it will serve the Town of Falmouth well for the next 20 years. It has the versatility to perform as the busiest engine in the fleet at Central Station and the compartment space and layout will enable us to carry all of our desired equipment and allow us to sell the 1990 engine and the 2002 heavy rescue truck. I recommend purchasing the Sutphen for \$426,295.