

**NOTICE OF INTENT** to Award Contract under a National Cooperative Purchasing Agreement General Purpose and Emergency Vehicles Pierce Manufacturing Inc. Wisconsin.

The Borough of Palmyra intends to participate in the Houston-Galveston Area Council-H-GAC contract for Pierce Fire Apparatus Contract FS 12-15 to purchase a 100ft Aerial Mid-mount Ladder Truck. Information regarding the contract may be found at the Borough of Palmyra, Finance Department, 20 W Broad Street, Palmyra, New Jersey 08065 during regular business hours as well as on the Borough's website [www.boroughofpalmyra.com](http://www.boroughofpalmyra.com) and the Houston-Galveston Area Council website at [www.hgacbuy.org](http://www.hgacbuy.org); and the Borough of Palmyra joined the HGAC contract on September 18<sup>th</sup>, 2017, ILC Number 17-6262. The HGAC contract terms are FS12-15 contract term December 1, 2015 – November 30<sup>th</sup>, 2017. It is the intent of the governing body of the Borough of Palmyra to make a contract award to Pierce Manufacturing Inc. Wisconsin, pursuant to the proposal submitted in response to HGAC Request for Proposals. The Borough of Palmyra is permitted to join national cooperative purchasing agreements under the authority of N.J.S.A. 52:34-6.2(b) (3). Comment Period Ends: November 3<sup>rd</sup>, 2017.

**BY ORDER OF THE BOROUGH COUNCIL OF THE BOROUGH OF PALMYRA.**

Doretha R. Jackson  
Acting Municipal Clerk  
Borough of Palmyra

PIERCE MANUFACTURING INC.

AN OSHKOSH CORPORATION COMPANY • ISO 9001 CERTIFIED

2600 AMERICAN DRIVE  
POST OFFICE BOX 2017  
APPLETON, WISCONSIN 54912-2017  
920-832-3000 • FAX 920-832-3208  
www.piercemfg.com



September 8, 2017

Borough of Palmyra  
John J Gural, CPM  
Borough Administrator  
20 W. Broad Street  
Palmyra, NJ 08065

Dear Mr. Gural,

Thank you for your interest in purchasing Pierce fire apparatus through the Houston-Galveston Area Council (HGAC) cooperative purchasing program.

This letter serves as the quote under the HGAC Contract FS12-15. Based upon your specifications a quote was developed. For this unit, we used the base model TA06- AXT 100' MMPAL. Pursuant to the regulations established under the HGAC program, the base model chassis was modified to a Velocity Chassis to meet your departmental requirements.

**Pierce is offering an HGAC quoted price of \$994,140.00 for the unit. \*Note -The price of this unit includes a pre-payment discount of \$12,391.00 which would require the Borough of Palmyra to make a pre-payment of \$425,000.00 six (6) months prior to completion. The balance, \$569,140.00 is due upon completion and final inspection at Pierce Mfg. in Appleton, WI. If the pre-payment of \$425,000.00 is not executed than \$12,391.00 will be added to \$994,140.00 above on the final invoice for a total of \$1,006,531.00.**

**\*Note-The HGAC FS12-15 contract is set to expire on November 30, 2017. This order must be submitted and accepted by Pierce Mfg. on or before this date. If the order is not received and accepted by this date, a new HGAC proposal will need to be created under the new contract which will include an anticipated 3% price increase.**

**This apparatus has a delivery time of 11.5-12 months from receipt of the purchase order.**

**A Performance Bond will be issued by Pierce Mfg. for the full amount of the apparatus (\$1,006,531.00) regardless of the pre-payment discount taken.**

Borough of Palmyra  
HGAC/Pierce Proposal  
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HGAC pricing is approximately 3.5 to 4% lower than Public Bidding or State Contract.. This is due to the manufacturer passing on additional discounts to HGAC because of the extra volume it creates. If this unit was bid it would be approximately \$40,000.00 higher plus additional costs on your behalf for Attorney review of specifications, bids and contract preparation.

NJ State Contract on fire apparatus is set to expire on November 30, 2017 and will not be renewed. Even if it was still in effect (or renewed) there is no base model specification for a 100' Mid Mount Aerial on State Contract.

With the HGAC process, since the terms of the agreement have already been negotiated between the vendors and HGAC, **there is no need for a separate contract, just a PO made out to the apparatus manufacturer, issued by you, the customer.** The sales organization would then fax a copy of the official HGAC pricing worksheet along with a copy of the Purchase Order to the HGAC where they would issue an order confirmation. The sales organization would then send the original PO to the manufacturer and your order would be booked. We would also provide you a copy of the official HGAC pricing worksheet for your records.

If you have any further questions please do not hesitate to contact your local sales organization, Fire & Safety Services, Ltd. or your area sales representative, Ed Miller @ 856-904-3938.

Very truly yours,

*David McAlice*

David McAlice  
Regional Vice President – East Region



| Pride Number | Qty | Description   | Published Options | Unpublished Options |
|--------------|-----|---|-------------------|---------------------|
| 106          | 1   | TAK-4 Suspension                                      | \$13,105.00       |                     |
| 113          | 1   | Aluminum Wheels, Front                                | \$2,010.00        |                     |
| 115          | 1   | Aluminum Wheels, Tandem Axle                          | \$4,617.00        |                     |
| 124          | 1   | Additional Air Tank                                   | \$374.00          |                     |
| 125a         | 1   | Brake Fittings- Compression Type                      | \$352.00          |                     |
| 130          | 1   | Detroit DD13 450 to 525                               | \$9,692.00        |                     |
| 134          | 1   | Exhaust Extension Nederman                            | \$290.00          |                     |
| 148          | 1   | Safety System   | \$9,832.00        |                     |
| 171          | 1   | Upgrade- Arrow XT to Velocity                         | \$21,031.00       |                     |
| 177          | 4   | Spare Radio Wiring                                    | \$472.00          |                     |
| 178          | 1   | Radio w/weatherband                                   | \$1,227.00        |                     |
| 195          | 1   | Kussmaul Charger                                      | \$1,770.00        |                     |
| 200          | 1   | Auto-Eject 20A  | \$526.00          |                     |
| 208          | 6   | 12V LED Scene   | \$7,638.00        |                     |
| 209          | 1   | 12V LED Flood Brow Light                              | \$2,048.00        |                     |
| 244          | 8   | Adjustable Compartment Shelves                        | \$1,584.00        |                     |
| 247          | 2   | Slide-Out Floor Tray                                  | \$1,510.00        |                     |
| 248          | 2   | Adjustable Slide-Out Tray                             | \$1,674.00        |                     |
| 250          | 2   | SCBA Cylinder Storage in Fender Panel (Single)        | \$1,302.00        |                     |
| 251          | 2   | SCBA Cylinder Storage in Fender Panel (Double)        | \$1,714.00        |                     |
| 263          | 2   | Delete- Preconnect 1.5" w/2.0" Plumbing               | (\$4,864.00)      |                     |
| 270          | 2   | Delete- 2.50" Discharge                               | (\$3,518.00)      |                     |
| 273          | 1   | Delete- LDH Side Discharge w/valve                    | (\$4,589.00)      |                     |
| 344          | 1   | Q2B Siren   | \$3,805.00        |                     |
| 348          | 1   | Traffic Directing Light Bar                           | \$1,994.00        |                     |
| 358          | 1   | Hydraulic 10KW  | \$22,841.00       |                     |
| 375          | 4   | 120V 150W LED Pedestal                                | \$8,688.00        |                     |
| 514413       | 1   | Light, Marker End Outline, Rubber Arm, LED Marker     |                   | \$232.65            |
| 13949        | 2   | Enclosure Reel, with Reel Access Door                 |                   | \$856.52            |
| 10592        | 1   | Delete- Tank, Water, 300 Gallon, Poly, mid-mount      |                   | (\$7,165.91)        |
| 78308        | 1   | Delete- Pump, Waterous, S100, 1500 GPM, S/S           |                   | (\$26,245.53)       |
| 4517         | 1   | Delete- Valve- Relief Intake, Elkhart                 |                   | (\$2,357.53)        |
| 546803       | 1   | Delete- Controller, Pressure, Class 1 TPG             |                   | (\$2,924.70)        |
| 19146        | 1   | Delete- Plumbing, Midmount Aerial                     |                   | (\$13,948.82)       |
| 23722        | 1   | Delete- Tank to Pump, (1) 3" Valve plumbing, Electric |                   | (\$1,566.04)        |
| 4907         | 1   | Delete- Outlet, 1.50" Tank Fill, Electric             |                   | (\$2,141.81)        |
| 19055        | 1   | Delete- Outlet, LS, 2.50", MMPAP                      |                   | (\$1,588.00)        |
| 19062        | 1   | Delete- Outlet, RS, 2.50" MMPAP                       |                   | (\$1,588.00)        |
| 20665        | 2   | Control, Outlets, Electric, midmount                  |                   | (\$3,133.17)        |
| 9406         | 1   | Delete- Waterway Outlet & Control, 4" Akron Elec.     |                   | (\$1,571.17)        |
| 591145       | 1   | Delete- Hose Restraint, Crosslay/Deadlay, top & ends  |                   | (\$300.33)          |
| 62586        | 1   | Delete- Gauge, Water Level, Class 1                   |                   | (\$488.16)          |

|                                   |           |                     |               |
|-----------------------------------|-----------|---------------------|---------------|
| <b>Base Bid</b>                   | <b>\$</b> | <b>963,336.00</b>   |               |
| <b>Published Options</b>          | <b>\$</b> | <b>107,125.00</b>   |               |
| <b>Total Published Options</b>    | <b>\$</b> | <b>1,070,461.00</b> |               |
| <b>Unpublished Options</b>        | <b>\$</b> | <b>(63,930.00)</b>  | <b>-5.97%</b> |
| <b>Total Options w/o HGAC Fee</b> | <b>\$</b> | <b>1,006,531.00</b> |               |