

Haddon Township Fire District #1

Resolution 2022-18

May 26, 2022

RESOLUTION AUTHORIZING THE PURCHASE OF FIRE APPARATUS THROUGH A COOPERATIVE PURCHASING PROGRAM

WHEREAS, the District, via Resolution 2022-16, joined to the Houston-Galveston National Cooperative Purchasing Program (“HGNCPP”); and

WHEREAS, after exploring multiple options and vendors, the District determined to use HGNCPP for the purchase of a custom **Pierce 100’ Ladder Tower** on a **Pierce** Chassis through the HGNCPP: and

WHEREAS, the design of the apparatus was done through the District’s fire truck subcommittee which worked with the fire company to ensure the purchase apparatus would meet the company’s needs; and

WHEREAS, the fire subcommittee and the fire company agree that the specification prepared will provide a quality Ladder Tower that will meet the company’s needs; and

WHEREAS, HGNCPP, through vendor Contract # **FS12-19** is authorized to broker this purchase on behalf of the District; and

WHEREAS, the District compared this purchase against other similar purchased and determined that this cooperative purchase was less expensive than other similar national cooperative pricing systems;

WHEREAS, the District further understand that the purchase of this unit through a bid process would likely result in an increase in cost of \$30,000 to \$40,000 considering that the national cooperative has the benefit of pre-engineered purchasing and avoids costs related to bid preparation, advertising, openings, awards and challenges;

NOW, THEREFORE, BE IT RESOLVED that the Board of Fire Commissioner of the Haddon Township Fire District #1, County of Camden, State of New Jersey, hereby authorizes the purchase of one **Pierce 100’ Ladder Tower** (base model FS19VA09) on a **Pierce** Chassis (TA, 100FT AAT) through HGNCPP Contact # **FS12-19** for the District based upon the specifications which are attached hereto by

reference and incorporated herein, a full copy of which are available for inspection in the District's office. Said purchase is made for the total purchase price of \$1,798,293.94 and shall be delivered after a 26 Month construction and delivery schedule.

Proposed by 
Henry Voigtsberger

Seconded by 
Joseph Piscopio

Roll Call Vote	Aye	Nay
Comm. Voigtsberger	✓	
Comm. Tessing 3 rd	✓	
Comm. Jackson	✓	
Comm. Piscopio	✓	
Comm. Tessing 4th	✓	

FIRE & SAFETY SERVICES

200 RYAN STREET
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SESTELOW@F-SS.COM

May 13, 2022

Haddon Township, Fire District #1

Dear Commissioners:

Thank you for your interest in purchasing Pierce fire apparatus through the Houston-Galveston Area Council (HGAC) cooperative purchasing program. This is being issued in the name of Fire & Safety Services as prime contractor for all orders. See end of this letter for terms and conditions that are included in the proposal binder but provided here as well.

This letter serves as the quote under the HGAC Contract FS12-19. For this unit we used the base model FS19VA09- Custom Chassis, TA, 100FT AAT.

Pursuant to the regulations established under the HGAC program, we modified that base model to meet your departmental requirements. Pierce is offering an HGAC quoted price of **\$1,798,293.94** for the unit.

This apparatus would have a delivery time of 26 months from receipt of the purchase order.

***NOTE-** This proposal expires on 7/15/2022

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 Fire & Safety Services Ltd., issued by, you, the customer. Fire & Safety would then send 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. We would also coordinate all paperwork with the manufacturer to start the order with them. 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 us directly or your area sales representative, Scott Estelow.

Very truly yours,
David L. Russell
David L. Russell

President

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May 13, 2022

Haddon Twp. Fire District #1

Dear Commissioners:

Pursuant the requirements Local Finance Notice regarding use of National Cooperative programs; prior to any purchase you are supposed to do an analysis to determine that you are saving money using this program. In addition to the obvious cost savings analysis, some of the methods you can use for this analysis is internal savings: such as not having to issue a bid notice and have a bid opening hearing (including savings on attorney's fees); analyzing recent bid results for similar units; or looking at other cooperative programs. In addition, for durable goods you can consider existing fleet make-up, training savings for maintaining continuity of fleet, cost of ownership over anticipated life of the apparatus, as well as other factors.

With the advent of the consortium purchasing programs like the HGAC, there aren't many public bids anymore. However, I can tell you that based on what we have seen to date, if this unit went to bid, the Pierce bid would be about \$30,000 higher than the HGAC quoted price **due to the savings** HGAC offers through the "pre-engineered" savings from the program trucks used **as a base**, as well as other **administrative** savings that can be spread over several trucks.

Unfortunately, the NJ State contract program is no longer available as an option for your unit. The State Contract program is currently extended on a year-to-year basis and only one (1) vendor is still on that program, down from a high of eleven (11) a few years ago. This is mostly due to the convoluted and confusing methodology the State adopted in approving the program made it unwieldy for vendors and municipalities alike.

We also ran this unit through another national consortium program, Sourcewell, to see if that was a better pricing option, and that unit came in at \$1,806,927.94 – or a little over \$8,500 higher than the HGAC quotation.

If you have any further questions, please do not hesitate to contact me or your sales representative, Scott Estelow.

Very truly yours,
David L. Russell
David L. Russell
President

