

An RFP for a 3000-gallon tanker was published through the Finance Department and the following responses were received:

- New England Fire Equipment – One 2024 Spartan ER Pumper Tanker on a Kenworth T-880 Chassis -- \$640,412
- Greenwood Emergency Vehicles – One E-One Commercial Chassis Tanker - \$680,000
- MES – Shipman’s – One Sutphen Engine / Tanker Apparatus -- \$628,927.71

I met with the apparatus committee and the lowest bid proposal (MES Shipman’s) did not completely meet the bid specification. Specifically, the MES Shipman’s proposal offers “Body Subframe – A stainless steel subframe...” and “Apparatus Body – The compartments shall be fabricated from 304 stainless steel...”. The bid specification states, “Body mainframe - The body mainframe shall be entirely constructed of aluminum.” Due to the deviation from the bid specification, the committee feels that MES Shipman’s should be excluded from consideration for this purchase.

The committee and AES also agree that the bid from New England Fire Equipment is the lowest bid that meets the specification. The bid is still higher than the proposed budget amount contained in previous versions of the Vehicle Replacement Matrix, which is maintained by the AES with input from the Fire Chiefs.

Discussions between the AES and the committee were had, and the committee was charged with finding cost savings within the bid.

In a letter dated 9/1/22 from New England Fire Equipment, some changes to compartmentation, the front bumper, and a simpler monitor nozzle (deck gun) were discussed, resulting in a savings of \$19,000 at a minimum. These changes (all still in compliance with the bid specification) bring the project cost to \$621,412.

It is my recommendation that the bid be awarded to New England Fire Apparatus and the above-mentioned changes are formally adopted. Additionally, if the Town pays in full for the apparatus at the time of the order, a discount of \$12,835 will be applied to the order. This discount brings the project cost to \$608,577.



Stephen C Holyfield

Administrator of Emergency Services