

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 11/20/2006 Dept./Div.: Fire/Suppression Phone: 714-754-5006

Contact: Captain Ron Cloe or Deputy Chief Steward

Description of Equip./Service Req.: 75' Quint Aerial Ladder Truck

Recommended Vendor: American La France of Los Angeles

Address: 13800 Valley Blvd, Fontana, CA 92335 Phone: 909-510-4263

1. Check reason for sole source request:

- Sole Source:** No other items are known to exist which perform the same function.
- Proprietary:** The item is held under exclusive title, trademark or copyright by a private person or company; a proprietary distributorship would also apply.
- Standardization:** The City requires the item(s) to standardize parts, design, quality, etc. (explain in more detail below)

2. Is the product or service available from other sources?

- Yes
- No

If YES, list name of vendors:

If NO, explain why the product/service is available from only one source:

(1) American La France is the only manufacture that offer a 75' steel aerial ladder that has a 500 # tip load while flowing water at 1500 gallons per minute from the tip mointor. (2) American La France is able to offer us consistency with our current fleet. We currently have five other vehicles that were manufactured by American La France. This fleet consistency makes service and dealer repairs much easier. Fleet Services is able to stock one brand of parts from one manufacturer.

3. Can your requirements be modified so that competitive products or services may be used?

- Yes
- No Please explain:

(1) No other manufacturer offers a steel 500 # ladder tip load and a 500 gallon water tank. (2) American La France service center is loacted within 50 miles and they have more certified mechanics than any other fire apparatus companies in So. California. Making for better quality repairs and quicker turn around times. (3) American La France has manufactured 80% of al the aerial ladder trucks currently in service in So. California. Make it easier to get parts and service.

4. How does the recommended vendor's prices or fees compare to the general market?

The price is competitive with the general market. (1) When comapared with other manufacturers, no one else makes a steel aerial ladder with the water tank capabilities. (2) I received a quote from Pierce, another leading manufacturer with an aluminum ladders, and the price ran about \$50,000. higher on the initial quote. (3) We are receiving a price discount of \$ 8891.00 for putting down 80% on the purchase.

Dept./Div. Head's Signature: _____

Date: _____

Purchasing Supervisor's Signature: _____

Date: _____

Purchasing Officer's Signature: _____

Date: _____