

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 10/29/2015 Dept./Div.: Public Services/ Fleet Service Phone: 714-327-7481Contact: Gant CorumDescription of Equip./Service Req.: 2 Pierce ArrowXT Fire EnginesRecommended Vendor: Pierce ManufacturingAddress: 2600 American Drive PO Box 2017 Appleton, WI 54912 Phone: 920-832-3000

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. The two new Fire apparatus are vital to ensure appropriate life and property protection for the residents and businesses in Costa Mesa. Fire apparatus Unit # 520 will be 27 years old by the time the new vehicle arrives. Fire apparatus Unit # 526 will be 25 years old by the time the new vehicle arrives. The City's Fire Department has a standard of 15 year front line service and 5 year reserve service.

On July 6, 2009, City Council approved authorization of a sole source purchase for a Fire apparatus from South Coast Fire Equipment, Inc. Pierce Manufacturing represents South Coast Fire Equipment, Inc. Pierce Manufacturing is being utilized as it is the only Fire apparatus manufacturer that offers a Detroit Diesel powerplant engine. Presently, all ten of the City's Fire apparatus have Detroit Diesel powerplant engines.

Six Fire apparatus are manufactured by American LaFrance, which has ceased operations. Three Fire apparatus are manufactured by Emergency One Incorporated, which no longer provides Detroit Diesel powerplant engines. As stated earlier, one Fire apparatus is manufactured by Pierce Manufacturing. Thus, utilizing Pierce Manufacturing will allow the City to continue standardizing parts since all ten of the City's Fire apparatus have Detroit Diesel powerplant engines and City Council approved the previous Fire apparatus purchased from Pierce Manufacturing in 2009. Also, utilizing Pierce Manufacturing will be more cost efficient regarding maintenance and repairs as Pierce Manufacturing has a sole source contract with Detroit Parts. The City can purchase and stock parts to service and repair the Fire apparatus in a timely manner. It allows the City to be more efficient with maintenance and operation procedures.

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

- Yes
- No Please explain:

No other manufacturer offers a Detroit Diesel powerplant engine. Fleet Services is submitting a sole source form to purchase two Fire apparatus with Detroit Diesel powerplant engines from Pierce Manufacturing. It ensures uniformity and resolve maintenance issues since other vendors are unable to provide parts and services. Standardization of apparatus for the Fire Department is critical to Fire Operations.

Purchasing Pierce Manufacturing Fire apparatus will allow the City to continue uniformity. The City has already invested in Detroit Diesel powerplant engines as there are ten Fire apparatus with the aforementioned engines and to start the process all over again would be costly and time prohibitive. Purchasing Pierce Manufacturing Fire apparatus is in the best interest of the City as Fleet Services already has an approved contract, CITY 1699-1324, with South Coast Emergency Vehicle. The contract is an annual price agreement for the maintenance repairs, parts, and labor regarding the Fire apparatus.

South Coast Fire Equipment, Inc., which is also know as South Coast Emergency Vehicle Service, is the Southern California authorized Pierce Manufacturing Fire apparatus dealer, warranty, and repair center. The City's previous Fire apparatus was purchased from this vendor in 2009. All parts must come from South Coast Emergency Vehicle Service, which is authorized by Pierce Manufacturing. They have the knowledge and resources to perform all necessary maintenance and repairs.

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

South Coast Fire Equipment, Inc., which is also know as South Coast Emergency Vehicle Service, is the local Pierce Fire apparatus dealer. An alternate Fire apparatus dealer would have to purchase from South Coast Fire Equipment, Inc. It would not be cost effective for the City as, generally, alternate dealers increase prices to make a profit. Pierce has submitted a bid that includes a 100% pre-payment discount of \$55,648.00 for two Fire apparatus.

Dept./Div. Head's Signature: DC Bl. Bruce Hately

Date: 10/30/15

Purchasing Supervisor's Signature: NA

Date: _____

Purchasing Officer's Signature: Stephen Dumivent

Date: 11-03-15