

RESOLUTION NO. 278-2017  
BOROUGH OF ROSELAND  
COUNTY OF ESSEX, STATE OF NEW JERSEY

AUTHORIZING NOTICE OF INTENTION TO AWARD A CONTRACT UNDER  
THE HOUSTON-GALVESTON AREA COUNSEL PROCUREMENT SERVICE

**WHEREAS**, under certain circumstances award of contract without public bidding is permitted pursuant to N.J.S.A 52:34-6.2; and

**WHEREAS**, Fire and Safety Services, Ltd, as agent for Pierce Manufacturing Inc., is an approved vendor under the Houston-Galveston Area Counsel Procurement Service as approved by the State of New Jersey; and

**WHEREAS**, the Borough of Roseland wishes to enter into an agreement with Fire and Safety, Ltd. for the purchase of a Fire Apparatus Truck for the Roseland Fire Department; and

**WHEREAS**, prior to the award of this contract a Notice of Intention to Award a Contract must be Published in the official newspaper; and

**NOW, THEREFORE, BE IT RESOLVED** by the Mayor and Council of the Borough of Roseland that they approve the following:

1. The Borough Clerk is hereby authorized to publish a Notice of Intention to Award Contract to Fire and Safety Services, Ltd. pursuant to the Houston-Galveston Area Counsel Procurement Service for the purchase of a fire apparatus truck at a cost of \$889,944.96
2. Any objections to this award of contract should be directed to the Borough Clerk, 140 Eagle Rock Avenue, Roseland, NJ 07068 within ten (10) days of the publication of the Notice of Intention.

COUNCIL	MOTION	SECOND	AYE	NAY	ABSTAIN	RECUSE	ABSENT
Councilman Jacobs			X				
Councilman Leonard			X				
Councilman Smith							X
Councilwoman Tolli		X	X				
Councilman Tsilionis	X		X				
Council President Vidovich			X				
Mayor Duthie (In case of tie)							
VOTE:			5	0			

I do hereby certify that the foregoing is a true and exact copy  
of a Resolution adopted by the Mayor and Borough Council of  
the Borough of Roseland on October 17, 2017.

\_\_\_\_\_  
John Duthie, Mayor

\_\_\_\_\_  
Jock H. Watkins, Borough Clerk

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



October 16, 2017

Roseland, Borough of

Dear Mayor & Council:

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. For this unit we used the base model TA04- Enforcer 107Ft Rear Mounted Ladder.

Pursuant to the regulations established under the HGAC program, modified that base model to meet your departmental requirements. Pierce is offering an HGAC quoted price of **\$889,944.96** for the unit.

**\*Note-** The quoted price for this unit is based off the current HGAC Contract FS12-15 which is set to expire on 11/30/2017. This order must be accepted by Pierce Mfg. prior to the expiration of the current contract. If you are unable to make this deadline, the apparatus will need to be repriced under the incoming contract FS12-17, which will likely include a 3% price increase.

This apparatus would have a delivery time of 14 months from receipt of the purchase order.

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, Eric Trevena.

Very truly yours,

*David McAlice*

David McAlice  
Regional Vice President – East Region



Pride Number	Qty	Description	Published Options	Unpublished Options
102	1	Add- "C" Frame Liner	\$2,425.00	
123	1	Air Inlet / Outlet	\$666.00	
125	1	12 or 120V Air Compressor	\$1,494.00	
125a	1	Brake Fittings-Compression Type	\$352.00	
139	1	Add- Extended Bumper	\$2,573.00	
154	1	EMS Compartment in Cab	\$1,937.00	
156	5	Upgrade- SCBA Bracket to Hands Free	\$3,730.00	
177	7	Spare Radio Wiring	\$826.00	
185	1	Camera System to MUX	\$1,019.00	
194	1	Dual Pro Charger	\$844.00	
200	1	Auto-Eject 20A	\$526.00	
207	1	LED Headlights	\$1,906.00	
208	6	12V LED Scene Lights	\$7,638.00	
209	1	12V LED Flood Brow Light	\$2,048.00	
210	4	12V LED Flood Recessed / Surface	\$7,512.00	
243	13	Mate Flex (Turtle Tile) in Compartment Shelves	\$1,638.00	
244	8	Adjustable Compartment Shelves	\$1,584.00	
247	5	Slide-Out Floor Tray	\$3,775.00	
248	4	Adjustable slide-out tray	\$3,348.00	
251	4	SCBA Cylinder Storage in Fender Panel (double)	\$3,428.00	
262	1	Delete- 2.5" Suction	(\$1,331.00)	
263	2	Delete- Preconnect 1.5" w/2.0" Plumbing- Speed or Cross	(\$4,864.00)	
270	3	Delete- 2.5" Discharge	(\$5,277.00)	
344	1	Q2B Siren	\$3,805.00	
348	1	Traffic Directing Light Bar	\$1,994.00	
356	1	Hydraulic 6KW	\$18,025.00	
379	1	Electric Cord Reel	\$2,204.00	
394	1	Pinnable Waterway	\$5,092.00	
399	1	Remote Tip Controls, Ladder	\$8,048.00	
400	1	LED Emergency Light Package Upgrade	\$8,065.00	
411	1	LED Rung Lighting	\$2,863.00	
412	1	12V LED Tracking/Tip Lights	\$4,483.00	
436	6	Portable Hand Light w/Mounting Brackets	\$804.00	
791997	1	Upgrade- Trans, Allison 5th Gen, 4500 EVS P		\$14,937.94
558109	1	Notch, Front for Recessing of Q2B		\$978.76
630636	1	Controls, Electric Roll-Up Winows, 4dr, 4 driver controls		\$1,528.38
647989	1	Trim, S/S Band, Across Cab Face		\$826.57
628873	1	Compt, Storage, 12.75"x24"Hx15"D, (1) Ea. Side of C/C		\$1,179.16
22260	1	Roof, Aluminum Treadplate		\$939.73
614915	1	Work Surface, 1/4" Alum, Full Engine Tunnel, Flat		\$524.05
664351	4	PAC TRAC, Installed in Cab/Crew Cab		\$992.23
799120	1	Clock, Class 1 Digital, 12/24 Hour, Overhead Location		\$868.69
615386	1	Vehicle Information Center, 7" Color Display		\$2,067.42
606247	1	Vehicle Data Recorder w/CZ Display, Seat Belt Monitor		\$967.39
615112	1	Pierce Command Zone Advanced Electronics & Cont. Sys		\$7,770.76
36800	1	Switch, Auto Transfer, up to 30A		\$391.29
635522	2	Light, Hose Bed, Amdor LumaBar H2O		\$780.13
609023	1	Compt, w/no pump, 60" wide w/Roll Up Door		\$6,750.22
590939	1	Toolboard, Alum, .188" Peg Board, Added to Slide out tray		\$485.51
649246	1	Little Giant Ladder Storage, In Compt		\$307.11
69063	1	Mounting, Stokes Basket in Trans Compt, w/velcro straps		\$603.30
796216	2	Floor Extention, Compartment, 1" downturned lip		\$581.09
659095	6	Pegboard, 3/16" Alum, Back Wall Compt, w/Track		\$3,116.12

781430	1	Pike Pole Storage (5), Above ladder Stg w/Common Door		\$1,993.79
24210	8	Storage Bin, Air Bottle		\$1,207.53
615058	1	Stabilizer Placement, Cameras w/Command Zone Color Display, 1-set		\$1,925.73
518550	1	Outlet, 2.50" Auxiliary, LHS, Aerial Tip		\$2,569.27
559730	1	Paint, Two Tone, Cab, w/special shield		\$1,223.75
528058	1	Partition, horizontail in Compt.		\$277.16
13919	1	Partition, Adjustable, Vertical Compt		\$378.15
524826	1	Partition, Vert Compt, Transverse Compt		\$515.13
96116	2	Partition, Vertical Compt, Special Height		\$480.41
24452	2	Partition, Vertical Pegboard Compt.		\$725.55
13386	1	Delete- Tank, Water, 300 Gallon, Poly		(\$7,165.91)
4425	1	Delete- Waterous, CSU, 1500 GPM, Single Stage		(\$27,746.44)
4517	1	Delete- Valve, Relief Intake, Elkhart		(\$2,357.53)
546803	1	Delete- Controller, Pressure, Class, TPG		(\$2,924.70)
72153	1	Delete- Primer, Trident, Air Prime, Air Operated		(\$588.69)
4905	1	Delete- Outlet, 1.50" Tank Fill		(\$528.22)
18464	1	Delete- Outlet, 3.5" w/3.5", Right		(\$2,304.21)
5097	1	Delete- Elbow, Large Dia Outlet, 30deg, 4" FNST x 5"		(\$437.92)
47583	1	Delete- Waterway Outlet & Control, 4" Akron Handwheel		(\$676.74)

<b>Base Bid</b>	<b>\$ 783,603.00</b>	
<b>Published Options</b>	<b>\$ 93,180.00</b>	
<b>Total Published Options</b>	<b>\$ 876,783.00</b>	
<b>Unpublished Options</b>	<b>\$ 13,161.96</b>	<b>1.50%</b>
<b>Total Options w/o HGAC Fee</b>	<b>\$ 889,944.96</b>	