Memorandum

TO: Mayor Merkes
Mayor Kaufert
Neenah & Menasha Common Council Members

FROM: Al Auxier, Chief

DATE: August 12, 2014

RE: Quote for 2013 Demo Aerial from Pierce Manufacturing

Attached, you will find the quote from Leslie Niles, Fire Apparatus and Equipment, FAE, for the Pierce Dash CF 105' heavy duty ladder. The price of $792,045.00 includes a 2 year bumper-to-bumper warranty, the cost of getting the truck here from Texas and any the addition of options at Pierce Manufacturing cost.

Original Cost of Pierce Demo Aerial Truck is:	$785,000.00
Stokes basket, rear camera, boom sign & lettering, pump panel flow meter & pump compartment heater	$ 7,045.00
New Total	$ 792,045.00

Other options that are missing, that we would have specified in our quote for this truck, as identified by NMFR's Truck Committee in their memo dated August 5, 2014 under item # 3:

110V power to the tip of the aerial	$1,710.00	
Tool boards for compartments	$ 860.00	
File drawer for the cab	$ 465.00	
Kussmaul Pump Plus (brake system)	$2,075.00	
Total Cost for additional equipment:		$5,110.00

Items noted in #3 of the same memo can be added for $5,110.00 rather the $7,500.00 estimated and are listed as options in the quote. This is a reduction of $2,390.00 from the original estimated cost.

The only other issue is that to qualify for the "stock special", the truck needs to have the changes made, and delivery before 9/30. Pierce's stock coordinator is checking with production to make sure that they would have time to get the truck back and make those changes by that date. Some of this would

obviously depend on how quickly we could get the purchase order to FAE. This would only affect the change order option pricing.

There is also a memo from Assistant Chief Sipin on competitor stock demo's that we have found available from other manufactures. We anticipate getting more information on similar trucks and will provide that information at the next meeting.

I would recommend both the City of Neenah and the City of Menasha Common Council's approve the recommendations from Neenah-Menasha Fire Rescue's Joint Finance and Personnel Committee to purchase the Pierce Dash CF 105' heavy duty ladder.

If you have anyone have any questions, or concerns, please feel free to contact me.

Enclosures

Fire Apparatus & Equipment
5793 Grande Market Drive, Suite C
Appleton, WI 54913
Tel 920-574-3410 Fax 920-574-3412
nilesleslie@gmail.com
www.nilesfae.com

AUGUST 12, 2014

Chief Al Auxier
125 E. Columbian Avenue
Neenah, WI 54956

Dear Chief Auxier,

We are pleased to offer a quote on a stock Dash CF 105' heavy duty ladder, per the attached specifications. The price of the truck, with the changes we discussed, would be $792,045. This would include a 2 year bumper-to-bumper warranty, and the cost of getting the truck here from Texas.

Other options that you may consider adding would be as follows:

1)	110V power to the tip of the aerial	$1710
2)	Tool boards for compartments	$860 each
3)	File drawer for the cab	$465
4)	Kussmaul Pump Plus	$2075

Again, these options prices are subject to meeting the delivery deadline of September 30th. If the truck could not be completed before that date, the options would incur charges for the rework required to add them to a finished truck.

Please let me know if I missed any other options you wanted to add, or if you have any other questions.

Sincerely,

Leslie Niles

FAE – Pierce representative

Neenah-Menasha Fire Rescue

Memorandum

TO: **Chief Al Auxier**

FROM: **A/C Mike Sipin**

DATE: **August 12, 2014**

RE: **Competitor Demo Aerial Quotes**

Per Alderperson Taylor's request from the August 11 special NMFR Joint Finance & Personnel meeting, the Truck Committee researched and received several quotes on equivalent model and year stock demonstration aerial ladder trucks. Those manufacturers and quotes are as follows:

1. Smeal Fire Apparatus, (Snyder, NE). 2013 105', Heavy Duty "quint". $845,513 (Demo)
2. Ferrara Fire Apparatus, (Holden, LA). 2013 107' Heavy Duty "quint". $829,898 (Demo)
3. FWD/Seagrave Corporation, (Clintonville, WI). Does not provide stock units as part of their marketing or sales operations.

At the time of drafting this memo, the committee is still awaiting information from Rosenbauer America, of Lyons, SD. They currently have a 2012/2013 100' quint with approximately 40,000 miles. Based on this information alone, it would not be the committee's recommendation to purchase from this manufacturer.

Please advise if you will need any additional information pertaining to these manufacturers.

125 E. Columbian Avenue, Neenah, WI – Phone 920-886-6200, Fax 920-886-6208

Draft

Neenah-Menasha Fire Rescue
Joint Finance & Personnel Committee Meeting Minutes
August 11, 2014 – 6:00 p.m.
Hauser Room – City of Neenah

Present: Ald. Benner, Bates, Taylor, Ramos and Kunz.

Excused: Ald. Engelbert

Also Present: Chief Auxier, Director Steeno, Director Easker, AC Sipin, AC Green and OM Theisen.

Members of the Public Present: Ald. Pollnow, Ald. Hillstrom, Ald. Erickson, Ald. Lendrum, Ald. Nichols, Mayor Kaufert, CA Godlewski, Local 275 President Jamie Leonard, Jeff Ellis and Jim Dunbar.

Ald. Ramos called the meeting to order at 6:00 p.m.

CA Godlewski entered the meeting at 6:05 p.m.

Ald. Nichols entered the meeting at 6:20 p.m.

Public Forum: No members of the public present chose to speak.

Consideration and possible action regarding the purchase of 2013 Dash CF 105' Aerial Truck from Pierce Manufacturing: The Committee reviewed Chief Auxier's August 8th memo and the additional information provided by NMFR's Truck Committee. Chief Auxier discussed the continued mechanical issues we have experienced, since the July 29th meeting, and how we obtained the information on the Pierce Demo truck.

Chief Auxier spoke to Pierce sales representative to inquire if there would be an additional savings for this vehicle. He explained the Pierce Representative indicated some of the options that are not on the truck, but are items that we want, such as letter, and would be included with this truck at no additional cost. The transportation fees to bring the vehicle to us would be waived. The additional equipment that is needed for this truck, and costs associated with purchasing it, would be at Pierce's cost. The additional equipment that we need, but would not be included with this truck, would be sold to us at the retail price, which is an additional savings.

Discussion was held on keeping Quint 32 as a reserve vehicle as NMFR has a need for an additional reserve vehicle. Chief Auxier explained if we keep this as a reserve vehicle and, if the new vehicle is taken out of service for any reason, we have another ladder truck to use. If we don't keep this vehicle, and our new truck is taken out of service, we have to rely on area fire departments for mutual aid. If we keep Quint 32 there may be additional maintenance costs associated with this it and he doesn't feel confident that there will come a point where the mechanical issues will decrease.

Ald. Bates asked for additional information on our current reserve vehicle. Chief Auxier explained it is a telesquirt, which is a unique vehicle, as it has a 50' ladder on it with capabilities to pump water.

Chief Auxier reviewed his attempts to gather additional information on the trade-in value of our Quint. We completed a specification sheet, sent it to Pierce's Third Party Vendor for review and the information we just received noted the trade-in value would be between $40,000.00 to $50,000.00

He also researched the possible value if we sold this outright. We were advised it's hard to gather information on an outright sale as there is not a demand for used ladder trucks. The third party vendor indicated they have a similar model that they think they can sell at $60,000.00 to $70,000.00. Ald. Bates asked if we are at the point where we can't rely on this vehicle and if it is towards the end of its life cycle. Chief Auxier confirmed there has been an increasing amount of repairs with the Quint and it has affected our emergency operations. However, we can't look into the future to see if this will continue. He feels we need to move forward with replacing this vehicle.

Ald. Kunz discussed trading in the Quint versus selling it outright and he noted it appears the Department is leaning towards trading it in. He asked if we can sell the vehicle outright. Chief Auxier confirmed his preference is to trade the vehicle in. There is not a demand for used ladder trucks, we can't guarantee how long it would take to sell the vehicle and what other costs we may have to sell the Quint. He noted regardless if we trade this vehicle in, or sell it outright, we will be transparent with our maintenance records and the history of the vehicle.

Ald. Taylor asked what the last two months of mechanical issues were. Chief Auxier's memo of July 31, 2014, to both Common Councils, was reviewed. Chief Auxier noted two incidents where this impacted us during emergency operations. At the end of June, we had a fire in the City of Menasha, and the Quint 32 died a block the structure fire. Crew members had to run a block, with 80lbs of full turn out gear, to help extinguish the fire and leave the truck on the side of the road.

Ald. Bates asked who repairs the vehicles and if there is a checklist the vendor can review to see what issues we are having and what potential issues may come up. Chief Auxier said we have different companies that handle different things. Red Power is the vendor that handles engines, pumps and fire specific equipment. They have a road crew that will come to us to service our vehicles and use a diagnostic machine to find out what the current issue is. He's not aware if this can show what potential issues there may be in the future if something isn't repaired.

Mayor Kaufert said he reviewed the mechanical issues we've had since January. He had a constituent ask him why the corrosion repair would have been done in February if we didn't think this vehicle would last. Chief Auxier said when the decision was made to move forward with the repairs we still had some confidence left in the vehicle. If we didn't take care of this issue it would have continued to get worse and it would have reduced any possible trade-in value in the future.

Mayor Kaufert asked how many miles were currently on the vehicle. It was noted around 58,000. Mayor Kaufert commented that it doesn't seem like the miles are high but he knows you can't compare these miles to "regular" vehicle miles. He asked if the transmission is new, and if so, why would we want to move forward with replacing this vehicle when it has a new transmission and corrosion repair work? Chief Auxier said the transmission was re-built. We continue to have electrical issues and with the age of the vehicle we cannot guarantee there will not be more issues in the future.

Chief Auxier reviewed the mileage on the demo truck and said our mechanics confirmed 15,000 miles is not a concern as they are highway miles versus in town miles.

Ald. Kunz asked about the condition of the Quint and noted the vehicle has been put in the Capital Improvement Budget for the past three years but each year it was been pushed back for replacement. It is currently in the CIP for 2015 for both Neenah and Menasha.

Chief Auxier reviewed the condition of the Quint. He noted NMFR personnel have a concern when they operate this vehicle and the reliability of this vehicle making it to calls.

Ald. Bates asked about the certification of the test for the ladder and who performs it. Chief Auxier said it is an annual certification and the pricing to have this done varies by vendor.

Mayor Kaufert asked when the next ladder test is scheduled for the Quint. AC Sipin said it is scheduled for September. Chief Auxier noted prior to consolidation Menasha Fire Department had their ladder truck fail their test. They didn't have it repaired and were only able to sell it for approximately $15,000.00. Ladder failures are cost prohibitive and can exceed $100,000.00.

Mayor Kaufert asked about the warranty included with the demo vehicle. He noted we are way over budget in our maintenance account and much of this is due to issues with the Quint. He asked if the two year vehicle warranty would lower this line item in our budget, and if that's the case, there is dollar value for this additional warranty that comes with the demo truck. Chief Auxier said he can't guarantee there will be no issues with a new truck. However, anything that happens the first two years would be covered by this warranty. The exception is routine maintenance expenses.

Ald. Pollnow thanked Chief Auxier for the detail of the memo. He said what brings things to light is the truck has failed twice during calls. Once during a fire when it was critically needed.

Ald. Taylor asked why we would choose Pierce for a vehicle versus another vendor. He further commented we have tried to stay local with vehicles and Appleton Fire Department has issues with their Pierce trucks. Chief Auxier said the mechanics have a good familiarity with Pierce products which allows us to trouble shoot issues. If they are issues we can fix they are done in-house. The location of Pierce's facilities for repairs, parts, and response is much faster than going out of state. Pierce is top of the line and very reliable. When vehicles start aging there will be issues regardless of who the vendor is. Ald. Taylor asked what the prices are for other vendors compared to Pierce. Chief Auxier said other vendors were not researched. We do receive information from trade magazines on new equipment but nothing on used equipment.

Ald. Benner asked about the pricing for lettering for the vehicle. Chief Auxier noted the price does include lettering.

Ald. Kunz asked how we know if the price is a good deal. Chief Auxier said he has researched this information and he feels confident this is the best price we can get. He feels confident Pierce is willing to work with us to sell us the additional equipment that we will need at their retail price, which is even more of a cost savings for us. Ald. Kunz asked how many sources we can ask to truly find out what this new vehicle is worth. Chief Auxier said we can only rely on the information we have gathered over the last three years in trying to budget for replacing this vehicle. There are not many places that sell fire trucks so we can't do a lot of "shopping". He's reviewed trade magazines that advertise vehicles and feels confident this is a good price. Ald. Taylor said he knows a Chief from a small department who gets trade magazines all of the time and there are trucks for sale all the time. Ald. Benner reminded everyone that we've been budgeting to replace two new vehicles for a while and continue to push the

replacement of these vehicles back. A year ago, we had the same opportunity to purchase a demo truck. We couldn't get this information presented to this Committee and both Common Councils fast enough. It was sold quickly due to pricing and doesn't want this to happen again. He feels this is a good price for a vehicle that we need.

Ald. Kunz asked about financing and if it would cost us more if we purchase this vehicle now versus waiting until 2015. Director Easker said for the City of Neenah, they have the means available to fund this purchase in a cost effective way that will not be detrimental to the citizens.

Director Steeno said it wouldn't be a determent to the City of Menasha if it was purchased this year versus next year, however, Menasha wouldn't finance this with cash. If Menasha chose the lease option the first payment is not due until 2015. If they funded this through a loan the first payment wouldn't be due until 2016. So whatever way they fund their portion there is no impact to their 2014 budget.

Ald. Lendrum asked if these issues are common with the same kind of vehicles all over the country. Chief Auxier said every department will have corrosion issues but once a vehicle starts reaching 10-12 years mechanical issues may begin. He can't confirm every vehicle will have the same issues that we are currently experiencing with our Quint.

AC Sipin noted we have to take into consideration, with this truck, is it was made out of galvanized steel. When this truck was built it was a common practice, by all vendors, to build with this material. Every truck made with galvanized steel is going to rust at some point. We've spent significant money on the Quint for corrosion repair in the last four years. If we keep this truck we will have more corrosion issues due to our weather conditions. Appleton Fire Department is having the same corrosion issues with their ladder truck. Chief Auxier noted, in his conversations with vendors, they can't predict what corrosion issues we will have in the future as the only way to find this out is to take the entire truck apart.

Ald. Kunz asked how long this new truck will last. AC Sipin said if we follow NFPA standards it is 15 years for front line service. Vehicles can be moved to reserve status if it meets all of the certification. 25 years is the maximum life of a vehicle. There is no definite rule on replacing vehicles in the fire service.

Ald. Ramos said the vehicle is 17 years old. The CIP budget was $1,000,000.00 and asked what the opportunity would be to find this type of vehicle in a year for the price we can get now for the demo truck. Chief Auxier said he didn't know what the opportunity would be.

MSC Bates/Benner recommends the City of Neenah and City of Menasha Common Councils approve the purchase of the 2013 Demo aerial truck from Pierce Manufacturing for a total of $785,000.00 and approve the purchase of additional equipment, as outlined in NMFR's Truck Committee Memo, from appropriate vendors, for a cost not to exceed $10,000.00, which would bring the total cost of the vehicle to $795,000.00 and allow Neenah-Menasha Fire Rescue to submit intent to purchase documents, needed by Pierce Manufacturing, immediately following approval by both Common Councils.

Ald. Benner asked about the liability for the vehicle. He stated we have a liability to provide a high quality service to our citizens. He asked CA Godlewski if we are operating outside of the NFPA recommendations, have a life and death issue, and we have documented issues with our Quint is there more liability? CA Godlewski said more than likely not as the decision to replace the equipment is at our discretion. He feels there would be a strong argument for immunity but can't guarantee this.

Ald Bates said she understands the reputation of Pierce and asked if there is a way to compare the pricing from Pierce to another manufacturer? Ald. Taylor said he wants two comparisons before this is brought to Council. Chief Auxier said he would do his best to see what pricing he could find out with other vendors before the council meeting.

Ald. Benner said he prefers to trade this vehicle in as we don't know what additional costs we would have to market this for an outright sale. Due to all of the mechanical issues we are having it would be best to be transparent with the issues and trade the vehicle in.

Ald. Pollnow said asked about the surplus monies from the 26 versus 27 paychecks due to Local 275's current contract language. He asked if a recommendation needs to come from NMFR's Joint Finance & Personnel Committee on how the surplus monies should be spent and if we could fund the purchase of this vehicle with the surplus money. Director Easker said the Finance Directors were asked to work with the Joint Finance & Personnel Committee to make recommendations to both Communities. However, it is each City's decision on how to spend this money. The consolidation agreement states any surplus monies from NMFR's budget are distributed back to each Community. They are placed in each Communities general fund and each City decides how to spend the surplus monies. He feels the surplus monies from the budgeting of the 27 paychecks would be handled the same way. The Neenah Finance Committee asked for a recommendation from the Joint Finance & Personnel Committee on use of the surplus monies and it will be discussed at NMFR's next regular meeting at the end of this month.

Motion carried, Ald. Benner, Ald. Ramos, Ald. Bates and Ald. Kunz voting aye. Ald. Taylor voted no and asked the record reflect it is because he doesn't have enough information to compare this purchase to other possible vendors.

MSC Benner/Kunz to adjourn at 7:05 p.m., all voting aye.

Respectfully Submitted,

Al Auxier
Chief

AA/tt

Memorandum

TO: NMFR Joint Finance & Personnel Committee Members

FROM: Al Auxier, Chief

DATE: August 8, 2014

RE: Additional Information on 2013 Demo Aerial from Pierce Manufacturing

Both the Menasha and Neenah Common Councils were given information on the issues we are experiencing with Quint 32 (our only aerial truck) and the opportunity to purchase a demo Aerial Truck from Pierce Manufacturing. After reviewing discussions of both Common Councils, it was determined the merger agreement requires NMFR's Joint Finance & Personnel Committee to review, and make a recommendation, to both Common Councils regarding the possible purchase of a new aerial truck. This meeting will take place on Monday, August 11, 2014 at 6:00 p.m. in the Hauser Room, Neenah City Hall.

I would like to address several issues and questions that have been asked:

Reserve Vehicle Status: As we discussed at previous meetings, we do have a need to have a second reserve vehicle. At this time, there are several issues to consider if we keep Quint 32 as a reserve vehicle.

1. In order for this to be an adequate reserve vehicle we would have to spend additional money to outfit it with the equipment would be needed to use this as an engine if one of our front line engines is taken out of service. The equipment that is currently on Quint 32 would be transferred to a new aerial, if purchased.
2. The ladder has to be tested every year. If it fails the required annual test, it could be a significant amount of money to repair this, and it would have to be taken out of service until it is repaired. If it would fail the test, and we would decide to sell the vehicle at that time, we would still have to spend money to repair it in order to sell it. A repair of this nature would be extremely expensive and it would be best to avoid the possibility of this happening.
3. With the increasing amount of mechanical issues, mainly electrical, I am not confident these issues will stop in the future.
4. We have spent a total of $37,974.00, in last four years, on body repairs and will probably have more corrosion issues if we keep this vehicle.

Trade-In versus Selling Outright: I have tried to gather as much information as I could on these two options. Regardless if the vehicle is traded in or sold outright, it goes through a third party vendor (not Pierce) to figure out the possible "value" of our vehicle and the third party vendor has an idea of what the current demand is for specific vehicles.

1. If we trade the vehicle in the preliminary estimate of what we would receive is between $40,000.00 - $50,000.00. The final number is determined once we formally state we want to move forward with the purchase of the new aerial. A third part vendor comes to physically view Quint 32 truck and determines the trade in value.
2. We contacted Brindlee Mountain Fire Apparatus, which is a third party vendor based out of Alabama, that sells used fire trucks all over the United States. They indicated they are not really sure what the market value would be on consignment. Not many are selling right now so the list prices can be misleading in regards to value.

At this time, I think the best option for both Cities, is to trade the vehicle in versus selling it outright. This is due to:

1. We need to be transparent on the mechanical issues we've had with this vehicle. There have been a number of issues, especially recently, and it could take a while to find a buyer. An independent buyer will want their own inspection performed and there is the potential this could reveal issues we didn't know about. If more issues are revealed, we may need to spend more money to fix these issues before we can sell it, and that potential buyer could walk away due any additional issues that may have been found.
2. If we sell this vehicle on consignment the possibility exists that we could get less for this vehicle than trading it in. This would be due to the potentially low amount we may be able to sell this vehicle for, due to the history of mechanical issues, and then we also have to pay a commission to the vendor for selling it for us.

Specs of the Demo Vehicle and Additional Equipment: As I indicated in my previous memo, the demo truck specs do meet a majority of our needs. I asked our Truck Committee members to review the specs to make sure nothing was over looked. I also asked them detail the following:

1. What options match what our list of specifications for a new aerial would be?
2. What options are included, that exceed our requirements, and we would not have asked for?
3. What options are not included, that we would have asked for, and if it would impact our operations?
4. What options are not included, that we would need, as they would impact our operations?

I've attached their memo for your review. I agree with their requests for additional equipment that we need for our operations.

Total Cost & Financing: Both Finance Directors will be discussing the best options for the payment and potential financing options for this vehicle since it is an unfunded capital expense in 2014, at our meeting on Monday.

I've detailed out what the cost for the purchase of a new aerial truck is, included information on trade-in and then additional equipment that is needed. Please note the trade in value for the Quint could be higher. The cost sharing formula is based on the approved 2014 cost distribution formula.

Purchase and Trading in Quint 32	
Stock Aerial Truck	$785,000.00
Additional Equipment	$ 10,000.00
Total	$795,000.00
*Quint 32 Trade In	($ 40,000.00)
Grand Total	**$755,000.00**
Neenah's Share (59.60%)	$449,980.00
Menasha's Share (40.40%)	$305,020.00

I am asking for our Joint Finance & Personnel Committee's consideration, and recommend both Common Councils approve the purchase of the 2013 Demo Aerial truck from Pierce Manufacturing for a total cost of $785,000.00. Approve the purchase of the additional equipment, as outlined in NMFR's Truck Committee Memo, from the appropriate vendors for a cost not to exceed $10,000.00, which would bring the total cost of the vehicle to $795,000.00. Allow Neenah-Menasha Fire Rescue to submit intent to purchase documents, needed by Pierce Manufacturing, immediately following any approval by both Common Council's. Funding of the purchase of this vehicle would be determined by both Common Councils, as recommended by Director Easker and Director Steeno.

If you have any questions, please feel free to call me. Thank you for your consideration and support.

AA/tt

Enclosure: NMFR's Truck Committee Memo

Memorandum

TO: Chief Al Auxier

FROM: Amos Mikkelson, Chair
Truck & Equipment Committee

DATE: August 5, 2014

RE: Pierce's Stock Aerial Truck

As per your request, the Committee reviewed the specification of the stock Pierce Aerial that you provided the Committee. We have composed a list of items in four categories. The first list contains items that the truck committee feels would meet our requirements. The second list includes the items that might be considered over and above our requirements. The third list is the items we feel are missing but we could make do without them. The fourth list would be items we feel should be added so that the truck fits the operational needs of the Department.

#1: Items that match our requirements:

1. The Pierce Dash CF chassis meets our requirements for driver visibility, occupant space, and occupant safety. Also the seating is configured exactly how we would have specified.
2. Detroit DD13 Engine
3. Aluminum body
4. Pump configuration & capacity
5. Water tank capacity
6. Roll-up style compartment doors
7. Side-roll protection for occupants
8. Audio and Visual warning systems
9. Suspension & brake package

#2: Items that exceed our requirements:

1. The "Mars" Lights in the lighting package
2. Two tone paint

#3: Items missing from our list that would not alter department operations:

1. Pivoting tool board located in a compartment, used to increase storage capacity
2. 110 Volt power to the tip of the ladder from the generator
3. Steering wheel siren control
4. File drawer system for storing important documents in cab of truck
5. Internal, 110V air compressor to maintain air brake system

#4: Items missing that that are needed for our operations:

1. Stokes Basket (vital rescue tool) enclosure mounted on side of the ladder
2. Boom Sign (community identifier)
3. Tool Brackets for mounting tools to the ladder and in compartments
4. Pump panel hose fittings
5. Plymovent Adapter (for station exhaust collection system)
6. Compartment Tile (acts as a barrier and protects our equipment)
7. Pump panel flow meter
8. Pump compartment heater (makes winter operation possible)
9. Radio, MDC and miscellaneous electrical equipment needed for communication

The Committee does recommend the purchase of this stock truck. The Committee would like to request $10,000.00 is added to the purchase price in order to cover the cost of these critical items. The Committee would also seek to budget for some of the non-critical items listed in the third list in future budget years.

Any questions regarding the above listed items, do not hesitate to contact me.

Thank you.