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**APPLETON FIRE DEPARTMENT  
700 N. DREW STREET  
APPLETON, WI 54911**

## **MEMORANDUM**

**To:** Alderperson Kathy Plank, Finance Committee  
Alderperson Kyle Lobner, Safety and Licensing Committee  
Members of the Common Council

**From:** Jeremy J. Hansen, Fire Chief

**Date:** March 6, 2019

**Re:** Authorization to Purchase an Aerial Ladder – Single Source

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The Appleton Fire Department (AFD) is requesting to purchase an aerial ladder from Fire Apparatus and Equipment (FAE), which is the local vendor for Pierce Manufacturing. The purchase would take place in January 2020 through the Central Equipment Agency's (CEA) replacement funding and it may take 6-9 months to construct the vehicle. Apparatus specifications are being developed by an internal committee comprised of fire department members of various ranks and a CEA mechanic. This process can take several months. This work is technical in nature and a single source vendor will have the knowledge and ability to customize the aerial ladder to meet the specific needs of the AFD.

Experience has proven purchasing fire trucks from Pierce Manufacturing has provided exceptional pricing. The AFD has garnished better pricing by single sourcing the vendor for multiple vehicle purchases. In addition to this request, the AFD will be purchasing an engine in 2020 which is the last vehicle in a four fire truck single source agreement. Additionally, we have another fire truck in the capital improvement plan in 2021.

The department has identified that standardizing our fleet will improve maintenance and consistency for personnel moving from station to station. While the fire department seeks to single source this purchase and potential future purchases, the final purchase recommendation will still come before the Safety and Licensing Committee and the Common Council for approval.

The AFD has a long-standing relationship with Pierce Manufacturing and has seen the innovation, cooperation, improved pricing and their direct involvement in the growth of our City. When the department encounters issues with a fire truck, Pierce Manufacturing is extremely responsive to our needs, including taking parts off the assembly line to assist us with keeping our trucks in service. Historically, Pierce Manufacturing has supported many community-wide initiatives, including the City of Appleton Flag Day parade. Hundreds of employees working for Pierce Manufacturing live in the City of Appleton and our surrounding communities. For all these reasons, the AFD seeks authorization to single source the future purchase of our aerial ladder with FAE, our local Pierce Manufacturing vendor.

Please feel free to contact me with any questions.

*"Appleton Fire Department....serving with P.R.I.D.E."*