

**26. Approve Sole Source Procurement for one (1) Hawk Extreme Tactical Off-Road Water Tender, with Pierce Manufacturing, Inc., Appleton, Wisconsin (\$392,880.00).**

Pierce Manufacturing, Inc. is the sole source provider of the Hawk Extreme Tactical Off-Road Water Tender requested by the County Public Safety Department. The equipment will also include related fire fighting equipment and Motorola MCS 2000 Smartnet Dispatch Model 3 radio. The equipment was approved through the 2003/2004 budget process and will be used to mitigate off-road fire incidents that are inaccessible through conventional means. The equipment will be delivered within 10-11 months from the issuance of the Purchase Order by the County. The authorized Area Dealer for Pierce Manufacturing, Inc. is Ten-8 Fire Equipment, Sanford.

This is a budgeted item and funds are available in account number 12300-56064200 (Public Safety, Equipment). Public Safety and Fiscal Services/Purchasing and Contracts Division recommend the Board to approve the project and authorize Purchasing and Contracts Office to issue the Purchase Order.

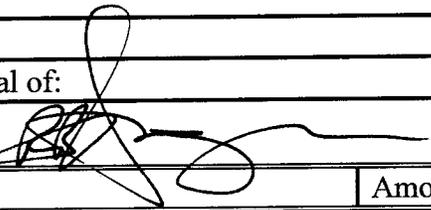
**SOLE SOURCE /PROPRIETARY SOURCE  
PURCHASE DATA SHEET  
SEMINOLE COUNTY  
PURCHASING and CONTRACTS DIVISION**

SOLE SOURCE

PROPRIETARY SOURCE

Date Submitted:	Requester: William Baer, Division Chief
Requisition No:	Dept./Div. Name: Public Safety/Fire Rescue
Item Description: Pierce Hawk Extreme Tactical Off-Road Water Tender	
Your Selected Vendor's Name: Pierce Manufacturing – Ten-8 Fire Equipment	
Vendor's Address: 141 Maritime Drive, Sanford, FL 32771	
Vendor's Phone #: 407-328-5081	Contact Name: Robert Boggus
Justification (Why is this the only item which will meet your need?)	
This item was requested, justified, and approved in the 2003/2004 budget process. It will be used to mitigate off-road fire incidents that are inaccessible through conventional means. The apparatus has features that are unique, it is only produced by Pierce Manufacturing, and distributed by Ten-8 Fire Equipment in Florida (please see attached sole source letter).	
Vendor #1 Contacted:	Telephone:
Vendor #2 Contacted:	Telephone:
Vendor #3 Contacted:	Telephone:
Attachments: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Requesting Division Manager's Signature: 	Date: 12/22/03
Requesting Department Director's Signature: 	Date: 12/22/03

Purchasing and Contracts Division Review	
Analyst Review:	Date:
Supervisor Review:	Date:

Purchasing & Contracts Manager – Determination	
Comments:	
Approval/Disapproval of:	
Manager Signature: 	Date: 12/17/03
Purchase Order No.:	Amount of Purchase: \$392,880.00

2600 AMERICAN DRIVE  
POST OFFICE BOX 2017  
APPLETON, WISCONSIN 54912-2017  
920-832-3000 • FAX 920-832-3208  
www.piercemfg.com



December 18, 2003

Division Chief William Baer  
Seminole County Fire Department  
150 Bush Boulevard  
Sanford, FL 32773

Reference: Pierce Hawk Extreme

Dear Chief Baer:

This letter is to confirm that Pierce Manufacturing, Inc. is the sole-source provider of the Hawk Extreme Tactical Off-Road Water Tender. This completed unit utilizes an Oshkosh Truck Corporation MTRV chassis. This chassis is available only through Pierce Manufacturing for use in this type of application.

Your price for this unit under a sole-source agreement is \$392,880.00 per your terms and specification requirements. Delivery of this unit would be made 10.5 months after receipt of purchase order.

To our knowledge, no other manufacturer builds this type of complete product here in the United States.

In addition, Ten-8 Fire Equipment, Inc. is the exclusive distributor of Pierce products in the State of Florida. Ten-8 Fire Equipment has been our distributor in Florida for over fifteen years and has an exemplary record for sales and service of our products.

We sincerely appreciate Seminole County's past and present business and look forward to the opportunity to meet your needs in urban interface apparatus. The Hawk Extreme is certainly a heavy-duty, multi-use apparatus that has no equal.

Best regards,

A handwritten signature in black ink, appearing to read "Jeff Resch", written in a cursive style.

Jeff Resch  
Vice President Sales – National Accounts  
Pierce Manufacturing, Inc.

# Seminole County Government

## REQUISITION

### Department of Public Safety

150 Bush Blvd.  
Sanford, FL 32773-6179

PETTY CASH   
DIRECT PAY

DIVISION: EMS/Fire/Rescue

ACCOUNT NUMBER: 123000-12801-56064200

line item number: 2

PROJECT NUMBER: \_\_\_\_\_

REQUISITION NUMBER: \_\_\_\_\_

### VENDOR

NUMBER: 1

NAME: Pierce Manufacturing Inc.

ADDRESS: Appleton Wisconsin  
Area Dealer 10-8 Fire Equ. Sanford Fl

PHONE: area code 407-328-5801

FAX: area code: 407/ 328-5083

NOTES: For: Contact Person: Robert Boggus

ITEM DESCRIPTIONS	UNIT OF MEASURE	UNIT PRICE	ITEM QTY	TOTAL COST
Hawk Extreme Tactical off road Water Tender with related fire fighting equipment. Fleet Services has a copy of vehicle Specs.		392,880	1	392,880
Price includes a Motorola MCS 2000 Smartnet Dispatch Model 3 radio to be purchased by dealer through Seminole County Information Technologies Div.		\$		\$
		\$		\$
		\$		\$
		\$		\$
<b>REQUISITION TOTAL</b>				<b>\$392,880.00</b>

REQUESTED BY: D.J.Sonafelt DATE: 10-11-03

APPROVED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

*WB 12/22*