

RESOLUTION NO. 2022-52

A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, APPROVING THE STANDARDIZATION OF PIERCE MANUFACTURING FOR FIRE TRUCKS AND SPECIALY FIRE RESPONSE APPARATUS AND AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO PURCHASE SPECIFIED VEHICLES AND APPARATUS THROUGH THE AUTHORIZED DEALER OF PIERCE MANUFACTURING, THROUGH NEGOTIATED PURCHASES OR COOPERATIVE PIGGYBACK, IN ORDER TO SERVE THE BEST INTEREST OF THE COUNTY.

RECITALS

WHEREAS, SJC Purchasing Procedure Manual, Section 306.5 provides for the standardization of equipment and waiver of bidding procedures if there is sufficient justification, such as compatibility with existing equipment; and

WHEREAS, the SJC Fire Rescue Department (SJCFRD) has provided justification for the standardization of Pierce Manufacturing Inc. (Pierce) for fire apparatus and fire response fleet in order to ensure uniformity among all fire apparatus, as detailed in the attached memorandum, in order to maintain compatibility among all SJCFRD fleet, which currently consists of over forty (40) Pierce vehicles and apparatus; and

WHEREAS, upon standardization of Pierce, the County shall purchase the specified vehicles and apparatus through negotiated purchases or cooperative piggybacking, as determined by purchase in order to best serve the needs of the County and in accordance with County Purchasing Policy and Procedures; and

WHEREAS, all purchases and servicing of Pierce apparatus and related equipment will be funded by St. Johns County Fire Rescue, unless alternative funding sources are identified for a specific purpose; and

WHEREAS, the County finds that standardizing this equipment serves a public purpose.

NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, as follows:

Section 1. The above recitals are hereby incorporated into the body of this resolution and are adopted as findings of fact.

Section 2. The Board of County Commissioners hereby standardizes Pierce Manufacturing, Inc and waives all bidding procedures for the purchase of fire trucks and fire response apparatus, including fire engines (pumpers), tower/ladders (aerial) apparatus, squad apparatus (heavy rescue), fire tankers (water tenders), and specialized scene response apparatus until such time as the Board of County Commissioners rescinds this standardization by Resolution.

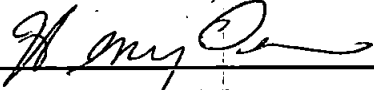
Section 3. The County Administrator, or designee, is hereby authorized to purchase the specified vehicles and apparatus through the authorized dealer for Pierce Manufacturing, Inc., through negotiated purchases or cooperative piggyback, whichever serves the best interest of the County, without necessitating further Board approval, provided the purchase is fully budgeted.

Section 4. If there are typographical or administrative errors or omissions that do not change the tone, tenor, or context of this resolution, this resolution may be revised without subsequent approval of the Board of County Commissioners.

Section 5. This resolution shall be effective upon adoption by the board of County Commissioners.

PASSED AND ADOPTED by the Board of County Commissioners of St. Johns County, Florida, this 15th day of February, 2022.

**BOARD OF COUNTY COMMISSIONERS OF
ST. JOHNS COUNTY, FLORIDA**

By: 
Henry Dean, Chair

ATTEST: Brandon J. Patty, Clerk of the Circuit
Court & Comptroller

By: 
Deputy Clerk

Rendition Date: 2/17/22





ST. JOHNS COUNTY
FIRE RESCUE
3657 Gaines Road
St. Augustine, Florida 32084-6565

I N T E R O F F I C E M E M O R A N D U M

TO: Leigh Daniels, Purchasing Manager, St. Johns County
FROM: Jeremy B. Robshaw, Chief Administrative Services, Fire Rescue
SUBJECT: Pierce Manufacturing Inc, Ten 8 Fire and Safety Equipment Standardization Request
DATE: October 5, 2021

St. Johns County Fire Rescue (SJCFR) seeks to standardize Pierce Manufacturing Inc. a subsidiary of the Oshkosh Corporation as the sole provider of standardized fire truck and specialty fire response apparatus. Apparatus would include Fire Engines (pumpers), Tower/Ladders (aerial) apparatus, Squads (heavy rescue) apparatus, Fire Tankers (water tenders), and specialized scene response apparatus.

SJCFR has purchased Pierce fire apparatus solely since 1997 (24 years) and has an extensive fleet of these apparatus (40 plus vehicles). While each truck is highly customizable, they have multiple common core structural and mechanical components that are proprietary to Pierce and authorized representative Ten 8 Fire and Safety Equipment which provides the Department with a superior products and a consistency to our operations across the fleet.

The Department has been under contract with Pierce Manufacturing Inc. for the past 14 years and has been consistently impressed with every area of the company. With the investment of more than 40 Pierce apparatus representing our entire fleet to this point, formalizing the standardization of Pierce Manufacturing Inc. is the most prudent strategy for the Department.

A few key items that support the continued sole usage of Pierce Manufacturing Inc. for the purchase and maintenance of fire apparatus:

- Improved Maintenance Efficiency
 - Fire trucks are advanced custom-built vehicles designed to meet the specific needs of the apparatus and community.
 - Each manufacture produces fire apparatus in their own way, which could create operational issues with the trucks when placed into service with other non-like apparatus.
 - Our current staff is highly familiar with Pierce manufacturing and has the ability to perform work on the fleet at a higher rate with greater efficiency. This includes both certified Logistics technicians and fire and rescue personnel who complete standard maintenance and safety checks on the vehicles.

- Pierce Manufacturing Inc. a subsidiary of the Oshkosh Corporation is an American-owned and operated company highly invested in the local community with a strong emphasis on customer service and high-quality work. With manufacturing plants based in Appleton, Wisconsin and Bradenton, Florida. Fire Rescue has access to all levels of customer service and apparatus support.
- Fewer Diagnostics and Specialty Tools.
 - Fire apparatus (including Pierce) are equipped with advanced computer software. As such, utilizing one system (multi-plex) for our fleet creates cost savings and limits complex training for mechanics and the need for multiple systems to maintain the fleet.
- Smaller Parts Inventory
 - Even though each vehicle is custom-built, most small parts are interchangeable within the fleet, i.e., windshields, wheels, hinges, handles, which fire rescue can maintain stock of for quick and easy repairs.
- Increased Operational Efficiency and Safety.
 - Due to operational staffing changes and/or swapping into spare apparatus, drivers/operators can find themselves on any fire truck in the fleet at a moment's notice. As we have for the past 24 years, the utilization of one fleet brand in Pierce eliminates a great deal of apparatus familiarization, increases safety and apparatus knowledge for all personnel.
- Closer Vendor Relations.
 - We currently have a great relationship with Pierce and our authorized dealer, Ten-8 Fire and Safety Company. 24 years of high-quality customer service and customer experience and consistently producing the best products on the market has given the Department and community great confidence in this vendor.
 - Close vendor relationships are incredibly valuable when the need arises to expedite a part or piece of equipment necessary for vehicle operations. During times of crisis, as we saw during COVID-19, the ability to maintain close relationships with our vendor allowed us to keep parts in stock and/or delivered despite low inventories or shortages across the nation.
- Proven Reliability.
 - SJCFR has been with Pierce since 1997, and apparatus have consistently proven to last 20 years (10 years front line/ 10 years as spare). In the demanding environment of emergency response and our proximity to the coast and salt air, this is a significant example of the quality of these apparatus.
 - Other area departments, including Jacksonville Fire and Rescue, have changed to Pierce fire apparatus in recent years due to proven reliability and great customer service.
- Fewer Contracts and Invoices to Process.
 - The utilization of a single point vendor increases the efficiency of parts ordering and stocking.
 - Fewer personnel hours for billing and payments as contracts are generally consistent, and the system is in place to manage through an already knowledgeable staff.

Thank you in advance for your consideration, and please let us know if you require any further information.