



Neenah-Menasha Fire Rescue

“SPECIAL AGENDA”

**Neenah-Menasha Fire Rescue Joint Finance & Personnel Committee
December 11, 2017 – 6:00 p.m.
Hauser Room – City of Neenah**

NOTICE IS HEREBY GIVEN, pursuant to the requirements of Wis. Stats. Sec. 19.84, that a majority of the Neenah and/or Menasha Common Council may be present at this meeting. Common Council members may be present to gather information about a subject over which they have decision making responsibility. This constitutes a meeting of the Neenah Common Council or Menasha Common Council Members and must be noticed as such. The Council will not take any formal action at this meeting.

- I. Attendance
- II. Public Forum
- III. Approval of Minutes:
 - a. November 28, 2017
- IV. Consideration and action to approve the ordering and purchase of a new fire truck from the approved 2018 CIP Budget to replace a 1997 Pierce Quantum (handout)
- V. Adjourn

In accordance with the requirements of Title II of the Americans with Disabilities Act (ADA), the City of Neenah will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs, or activities. If you need assistance, or reasonable accommodation in participating in this meeting or event due to a disability as defined under the ADA, please call **Tara Ellis 886-6200**, tellis@nmfire.org or the **City's ADA Coordinator at (920) 886-6106** or e-mail attorney@ci.Neenah.wi.us at least 48 hours prior to the scheduled meeting or event to request an accommodation.

NMFR Joint Finance & Personnel Committee
Meeting Minutes
November 28, 2017 – 5:30 p.m.
Hauser Room – City of Neenah

Present: Ald. Collier, Nichols, Pollnow and Kunz

Excused: Ald. Stevenson & Ald. Sevenich

Also Present: Chief Kloehn, DC Voss, Director Jacobs, Director Easker and MA Ellis

Public: Amos Mikkelson

Ald. Kunz called the meeting to order at 5:30 p.m.

Public Forum: No members of the public were present.

Meeting Minutes: The Committee reviewed the September 26, 2017 meeting minutes. **MSC Pollnow/Nichols to approve the September 26, 2017 meeting minutes, all voting aye.**

Activity Reports: The Committee reviewed the October 2017 activity report, January through October 2017 activity reports and automatic aid reports. **MSC Pollnow/Collier to approve the October 2017 activity report, January through October 2017 activity report and automatic aid reports, all voting aye.**

2018 Budget: Chief Kloehn explained both City Council's approved our 2018 budget and there were no issues. He thanked all council members and both Finance Directors for their support.

New Engine Purchase: The Committee reviewed the memo from DC Voss regarding the purchase to replace a 1997 Pierce Quantum. DC Voss reviewed the process NMFR's Truck Committee went through to obtain pricing for a replacement vehicle. A lengthy discussion was held. Since there were two members not present, it was felt a special meeting should be scheduled within the next two weeks for this committee to review this item. **MSC Collier/Nichols to postpone possible action on this item and ask the department to schedule a special meeting within the next two weeks, all voting aye.**

MSC Pollnow/Collier to adjourn at 6:30 p.m., all voting aye.

Respectfully Submitted,



Tara Ellis

Management Assistant



Memorandum

TO: NMFR Joint Finance & Personnel Committee

FROM: Deputy Chief Voss / Truck Committee

DATE: November 28, 2017

RE: New Engine Purchase

Neenah Menasha Fire Rescue's (NMFR) Truck Committee recognizes that part of our purpose is to ensure a good return on the investment our communities make in the apparatus that our members rely on to provide quality emergency services. For the replacement of Engine 36, the Truck Committee believes, in the spirit of investment, we should look closely at our current apparatus and determine if our past purchases have lived up to that expectation. Our members and our customers deserve an apparatus that has the confidence of its users and reliability when it is needed most, over the life of the vehicle.

I added two committee members in 2017, a member of our mechanic & maintenance team and Assistant Chief Vern Green, to offer additional perspectives on the past vehicle purchases, and direction NMFR should go in the future. After obtaining input from all committee members, I put out an internal survey to NMFR's membership seeking quality information about what was positive and negative about our current fleet of five fire engines and one ladder truck/quint. I gathered and organized that information and identified trends in the data.

Seeking input from NMFR Truck Committee members, we chose two vendors to discuss building a replacement for Engine 36. After discussing the pros and cons of the many different manufacturers that these members have experience with, we decided to use two primary standards when selecting the vendors. The committee wanted a Wisconsin based vendor for the best possible customer service, and also wanted a single source manufacturer. Based on our collective experience, this would give our members and our customers the best apparatus ownership experience. The two vendors are Pierce Manufacturing Inc. in Fox Crossing, WI and Seagrave Fire Apparatus, LLC in Clintonville, WI.

Our process began with individual "pre-proposal" meetings with the sales representatives from both Pierce and Seagrave. In these meetings the internal survey results were shared with the representatives. The internal survey was a "raw data" glimpse into the thoughts and concerns of the firefighters, drivers and officers that work with our apparatus each day. The survey was a "likes" and "don't likes" type questionnaire and provided both representatives a roadmap for our new apparatus. Being that Seagrave is not familiar with our current apparatus, I also provided a tour of a number of our apparatus so that the Seagrave representative could get an idea of what

we have purchased, an overall look and feel and the size of the apparatus we were looking to purchase.

NMFR's Truck Committee members developed a list of needs that the new Engine 36 would need to meet and we would let each of the representative's design a truck to meet those needs. NMFR's Truck Committee members toured both manufacturing facilities and spent time answering representative's questions to ensure they both had all the information they needed to design the correct truck to serve the citizens of Neenah and Menasha. Both representatives submitted an initial proposal and NMFR's Truck Committee reviewed them and identified a number of differences. The committee was given the opportunity to seek clarifications or suggest changes and allowed both representative to submit a more final proposal. The committee is satisfied with efforts put out by both companies' representatives.

Our department has purchased all Pierce apparatus since 1992. We have attempted to standardize our apparatus over the years but due to emergency purchases of stock apparatus, we have not been very successful. This engine will be the first one built to NMFR's specifications since 2008. We believe recent changes at Pierce in there Quality Control will have extremely positive results. The support we have received from the sales team (FAE) has also been excellent. Our mechanics (firefighters) are also certified to make warranty repairs for Pierce and with a reimbursement to our department for their time. A move away from Pierce would require additional training and certifications. We have an excellent relationship with Pierce Manufacturing, FAE and the other Pierce facilities in the area.

Pierce's Proposed Price is \$559,240 and Seagrave Proposed Price \$570,000.

Seagrave summary:

A significant difference between Seagrave, and other builders, is that they build their apparatus out of stainless steel. This provides an extremely heavy duty and safe apparatus. There construction methods create a very strong and reliable product. Seagrave designs their apparatus with a lower frame for overall better stability and ride height. Seagrave utilizes a standard fire pump in their apparatus which will require a longer wheelbase than the Pierce truck. We believe that new relationships can be made if a Seagrave is chosen as our future supplier of fire apparatus. Seagrave offers mechanic classes and ongoing maintenance training. They also recommend annual inspections by Seagrave of all of their apparatus.

Committee Recommendation:

Our decision isn't based on just this one purchase. Our intent is each purchase will go through a process similar to this one, but with the hope/intent to standardize apparatus for years to come. We feel that both companies offer a quality product. We also believe that both companies will stand behind their product and are committed to providing a functional, heavy duty apparatus to NMFR. The sales teams have been outstanding in providing the information needed and representing their respective products. Our decision to respectfully recommend the Pierce manufactured engine is based on all information gathered including but not limited to; specifications provided, facilities tours, price, research, experience and representation. We do not take lightly the task of spending this amount of tax payer money. We believe this apparatus, as specified, will meet the expectations of our firefighters, drivers, mechanics, officers and citizens for the expected life of the vehicle.

NMFR is asking for consideration and action to recommend the City of Neenah and City of Menasha Common Councils approve ordering, and purchasing, a 2018 Pierce Impel Engine, and related equipment, to replace a 1997 Pierce Quantum, for a cost not to exceed \$580,000 of the approved \$590,000 2018 CIP Budget by January 31, 2018 to avoid the February 1, 2018 price increase and authorize Director Easker and Director Jacobs to review the financing options from Pierce Manufacturing and approve the most advantageous financing option for both Cities. In addition, authorize NMFR to sell the 1997 Pierce Quantum once the new engine is in service.

Thank you for your consideration.