

August 10, 2023

Mr. Paul J. Wiedefeld
Secretary
Maryland Department of Transportation
7201 Corporate Center Drive
Hanover, Maryland 21076

SUBJECT: Procurement of one (1) Fire Engine for Baltimore/Washington International
Thurgood Marshall Airport (BWI Thurgood Marshall Airport) –HGACBUY
Intergovernmental Cooperative Purchasing Agreement

Dear Mr. Wiedefeld:

The Maryland Aviation Administration (MAA) is requesting to purchase one (1) Pierce Enforcer Fire Engine from Atlantic Emergency Solutions, Inc., for the total price of \$1,394,985.00 utilizing an intergovernmental agreement between HGACBuy Contract and Atlantic Emergency Solutions, Inc. Contract No. FS12-19. HGACBuy is a nationwide government procurement service striving to make the governmental procurement process more efficient. All contracts available to participating members of HGACBuy have been awarded by virtue of a public competitive procurement process compliant with state statutes.

The purchase of the 2025 Pierce Enforcer four door, full tilt cabin, Fire Engine will replace a 2013 Pierce Fire Engine (tag # SG 28238; MAA ID #30394) that currently has 101,945 miles on it. The projected mileage at time of replacement is approximately 147,253 miles. The fire engine is used by the Baltimore Washington International Thurgood Marshall Airport Fire Rescue Department (BWI FRD) to respond to structural, emergency medical, HazMat, and aircraft rescue and firefighting (ARFF) incidents airport wide. Additionally, the 2013 fire engine does not meet the current NFPA safety standards for emergency lights, restraints, reflective safety markings and other requirements, further justifying the need for this replacement. The maintenance and repair costs for the fire engine have totaled \$155,809.54 for the past 9 calendar years which is slightly higher than average. The fire truck has experienced repeated repairs. Therefore, the replacement of the fire truck is essential to the safe and efficient operation of BWI FRD. Failure to replace the fire truck may cause severe inefficiencies in FRD ability to respond to emergencies.

Contract No. FS12-19, between HGACBuy and Atlantic Emergency Solutions, is effective June 7, 2023 through November 30, 2023. The contract provides for a Pierce Enforcer, 4 Door, Full-Tilt, Aluminum Cab, Aluminum Body, Single Axle, 1250 GPM Pump, Mid Mounted Pumper Fire Engine at a base price of \$683,552.00, processing charge of \$2,000.00, and the requested options at a cost of \$709,433.00. The total configured price is \$1,394,985.00 with a lead time of 24 – 30 months after receipt of order.

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The following is the list of priced options for the Fire Truck:

- The NFPA Equipment Package is a standard list which includes hose, ventilation fan, hand tools and etc., used to place a fire truck in service. \$200,00.00
- Construction Review Inspection \$5,000.00
- Equipment Mounting \$20,000.00
- Dealer Pre-Delivery Inspection (PDI) \$5,000.00
- ADD Frame liner Commercial \$1,964.00
- Upgrade to 27,000# rear axle \$6,636.00
- TAK-4 Suspension \$21,492.00
- Tire Chains – Rear Axle \$5,857.00
- Disc Brakes Front \$2,932.00
- Cummins X15 565 to 600 hp \$11,094.00
- Telma Retarder, Single Axle \$20,016.00
- Cummins 450 to x12 \$39,119.00
- Cummins X12 to X15 \$33,320.00
- Extended Cab \$7,319.00
- Mounting plate on engine tunnel \$666.00
- Electric Windows \$2,795.00
- Safety System \$13,557.00
- Driver Safety Seat \$1,389.00
- (6) Upgrade SCBA Bracket to Hands Free \$6,072.00
- LED body perimeter additional \$2,877.00
- LED Headlights \$3,248.00
- 12-volt LED Hi-Viz Brow full single \$7,472.00
- (5) 12 volt-Hi Viz Led (per light) \$14,435.00
- Tail lighting LED upgrade \$2,212.00
- Flush back body option \$1,1618.00
- NY Hose Bed \$4,700.00
- LED Compartment Lighting premium \$5,353.00
- (2) SCBA Cylinder storage in fender panel triple (each) \$3,588.00
- SCBA Storage in fender panel \$1,443.00
- Increase Pump from 1250 to 1500 gpm \$8,142.00
- MIV Valves Electric with manual back-up (each) \$10,253.00
- Add Front Suction Inlet 4-6" \$9,574.00
- Add Rear Suction Inlet \$7,138.00
- Add Large Diameter Side Discharge \$7,574.00
- Pierce Husky 12 Single Agent (5) discharge \$28,881.00
- EVS 3000 TO 4000 \$12,756.00
- Q2B Siren \$5,795.00

- Deck Gun with Tips, Manual \$7,058.00
- Graphics Upgraded 4 \$10,983.00
- Two-tone cab paint \$4,329.00
- (2) trough – hard suction (each) \$4,374.00
- (3) Tank Level LED (individual lights) \$11,247.00
- Electronic Tire Pressure Management \$2,674.00
- (2) hard suction hose (each) \$3,266.00
- (2) Preconnect 1.5” with 2.0” plumbing – Speed or cross \$6,402.00
- Painted Grill \$2,070.00
- 3 Mini LED Light over each side cab door \$1,757.00
- 1.5” discharge front bumper \$2,982.00
- Add Mechanical Seal to Pump \$1,184.00
- Increase Pump from 1500 to 1750 gpm \$2,686.00
- Increase Pump from 1500 to 2000 gpm \$5,263.00
- 430-amp Delco alternator \$5,244.00
- Camera System Rear Only \$1,904.00
- EVS 4000 TO 4500 PR \$14,913.00
- Add Extended Bumper \$3,083.00
- LED Emergency Light Package \$18,811.00
- Extenda-gun 18” \$8,532.00
- Disc Brakes, Rear, Single \$1,067.00
- Kussmaul Pump plus \$3,567.00
- 2.5” Discharge \$16,716.00
- Lieutenant Package \$28,034.00

Through market research the Procurement Officer was able to compare the price of the 2025 Pierce Enforcer off the HGAC Buy contract to a proposal from Atlantic Emergency Solutions for the Metropolitan Washington Airports Authority Fire & Rescue Department (MWAA FRD) dated February 14, 2023. MWAA FRD base price for a Piece Enforcer was \$683,552.00, which is the same base price MAA is paying off the HGACBuy contract. Therefore, MAA considers the price from the HGACBuy contract to be fair and reasonable.

Contract No. FS12-19 – Atlantic Emergency Solutions, Inc. has been procured pursuant to COMAR 21.05.09, Intergovernmental Cooperative Purchasing. Utilizing this procurement method will allow MAA to realize a savings of both time and money (administrative costs) in obtaining the specialized equipment. The procurement method is in the best interest of the State as it will promote administrative efficiencies and intergovernmental cooperation. Additionally, using the procurement method is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement, Section 13-110.

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COMAR 21.05.09.05 requires, "before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title." Therefore, in order to procure the necessary specialized equipment for BWI Thurgood Marshall Airport, the MAA requests approval and authorization from MDOT to use the Intergovernmental Agreement Contract No. FS12-19 to purchase one (1) Pierce Fire Engine.

If you have any questions or require additional information, please contact me at 410-859-7097.

Sincerely,

Linda Dangerfield

Linda D. Dangerfield, NIGP-CPP. CPPB
Director/Chief Procurement Officer
Office of Procurement & Materials Management, MAA

Concurrence: *Valerie Radomsky* 9/7/2023
Valerie Radomsky, Chief Procurement Officer Date
Office of Procurement, MDOT

Approved: *Paul J. Wiedefeld* 9/12/23
Paul J. Wiedefeld Date
Secretary, MDOT