
May 21, 2026

Kathryn Thomson
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of 2027 Pierce Aerial, 107' Ascendant Tandem Axle Quint for Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall Airport) Fire and Rescue Department (FRD)

Dear Ms. Thomson:

The Maryland Aviation Administration (MAA) is requesting to purchase a 2027 Pierce Aerial, 107' Ascendent Tandem Axle Quint (Quint) for the total price of \$2,013,947.00 utilizing the Intergovernmental Cooperative Purchasing Agreement, (ICPA) through HGAC Buy and Atlantic Solutions, Inc., Contract No. FS12-23.

The MAA BWI Thurgood Marshall Airport Fire Department is submitting a request to utilize the Intergovernmental Cooperative Purchasing method to replace this 12-year-old frontline structural firefighting apparatus. This frontline structural firefighting apparatus is operated by emergency essential personnel and serves as a critical component of FRD's structural firefight, rescue, and airport emergency response capability. The 2027 Quint will replace a 2014 Pierce Quint, which has exceeded the MAA and Department of Budget and Management (DBM) established 10-year vehicle replacement standard for frontline emergency apparatus.

The 2014 Pierce Quint supports emergency operations at 14 Code of Federal Regulations (CFR) Part 139 certificated Index D airport and is responsible for structural firefighting, rescue operations, passenger evacuations and support, elevated master stream operations, ground ladder deployment, and mutual aid response throughout the surrounding jurisdictions. These operational responsibilities require a high level of apparatus reliability and readiness to support life safety, airport continuity, and emergency response operations on a 24-hour 7 day a week basis.

BWI Marshall Airport operates both as an Aircraft Rescue and Firefighting (ARFF) department and a structural fire department. While ARFF apparatus fulfills Federal Aviation Administration (FAA) operational expectations under Part 139, structural companies such as 2014 Pierce Quint perform distinct and non-interchangeable functions that cannot be replaced by ARFF vehicles alone. A reduction in structural firefighting capability directly impacts overall emergency response effectiveness and increases operational exposure during critical incidents.

As the 2014 Pierce Quint has exceeded its recommended frontline service life, FRD has experienced increasing maintenance demands, mechanical reliability concerns, and operational downtime. Continued use of this again frontline apparatus increases the risk of in-service failure during emergency incidents and negatively impacts FRD's ability to maintain consistent operational readiness. Escalating maintenance costs, increased downtime, and reduced reliability have also made continued investment in the maintenance of the apparatus increasingly cost inefficient.

Contract No. FS12-23 between HGAC Buy and Atlantic Solutions, Inc., is effective through November 30, 2027. The contract provides the 2027 Quint for a total price of \$2,013,947.00. The lead time for this equipment is approximately 365 days after receipt of order.

The Procurement Officer was able to compare pricing from a bid from the City of Grass Valley, Nevada where the total price paid for a 107" Ascendant aerial ladder truck was \$2,025,647.65 compared to the contract price of \$2,013,947.00 from the HCAG Buy Contract No. FS12-13 for a difference of \$11,520.00.

The Procurement Officer was also able to compare pricing from the Fire Chiefs Association of Massachusetts Cooperative Purchasing Program comparing similar base models from different manufactures. The Ferrara Mid-Range 107' Rear Mount Aerial contract base price is \$1,801,372.00 compared to the contract base price of \$1,744,238.00 from the HCAG Buy Contract No. FS12-13 for a difference of \$57,134.00.

Based on the pricing information provided, the MAA has determined that the pricing from the Contract No. FS12-13 ICPA to be Fair and Reasonable.

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, to procure the necessary specialized equipment for BWI Thurgood Marshall Airport, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Agreement Contract No. FS12-23 for the above-mentioned purchase. Utilizing this procurement method will allow MAA to achieve savings of both time and money in obtaining specialized equipment.

By making an award under the HGAC Buy Contract No. FS12-23, it will promote administrative efficiencies, as set forth in COMAR 21.05.09.04(B)(1)(b), because this procurement will save the considerable time it would take to prepare a solicitation for public advertisement; obtain necessary approvals prior to publication; publish the solicitation; receive and evaluate proposals; and make the award. It is in the best interests of the State and will promote administrative efficiencies and intergovernmental cooperation as HGAC Buy has already deemed the vendor responsible. It 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. MAA intends to use its delegated authority under 21.02.01.04C(1)(f)(i)

Kathryn B. Thomson
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for aeronautically related services, commodities, and supplies, including equipment contracts to procure the Quint.

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

Sincerely,

<i>Daniel Guthrie</i>	5/26/26
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Daniel Guthrie, CPPB, CMPO	Date
Acting Director/Chief Procurement Officer	
Office of Procurement & Materials Management, MAA	

Approved:

<i>Valerie Radomsky</i>	5/27/26
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Valerie Radomsky	Date
Chief Procurement Officer, Maryland Department of Transportation	
Designee of Secretary	