


**SUBJECT:** Award of contract 21-062C, Purchase a Critical Response Unit to Hughes Fire Equipment Inc. in the contract amount of \$327,015.00.


**AGENDA OF:** September 15, 2020

**ASSEMBLY ACTION:**

*Approved under the consent  
Agenda 9-15-20 (Bor)*

**MANAGER RECOMMENDATION:** Present to the assembly for consideration.

*for* **APPROVED BY GEORGE HAYS, ACTING BOROUGH MANAGER:** 

Route To:	Department/Individual	Initials	Remarks
	Purchasing	<i>QSA</i>	<i>8/17/20</i>
	Emergency Services Director	<i>KB</i>	
	Finance Director	<i>JS</i>	
	Borough Attorney	<i>NS</i>	
	Borough Clerk	<i>JMM 9/8/20</i>	

**ATTACHMENT(S):** Fiscal Note: Yes   X   No         
Pierce Manufacturing Proposal: (10 pp)

**SUMMARY STATEMENT:** Within the FY21 Central Mat-Su Fire Service Area Budget appropriation and the Borough Assembly approved FY21 Budget; funds were approved for the Central Mat-Su Fire Service Area, Division of the Department Emergency Services, to purchase a Critical Response Unit (CRU). This CRU is being purchased for the Central Mat-Su Fire Service Area which services Assembly Districts 3, 4 and 6, however the CRU will respond to all working fires and be available for major emergencies Borough wide.

Technology has advanced to a point now, where a dedicated vehicle can be used to enhance situational awareness and in turn improve operations and safety on emergency scenes. The CRU will be built on a commercial all-wheel drive van chassis. The CRU will be equipped with a Tethered Unmanned Aerial Drone with thermal and

high definition cameras. Images from the drone will be monitored in the CRU and can also be viewed wirelessly on other devices on scene or at remote locations. The CRU will also have several fixed and remote controlled cameras mounted for additional situational awareness. There will be up to three work stations inside the CRU used to monitor the various cameras, radio communications and to operate and monitor the new electronic accountability system the department will be acquiring.

MSB 3.08.360 allows the borough to enter into procurement agreements when it is in the best interest of the borough. The Houston-Galveston Area Council (H-GAC), solicits, evaluates and awards contracts through a national competitive solicitation process on behalf of its members. Members can choose these contracts and procurement processes which satisfy borough solicitation requirements and avoid duplication of the process.

On July 8, 2020, Hughes Fire Equipment Inc., referencing H-GAC Contract AM10-18, provided a cost proposal to the Department of Emergency Services which was deemed acceptable.

Delivery of this unit is expected with 180 to 240 days upon execution of contract.

**RECOMMENDATION OF ADMINISTRATION:** Award of **CONTRACT 20-062C, PURCHASE a CRITICAL RESPONSE UNIT to HUGHES FIRE EQUIPMENT INC.** in the contract amount of **THREE HUNDRED TWENTY SEVEN THOUSAND FIFTEEN AND NO/100 DOLLARS (\$327,015.00) .**

MATANUSKA-SUSITNA BOROUGH  
FISCAL NOTE

Agenda Date: September 15, 2020

SUBJECT: Award of contract 21-062C, Purchase a Critical Response Unit, to Hughes Fire Equipment, Inc. in the contract amount of \$327,015.00.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <span style="border: 1px solid black; border-radius: 50%; padding: 2px;">YES</span> NO
AMOUNT REQUESTED <i>\$327,015<sup>00</sup></i>	FUNDING SOURCE <i>Fire Svc. Cap. Proj.</i>
FROM ACCOUNT # <i>405.000.000 4XX.XXX</i>	PROJECT # <i>45066-6600-6663</i>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <i>Kim W. M. M.</i>	CERTIFIED BY:
DATE: <i>09-01-2020</i>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<i>327.0</i>					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	<i>327.0</i>					
TOTAL	<i>327.0</i>					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: \_\_\_\_\_ PHONE: \_\_\_\_\_  
 DEPARTMENT: *Chapman* DATE: *9/1/2020*  
 APPROVED BY: \_\_\_\_\_ DATE: \_\_\_\_\_





**CONFIDENTIAL:** This document is restricted and intended for the addressee only.

**Pierce® CRU-22-3**  
**Ford Transit T-350 HR Extended**



Pierce is proud to build the CRU-22 at our ISO Certified manufacturing plant in Clearwater, FL. We invite you to visit and tour our plant where your vehicle is built by all Pierce craftsmen in a single, dedicated facility.



*(Picture for reference only)*

Proposal #	70820
Customer:	Central Mat-Su
Submitted By:	Steve Williamson
Date:	7/8/2020

Item	Group	Description
1.0	CHASSIS	<p><b>New Ford Transit-350 High Roof, Extended, Cargo Van including the following specifications:</b></p> <p>Made in the USA  Engine: 3.7L Ti-VCT V-6 FFV rated at 275 HP and 260 ft-lbs of torque  50-State Emissions System  Transmission: 6-Speed Automatic  GVWR: 9,500 lb  Wheel Base: 148"</p> <p>Tires: LT235/65-SR16 Black Side Wall All Season  Wheels: 16" steel  HD Alternator  12 volt battery  4-wheel heavy duty disc brakes with hydraulic power assist  25 gallon fuel tank  Cruise Control with message center</p> <p><b>Interior features:</b></p> <ul style="list-style-type: none"> <li>■ Tilt-Telescopic steering column</li> <li>■ OEM Heating &amp; Air Conditioning System</li> <li>■ Front Power Windows and Door Locks</li> <li>■ AM/FM Radio with CD/MP3, RDS and Aux-In, Digital Clock</li> <li>■ Dual Bucket Seats with Driver's inboard Armrest</li> </ul> <p><b>Exterior features:</b></p> <ul style="list-style-type: none"> <li>■ Rear 50/50 hinged rear doors with wide rear opening, No Windows</li> <li>■ Halogen Headlamps</li> <li>■ Dual Mirrors</li> <li>■ Backup Camera</li> <li>■ Exterior Upgrade Package, Includes Wheel Covers, Chrome headlight trim and Grille</li> <li>■ Sliding Door on Right, No Window</li> <li>■ Automatic Electric Entry Step</li> </ul> <p><b>Safety:</b></p> <ul style="list-style-type: none"> <li>■ Dual stage supplemental front air bags</li> <li>■ Three-point Seat Belts for Driver and Front Passenger</li> <li>■ Anti-lock brakes (ABS)</li> </ul> <p>Paint: White  Interior Color: Charcoal  License Plate Bracket</p> <p>OEM CHASSIS WARRANTY</p> <p>Basic - 36 Month/36,000 Miles  Power Train - 60 Month/60,000 Miles</p> <p>ADDED CHASSIS FEATURES</p> <p>97 DB Backup Alarm</p>



Item	Group	Description
2.0	INTERIOR	The interior of the van provides 6'-2" of headroom and is fully insulated and finished as follows:
2.1	INSULATION	R-11 Reflectix bubble pack insulation installed in walls and ceiling. Walls and ceiling are paneled with ¼" plywood. Floor is covered with ½" plywood throughout the van excluding the driver and passenger area. This flooring helps to reduce the interior noise level and acts as a thermal barrier to exterior heat.
2.2	WALL/CEILING COVERING	Walls above console are covered with dry erase white board. Wall below console is covered with gray Foss carpet. Ceiling is covered with white vinyl.
2.3	FLOOR COVERING	Floor is covered with Loncoin II black vinyl flooring.
2.4	WORKSTATION CONSOLE	An L shaped workstation console extends along the street side of the vehicle and extends in front of the rear bulkhead wall to the equipment rack. The console is custom made in house and is finished with high density laminate.  Custom aluminum raceways are installed above the console for communications wiring and workstation I/O panels. The raceway has removeable covers for easy access to communications wiring.
2.5	EQUIPMENT RACK	One 18RU equipment rack is installed at rear bulkhead wall, passenger side. 120V AC Strips are installed for power for rackmount equipment.
2.6	UPPER STORAGE CABINETS	Custom aluminum storage cabinets with gas strut openers are installed on driver's side wall above workstations and at rear bulkhead wall above equipment rack. Includes a dry erase writing surface on the door. Under cabinet LED lighting is provided under cabinets on driver's side wall.
2.7	OPERATORS CHAIRS	Three (3) Pierce Valor swivel operator's seats with 3-point safety belt are installed along the street side console of the operations area. Seats are compliant with FMVSS. The seats can swivel from rear facing to forward facing with locking capability in either position. The seat also has the ability to slide forward and aft to provide additional comfort for the operator.
2.8	REAR AREA	The rear area of the vehicle shall be separated from the operator's area by a bulkhead wall and be accessible from the rear doors. A full width shelf shall be installed approximately 30" high, from the curbside to the street side and include four (4) tie down rings installed on top of the shelf for securing loose equipment.

- 3.0 POWER PANEL
- Custom power distribution panel made of aluminum with labels for all breakers and circuits.
- Panel includes:
- AC circuit breakers for branch circuits and DC control switches
- AC and DC metering
- The power panel is located near the side sliding entry door

Item	Group	Description
3.1	POWER OUTLETS	<p>INTERIOR: Three (3) 120V AC Duplex/12V DC/USB Duplex power outlets installed in raceway at console. One (1) 12VDC power outlet is installed in the switch panel above the driver.</p> <p>EXTERIOR: Two (2) weatherproof duplex 20 Amp GFI AC outlets are installed, one (1) on the exterior rear passenger side of the vehicle and one (1) on the exterior rear driver side of the vehicle.</p>

### Patented VIP™ Premium Power System

*The VIP™ POWER SYSTEM was developed in 2012 as an innovation to replace on board gasoline generators which are noisy, unreliable and costly to repair. It was introduced 2013 and a US Patent was issued in September of 2018. There are currently over 200 vehicles with this innovative power system in operation.*

- 3.2 POWER SYSTEM
- Exclusive Patented Vehicle Integrated Power system provides up to 8kw of 12V/120V power for vehicle operating systems. Includes Mil-Spec 28V/300A alternator, four (4) 12V sealed, AGM, Mil-Spec batteries installed in the rear area which can be isolated, one 3000 watt inverter/charger and real time LCD power monitoring system. Provides 3kw of AC power from batteries to allow the vehicle to operate with the vehicle engine off. System includes low battery warning.
- Includes industry exclusive composite insulation installed under the floor. This insulation acts as a thermal barrier to limit the transfer of heat generated by the vehicle engine and exhaust system during high idling. Testing of this thermal barrier has shown a reduction of up to 70 df between the steel floor underneath the vehicle and the interior flooring and extends into the driver / passenger cab footwell area.
- This feature is standard on vehicles with the VIP™ power system.

- 3.3 EXTERNAL POWER
- External "shore" power system with the following features and specifications:
- Single input 30 AMP, 120 volt system
- Kussmaul Auto-EjectShore Power Connector
- One (1) 25' power cord with 30A Kussmaul female receptacle connector and 30A Marineco male plug connector shall be provided.
- One (1) 3' pigtail cord with 30A Marineco female receptacle and 20A Edison male plug connector shall be provided.



Item	Group	Description
3.5	INTERIOR SWITCH PANEL	<p>An aluminum, black anodized I/O panel is installed above the driver and includes:</p> <p>Security System Warning Lights</p> <p>One (1) 12VDC Power Outlet</p> <p>Vehicle Engine Hour Meter/Battery Voltage Meter</p> <p>High Idle Switch</p> <p>Communications Cut Off Switch</p> <p>Scene Light Switches (Driver Side, Passenger Side)</p>
3.5	REAR I/O PANEL	<p>An aluminum, black anodized I/O panel is installed in the rear area and includes:</p> <p>One (1) USB Duplex Power Outlet</p> <p>One (1) 12VDC Power Outlet</p> <p>One (1) 120VAC Duplex Power Outlet</p> <p>One (1) Cat 5 Network Connector</p> <p>One (1) HDMI Connector</p>
4.0	INTERIOR LED LIGHTING	<p>Three (3) DC LED dimmable lights installed in the ceiling to provide lighting for operations area, entire bank of lights may be dimmed by a dimmer control switch installed at power panel.</p> <p>Four (4) DC LED dimmable lights installed under the driver's side upper cabinet to provide lighting for operations area, entire bank of lights may be dimmed by a dimmer control switch installed at power panel.</p> <p>(2) DC LED lights are installed in the ceiling of the rear area. This light is activated when the rear door is opened.</p>
4.1	EXTERIOR LED LIGHTING	<p>The following lights are installed on the exterior:</p> <p>Four (4) DC LED scene lights are installed on the the vehicle, two (2) driver's side and two (2) passenger side, each side controlled by a switch at the driver's area.</p>
5.0	HVAC	<p>One High Capacity 12VDC, 580 CFM, 22,000 BTU rooftop air conditioner is installed for maximum cooling. Includes full size custom aluminum cover over air conditioner. Cover is painted black to match roof rack.</p> <p>One 12VDC, 313CFM, 20,000 BTU heater is installed for maximum heating.</p>
6.0	ROOF	<p>Custom tubular aluminum roof rack is installed for antenna mounts and awning support. Roof rack is painted black.</p> <p>Includes two (2) mobile antenna mounts (NMO) with low loss RF cable ran to the interior of the vehicle with enough cable to reach any area.</p>



Item	Group	Description
7.0	SAFETY	<p><b>A custom safety system is designed for each truck to meet the safety requirements for the vehicle configuration and built in options.</b></p> <p>Safety alarm system includes audible and visual alerts for doors open, and jacks down as required. The audible alarm may not be muted any time parking brake is released.</p> <p>OTHER SAFETY FEATURES:</p> <p>Automatic carbon monoxide detector / alarm installed in operations area.</p> <p>One fire extinguisher mounted in the operations area.</p>
8.0	DOCUMENTATION	<p>a) OEM Chassis manuals and individual OEM component manuals are included as provided by the OEM manufacturers</p> <p>b) Two sets of As-built Electrical Schematics in B size (11 x 17) AC and DC schematics, and one set of laminated A size (8 1/2 x 11) AC and DC schematics will be supplied.</p> <p>c) Two sets of As-built Systems Diagrams in B size (11 x 17) (Audio, Video, Network/data, Phones, RF, and systems DC diagrams minimum), and one set of laminated As-built Systems Diagrams in A size (8 1/2 x 11) will be supplied.</p> <p>Pierce will install all equipment listed in this proposal. This includes equipment provided by Pierce and customer furnished equipment (CFE). Installation service includes all required miscellaneous hardware for complete systems installation.</p> <p>Power cables are labeled on both ends with wire numbers that match flow diagrams. All cables, connectors, and construction techniques meet highest industry standards.</p> <p>Pierce will provide acceptance testing and one day of operation and maintenance training at our facilities in Clearwater, Florida upon completion of the vehicle. Customer travel is not included.</p>
9.0	WARRANTY	<p>Pierce warrants the fabricated parts of this unit against defects in material and workmanship for a period of five (5) years.</p> <p>Pierce warrants the electrical system of this unit against defects in material and workmanship for a period of two (2) years.</p> <p>OEM equipment warranties shall be provided by the OEM.</p>

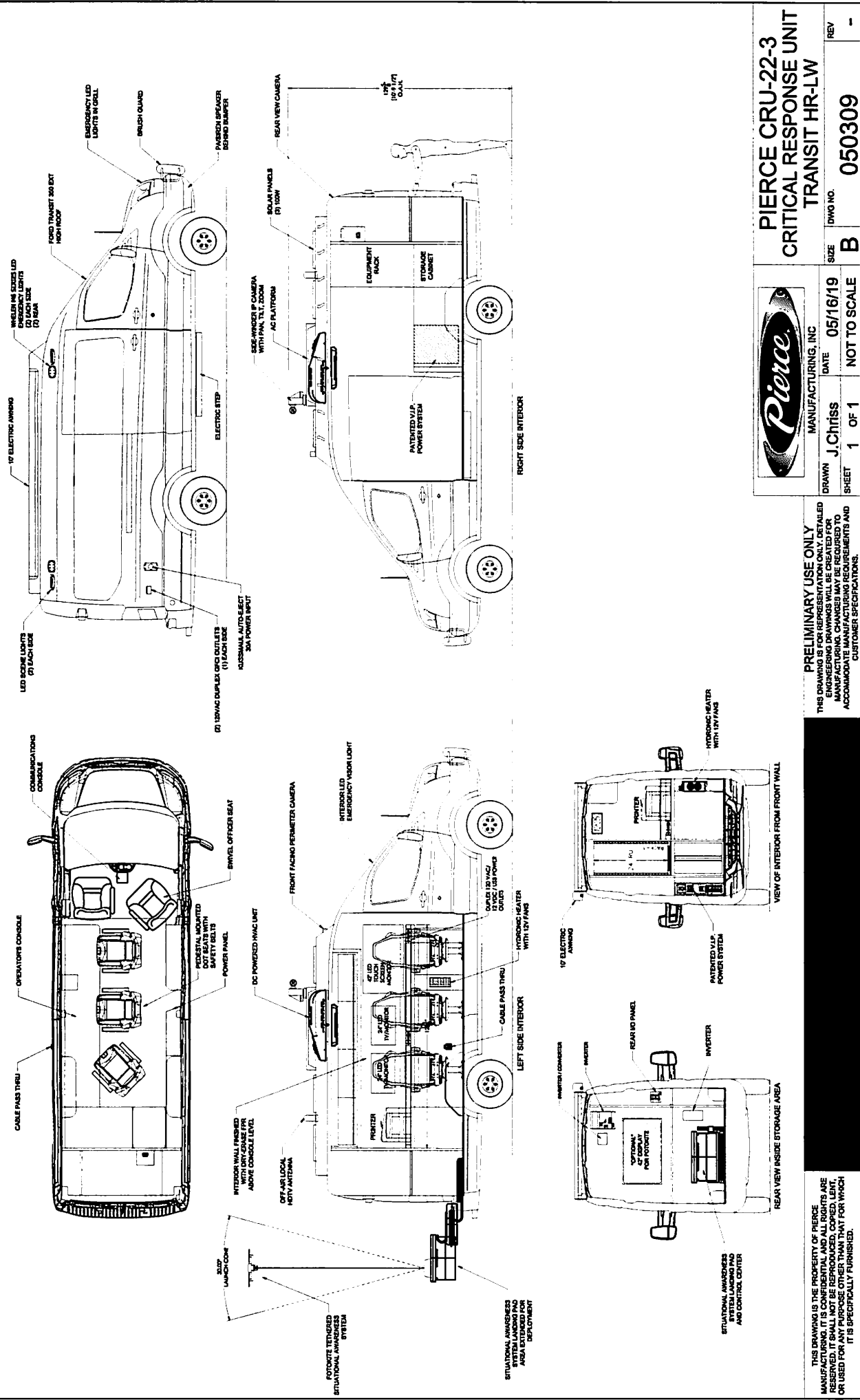
## Pierce® CRU-22-3 Vehicle Included Equipment

Qty.	Item #	Description
1	1.4	Custom paint, includes all jambs. Pierce 100 Red with Pierce 20 White upper.
1	1.8	Brush Guard installed on front of vehicle.
1	1.10	Swivel cab passenger seat with safety alert system.
1	1.14	12VDC Electric Awning - Girard self supporting awning is 10'-6" wide with 10'-0" projection with durable vinyl awning material. Includes heavy duty housing painted black to match the roof rack.
1	1.22	Ford Transit 350 Chassis-All Wheel Drive Option
1	2.6	Custom aluminum "Slide-Out" shelf/platform for drone and drone support equipment.
1	2.14	Install cable entry "mouse" hole through the driver's side of vehicle under console.
3	3.7	Solar Panels - Add roof mounted solar panel to provide up to 8 amp charge to VIP System batteries. (Up to three panels can be installed on roof.)
1	5.8	Emergency Light Package- Six (6) Whelen M6 LED Red/Blue with Clear Lens, series installed two driver's side, two rear and two passengers side, four (4) M2 LED Red/Blue with Clear Lens installed in grill, and two (2) Windshield/Dash LED Solarblast Lights Red/Blue, installed in upper windshield. Includes one (1) 295SL100 siren and one (1) SA315P speaker.
1	5.9	Light, GTT, Opticom, 76-1000-1155-0, GPS, Priority Control System
1	8.2	Communications console installed between driver and passenger for radios and scanners.
1	8.3	Install a remote communications cut-off switch. This switch will kill all DC power to communications equipment to prevent draining of batteries.
1	9.1	544099 Reflective Band, 8"
1	9.2	82587 Folded Ribbon in Reflective Stripe, Pair With Air Brushing
1	9.3	679885 Stripe, Sign Gold Outline Above & Below Reflective Band
1	9.4	680371 Stripe, Gold Leaf, Two-Tone Paint Break with Shield, IPO Chrome Molding
1	9.5	671882 Stripe, Reflective, Slide Out Tray, Front and Sides
1	9.6	540392 Emblem, Cab Doors, Mat-Su,
1	9.7	686227 Lettering, Gold Leaf, 6.00", (1-20)
1	9.8	686434 Lettering, Gold Leaf, 3.00", (21-40)
3188	11.1	Professional drive-away service to customer facility.



Pierce® CRU-22-3 Included Communications Equipment		
Qty.	Item #	Description
1	1.1	Computer Work Station Option: Includes mounting and installation of Frontline furnished computer, and two frontline supplied 24 inch monitors, wireless keyboard, mouse, cables and connectors.
1	1.2	Apple TV Generation : 4 Digital multimedia receiver Gen. 4 digital multimedia receiver Full HD 32 GB Installed and connected to monitor or router. (Requires Internet Connection)
1	1.4	8X8 Video Router Option: Includes Installation of an Extron 8X8 4K HDMI Router. One remote control panel
1	1.8	43" Touchscreen option: Includes mount and installation of a Viewsonic CDM4300T, 43" Touch Screen Monitor.
2	2.0	24 inch Television Monitor: Includes 24" Smart HD TV and mount installed. Connected to computer, off-air antenna, or router.
1	2.3	Off-Air Television Antenna Option: Includes installation of roof mounted off-air antenna for receiving local television channels. Off-Air Tuner if required. Connected to Televisions in vehicle. (service not included)
1	2.4	Wall Clock Option: Includes BRG440R High precision factory synchronized digital wall clock. 4" Red Numbering.
1	2.6	Roof top Camera Option: Includes Mast mounted WTI Viper HD Camera with 30X Zoom lens and desktop controller. (requires Mast and Nycoil)
1	3.0	Perimeter Cameras and NVR option: Includes 4 perimeter cameras connected to a supplied digital network video recorder. Connected to monitors or router if those options are selected.
1	3.1	Cellular Network option: Includes Cradlepoint wireless cellular network router with roof mounted antennas, 2 WIFI networks and a 24 port wired router. (cell service not included)
3	3.3	2-Way Radio Installation Option: Includes installation of customer supplied 2-Way radio including power connection to fuse block, cabling to roof mounted NMO antenna mount and an antenna selected for the correct operating frequency. (Does not include any custom cables specific to the radio)
1	12.4	42" monitor installed on bulkhead wall in rear area. Allows Fotokite GUI screen or other routable video sources to be displayed at rear area.
1	12.5	TV Shield Anti-Glare, Outdoor TV Enclosure
1	12.6	Pierce Situational Awareness System, 120V, with modem. Installed in CRU-22-3
1	12.7	11.6" Premium Tablet Upgrade Option with the following features: 11.6" 800nit screen, Intel Core-i7 processor, Win10, 8GB RAM / 256B SSD







July 15, 2020 (Revised July 16, 2020) - sk

Central Mat-Su Fire Department, AK  
One (1) Frontline CRU-22-3 Transit 350 High Roof Van AK70820  
Build Location: Clearwater, FL

Proposal Price	335,042.00
Less payment upon completion @ factory discount	(3,802.00)
Less 100% pre-payment discount	(4,225.00)
Total including all pre-pay discounts	327,015.00

**Terms:**

**Delivery:** Based on Pierce's current delivery schedule the apparatus would be ready for delivery from factory within 180 to 240 days after contract execution. Delivery is subject to change pending Pierce's delivery schedule at time of order. This time does not include any possible delays that may be caused by national disasters or pandemic.

**Proposal Expires:** This proposal is valid until September 30, 2020. After that date, revised pricing will be required.

**Payment Terms:**

a. If pre-payment discount options are elected, the following terms will apply:

- i. **Payment Upon Completion at Factory Discount:** If elected, final payment is due prior to apparatus leaving the factory for delivery. If payment is not processed upon receipt of invoice the discount total will be required in addition to the invoice amount.
- ii. **100% Pre-Payment Discount:** If elected, an invoice will be provided upon order processing for the 100% pre-payment. Upon receipt of invoice, payment must be made within thirty (30) days. If this option is elected, the discount is in addition to the payment upon completion at the factory discount. If payment is not made when due, the above mentioned pre-payment discounts or a portion thereof, will be added back to the final invoice. Final payment, including any changes made during manufacturing, is due upon completion of the Product at the factory and prior to delivery from the factory.

b. If pre-payment discount options are not elected standard payment terms will apply: Final payment will be due 30 days after the apparatus leaves the factory for delivery. If payment is not made at that time a late fee will be applicable.

**Consortium Purchase:** The proposal price is based on the apparatus being purchased through HGAC. This pricing is only valid for an HGAC purchase on contract AM10-18. It is the purchaser's responsibility to determine if the use of consortiums meets their purchasing requirements.

**Performance Bond:** A performance bond is included in the above price and will be provided after order placement. If customer elects to remove the performance bond \$902.00 may be deducted from the purchase price.

**Transportation:** Transportation of the unit from the factory delivered to customer in Wasilla, Alaska is included in the above pricing. However, if permits are not obtainable, due to the weight of the apparatus, and the apparatus must be transported on a flat bed, additional transportation charges will be the responsibility of the customer. We will provide pricing at that time if necessary. If customer elects to drive the apparatus from the factory, \$10,728.00 may be deducted from the purchase price. If this option is elected payment in full and proof of insurance must be provided prior to leaving the factory and the customer is responsible for compliance with all state, local and federal DOT requirements including the driver possessing a valid CDL license.

**Inspection Trips:** One (1) factory inspection trip for three (3) customer representatives is included in the above pricing. The inspection trip will be scheduled at a time mutually agreed upon between the manufacture's representative and the customer, during the window provided by the manufacturer. Airfare, lodging and meals while at the factory are included. In the event the customer is unable to travel to the factory or the factory is unable to accept customers due to the restrictions caused by a national disaster or pandemic then the Dealership reserves the right to use forms of electronic media to accomplish the intention of the inspection trip(s). Every effort will be made to make the digital media as thorough as possible to satisfy the expectations of the of the customer. If the customer elects to forgo an inspection trip \$2,450.00 per traveler (per trip) will be deducted from the final invoice.

**Acceptance of Proposal:** If the customer wishes to purchase the proposed apparatus Hughes Fire Equipment will provide the Customer its form of Purchase Agreement for the Customer's review and signature. If the Customer desires to use its standard form of purchase order as the Purchase Agreement, the purchase order is subject to review for any required revisions prior to acceptance.

**All purchase orders shall be made out to Hughes Fire Equipment Inc.**