



CITY OF NEW BEDFORD
JONATHAN F. MITCHELL, MAYOR

November 3, 2022

City Council President Ian Abreu and
Honorable Members of the City Council
133 William Street
New Bedford, MA 02740

Dear Council President Ian Abreu and Honorable Members of the City Council:

I am submitting for your approval a **LOAN ORDER** in the amount of **ONE MILLION, SEVEN HUNDRED AND FIVE THOUSAND, FIVE HUNDRED AND FOUR DOLLARS (\$1,705,504)** to pay costs of purchasing and equipping two (2) pumper trucks for the fire department, including the payment of all costs incidental and related thereto.

I have attached correspondence from Interim CFO Michael Gagne and Fire Chief Scott Kruger regarding this equipment.

Sincerely,

Jon Mitchell
Mayor



CITY OF NEW BEDFORD

CITY COUNCIL

November 10, 2022

A BOND ORDER TO PAY COSTS OF PURCHASING AND EQUIPPING TWO PUMPER TRUCKS FOR THE FIRE DEPARTMENT, INCLUDING THE PAYMENT OF ALL COSTS INCIDENTAL AND RELATED THERETO.

BE IT ORDERED, BY THE CITY COUNCIL OF THE CITY OF NEW BEDFORD AS FOLLOWS:

That the City appropriates One Million, Seven Hundred and Five Thousand, Five Hundred and Four Dollars (\$1,705,504) to pay costs of purchasing and equipping two pumper trucks for the Fire Department, including the payment of all costs incidental and related thereto (the "Project"); that to meet this appropriation, the Treasurer, with the approval of the Mayor, is authorized to borrow said sum of money, pursuant to M.G.L. Chapter 44, Section 7 or pursuant to any other enabling authority; and that the Mayor is authorized to take any other action necessary to carry out this Project.

FURTHER ORDERED: That the Treasurer is authorized to file an application with the appropriate officials of The Commonwealth of Massachusetts (the "Commonwealth") to qualify under Chapter 44A of the General Laws any and all bonds of the City authorized by this Order, and to provide such information and execute such documents as such officials of the Commonwealth may require in connection therewith.



CITY OF NEW BEDFORD

Jonathan F. Mitchell, Mayor

OFFICE OF THE CFO

Michael J. Gagne, Interim CFO
CHIEF FINANCIAL OFFICER
Room 302, City Hall
New Bedford, MA 02740
Telephone: (508) 979-1441

City of New Bedford
Office of the Mayor
Mayor Jonathan Mitchell
William Street
New Bedford, MA. 02740

November 3, 2022

Dear Mayor Mitchell:

As you requested, I have had several meetings with Fire Chief Scott Kruger about the condition and cost of repairs associated with two of the six frontline Pumper fire trucks. As you see by the attached letter and breakdown from Chief Kruger, he has detailed repair costs on Engine # 1 at \$151,000 and Engine # 7 at \$121,000 over the course of the past two years. This is on vehicles the city purchased for 650,000 dollars each. This in my estimation triggers a red flag in that we need to move on planning for their replacement on the front line of the city. Unfortunately, if you look at the vehicles the city has for backup when a Pumper is out for service, these vehicles are quite old and have issues of concern also.

The situation nationwide on emergency vehicles, their ordering, manufacturing and delivery take a far greater amount of time than it took back prior to the Pandemic. Recently the City received some public safety vehicles that were ordered 20 months ago. Larger vehicles such as fire trucks are taking even greater amounts of time to manufacture and deliver.

In closing the fire truck manufacturer like all industries during these inflationary times has had a series of material cost increases which can be expected. If we can provide an approved loan order in November, we will be locked at the quoted costs of present pricing, and this would be held through the manufacturing and delivery to the city. As you see on the attached documents if we wait until the next Fiscal Year both vehicles together will cost an additional 132,000 dollars.

Respectfully,

Michael J. Gagne
Interim CFO

Attachments

Michael Gagne

From: Scott Kruger
Sent: Tuesday, November 1, 2022 11:02 AM
To: Michael Gagne
Subject: Re: [EXTERNAL] RE: Greenwood EV - New Bedford Tag On Pumper

Hello Mike,

Here's the rundown of our reserve pumpers:

- 1997 E-One pumper purchased used from the Town of Walpole in 2019. This is our last option when we need to use a reserve pumper when more than two of them require repairs or there is an off-duty call back for a large fire.

-2002 Pierce pumper (former Engine 6). This engine is used frequently when one of the frontline pumpers requires repairs or routine maintenance. As with any twenty year old vehicle, acquiring parts can be a challenge and it requires frequent repairs itself.

-2005 Pierce pumper former Engine 11). Even though this is our newest pumper, this is the one Carlos has the most concerns about. The chassis is severely rotted in the rear end and it was x-rayed two years ago due to these concerns. The technician who performed the test passed it but warned we weren't likely to get more than a few more years of service from it.

If this procurement is approved, the department will be in the best position we've ever been in with regards to our pumpers. By the time the new ones are built, the two 2014s will be ten to eleven years old and function as reliable reserve pumpers.

Thanks very much for working on this. Please let me know how you make out.

Scott

On Nov 1, 2022, at 10:25, Michael Gagne <Michael.Gagne@newbedford-ma.gov> wrote:

Scott, please give me the age and condition of the pumpers we have as backup now, I know you told me this last week but I forgot the details. Im preparing the stuff for the Loan Order request to council and for the mayor's signature. Mike

From: Scott Kruger <SKruger@newbedford-ma.gov>
Sent: Wednesday, October 12, 2022 1:21 PM
To: Michael Gagne <Michael.Gagne@newbedford-ma.gov>
Cc: Sharon Thomas <Sharon.Thomas@newbedford-ma.gov>; Brian Medeiros <Brian.Medeiros@newbedford-ma.gov>
Subject: FW: [EXTERNAL] RE: Greenwood EV - New Bedford Tag On Pumper

Hello Mike,

I'm following upon your request for repair records for Engine 1 & 7. The amounts date back to January 2020 when the Repair Shop changed over from their old records software. The amounts are hard to

believe given both of these engines have only been in service exactly 8 years (October 2014). Engine 1's costs are at \$151,000 and Engine 7's costs are \$121,000. This is only in less than two years. They are the two busiest engines and their workloads have increased since Engine 11 was decommissioned in March 2020. I don't believe we need to do this, but if we looked up the previous 6 years it would drive the numbers up higher. It's actually staggering since we only paid \$650,000 apiece for them.

This is another reason I believe we need to look in another direction as far as who builds our fire apparatus. Service with Allegiance, the local Pierce dealer, has not been what it should be which compounds the problem. I've attached this email to the latest email I received from Colin over at Greenwood Fire Apparatus (E-One dealer) which breaks down the relative costs and cost savings we could be looking at. He said he is available to meet virtually or on a conference call if needed. If we moved forward on this, I would just need to adjust the CIP to move Engine 7 from FY26 to FY25 and do the same in reverse with the staff vehicles slated to be purchased in FY25.

Thanks for all your help on this and please let me know if there's any other info that's required.

From: Colin Boutin <CBoutin@greenwoodev.com>
Sent: Thursday, October 6, 2022 8:29 PM
To: Scott Kruger <SKruger@newbedford-ma.gov>
Subject: [EXTERNAL] RE: Greenwood EV - New Bedford Tag On Pumper

Good Evening Chief,

As we discussed, below I have estimated the potential cost savings New Bedford can realize by ordering the next due pumpers within the next two weeks.

Current cost of a Tag On Order placed within the next 2 weeks:

2022 E-One Top Mount Pumper TAG ON: \$852,752 (this includes (2) 7.5% increases which occurred after the 2022 Pumper was ordered in January)

****No money is due at time of purchase. Payment made upon delivery of completed truck to New Bedford Fire Department Fall 2024 (currently)**

Estimated cost of a Tag On Order if placed in July 2023:

2023 E-One Top Mount Pumper (estimate): \$985,461 (this includes (2) 7.5% increases which potentially could occur between July 2022 and July 2023)

****No money is due at time of purchase. Payment made upon delivery of completed truck to New Bedford Fire Department Fall 2025 (estimated lead time for future purchase)**

Potential savings for ordering truck(s) now: \$132,709 (estimated 15% increase)

This is only 1 year, if waiting additional time, that number could increase even more considerably.

We can specify that the unit(s) ordered this month be completed in the fall of 2024 (which is fiscal year 2025).

Best Regards,

Colin Boutin
Regional Sales Manager
Greenwood Emergency Vehicles
Cell: (603) 674-7575
Email: cboutin@greenwoodev.com



From: Colin Boutin
Sent: Monday, October 3, 2022 11:27 AM
To: Scott Kruger <SKruger@newbedford-ma.gov>
Subject: FW: Greenwood EV - New Bedford Tag On Pumper

Good Morning Chief,

Per our discussion on the phone:

Cost of a Tag On Order placed within the next 3 weeks:

2022 E-One Top Mount Pumper TAG ON(estimate): \$852,752 (this includes (2) 7.5% increases which occurred after the 2022 Pumper was ordered)

\$0.00 – No money is due at time of purchase. Payment made upon delivery of completed truck to New Bedford Fire Department in 2024 (currently)

2022 Contract Price for TAG ON Order: \$852,752

Included in \$852,752:

Lettering to match dept fleet

APX8500 with repeater installed (2022 department provided price, please confirm)

(5) MSA G1 SCBA Bottles (2022 department provided price, please confirm)

10 year cummins engine warranty

Extended 2 year E-One Warranty

Akron Apollo Deck Gun

TFT MIV Valve

Mateflex in compartment shelving

(5) yellow Streamlight Vulcan lights installed

Setcom wireless headsets

Hose allowance \$90k

HGAC Pricing/Fees

Best Regards,

Colin Boutin
Regional Sales Manager
Greenwood Emergency Vehicles
Cell: (603) 674-7575
Email: cboutin@greenwoodev.com



From: Colin Boutin
Sent: Friday, July 15, 2022 6:03 PM
To: Scott Kruger <SKruger@newbedford-ma.gov>
Subject: Greenwood EV - New Bedford Tag On Pumper

Good Afternoon Chief,

Per our conversation yesterday, here is a break down of the potential savings when tagging on to the current pumper on order.

Breakdown of the truck currently on order:

2022 E-One Top Mount Pumper: \$769,000
2022 Pre-Payment Discount: -\$19,000
2022 Contract Price: \$750,000

Estimated cost of a Tag On Order placed within the next few weeks:

2022 E-One Top Mount Pumper TAG ON(estimate): \$852,752 (this includes (2) 7.5% increases which occurred after the 2022 Pumper was ordered, I need to confirm exact pricing)
2022 Pre-Payment Discount: \$0.00 – No money is due at time of purchase. Payment made upon delivery of completed truck to New Bedford Fire Department Late 2023 (currently)
2022 Contract Price for TAG ON Order: \$852,752

Estimated cost of a Tag On Order placed in Fiscal Year 2024 (July 2023):

2023 E-One Top Mount Pumper(estimate): \$985,461 (this includes (2) 7.5% increases which potentially could occur between July 2022 and July 2023)
2023 Pre-Payment Discount: \$28,000.00 – 100% prepayment due within 21 days of contract signing.
2023 Contract Price for TAG ON Order: \$957,461.00

Therefore it is safe to assume that you would be able to realistically be able to realize a savings of \$104k+, with zero due until the truck is completed and delivered to New Bedford Fire Department, which would be in fiscal year 2024 (assumed late 2023 delivery). As we are locking in the price at the time of order now, you would not be subject to any of the potential increases that go in to effect after the contract is done. One note that we would want to discuss is the equipment and allowances. Currently this would include the same air packs, same radios, same flashlights, MIV Valve, Deck Gun, and \$90k hose allowance(if you want that on this unit as well), as they are priced today.

Please let me know if you have any questions, we can certainly talk Monday before your meeting, especially if you want this tweaked at all. I appreciate it! Have a great weekend!

Best Regards,

Colin Boutin

Est. Summary:	Labor Hours	Labor	Non Stock Parts	Stock Parts	Sublet	Other Cost	Billing Adjustment	Total
Count: 1	126.3213	\$6,741,504	\$21,921,155	\$46,980	\$92,896,620	\$0,000	\$0,000	\$121,606,209
Order Count: 69								

[illegible]

Report Version: 2018.5.2.209
Serial Version: 20180723.1540

Engine