



Director  
Mitchell J. Brown

# City of Columbus Department of Public Safety

50 W. Gay Street, 2nd Floor  
Columbus, Ohio 43215-9035  
(614) 645-8210 FAX 645-8268



Mayor  
Michael B. Coleman

## MEMORANDUM

**TO:** Nappy M. Hetzler, Procurement Manager  
Purchasing Office

**FROM:** Mitchell J. Brown, Director *MJB.*

**SUBJECT:** Platform Ladder Bids  
10-212-DIR-06

**DATE:** June 9, 2010

Bids for 100' aerial platform ladders were received by the Purchasing Office on February 4, 2010. At the request of the Public Safety Director, a committee of representatives from the Fire Division, Purchasing Office, and the Fleet Management Division, convened to review the bids on April 21, 2010. On May 17, 2010, the committee recommended to the Public Safety Director the bid from Sutphen Corporation as "the overall most compliant bid, lowest price, and vehicle that is best for [Fire's] overall need."

The Public Safety Department supports the recommendation of the committee in selecting Sutphen Corporation as the lowest and overall best bid and has authored legislation in the total amount of \$2,988,475.20 to procure three 100' aerial platform ladders. The total bid amount is based upon a price of \$996,158.40 per unit. A breakdown of the bids and unit pricing is attached for your review.

Sutphen Corporation submitted the lowest bid price of the four bids received, and the vehicle that is best for the Fire Division's overall need. However, due to a number of detailed and inflexible bid specifications, several of the vendors, including Sutphen, either submitted alternate equipment or listed exceptions for some of the bid items. Therefore, the Public Safety Department recommends a waiver of the competitive bid requirements.

If you have any questions pertaining to this recommendation, please contact Deputy Public Safety Director Dan Giangardella at 645-0414.

MJB:DJG:djg

c: Josh Cox, City Attorney's Office  
Jane Dunham, Deputy Director of Finance & Mgmt.

Dave Bush, Deputy Director of Finance & Mgmt.  
Ned Pettus Jr., Fire Chief

Division of Fire ..... 3675 Parsons Avenue ..... Columbus, Ohio 43207-4054 ..... (614) 645-8308 ..... FAX 645-3040  
Division of Police ..... 120 Marconi Boulevard ..... Columbus, Ohio 43215-0009 ..... (614) 645-4545 ..... FAX 645-4551  
Division of Support Services ..... 220 Greenlawn Avenue ..... Columbus, Ohio 43223-2694 ..... (614) 645-7710 ..... FAX 645-4819

## Ferrara

Item	Cost
Complete	\$ 1,160,510.00
TELMA	\$ (9,797.00)
Aluminum Body	\$ (15,219.00)
Independent Suspension	\$ (16,008.00)
SCBA	\$ (30,102.00)
RIC	\$ (2,710.00)
Xtra-SCBA Cylinders	\$ (5,418.00)
Portable Radio	\$ (25,104.00)
<b>Total</b>	<b>\$ 1,056,152.00</b>

## Ohio Cat

Item	Cost
Complete	\$ 1,171,520.00
TELMA	\$ (10,375.00)
Aluminum Body	\$ (9,000.00)
Independent Suspension	\$ (18,775.00)
SCBA	\$ -
RIC	\$ (3,025.00)
Xtra-SCBA Cylinders	\$ (5,577.00)
Portable Radio	\$ -
<b>Total</b>	<b>\$ 1,124,768.00</b>

## SMEAL

Item	Cost
Complete	\$ 1,187,851.00
TELMA	\$ (11,000.00)
Aluminum Body	\$ (35,000.00)
Independent Suspension	\$ (18,628.00)
SCBA	\$ (27,636.00)
RIC	\$ (2,717.00)
Xtra-SCBA Cylinders	\$ (4,926.00)
Portable Radio	\$ (5,312.00)
<b>Total</b>	<b>\$ 1,082,632.00</b>

## Sutphen

Item	Cost
Complete	\$ 1,063,364.00
TELMA	\$ -
Aluminum Body	\$ (11,280.00)
Independent Suspension	\$ -
SCBA	\$ (27,338.82)
RIC	\$ (2,613.92)
Xtra-SCBA Cylinders	\$ (4,876.86)
Portable Radio	\$ (21,248.00)
<b>Total</b>	<b>\$ 996,006.40</b>