



DeKalb County
GEORGIA

The Department of
Purchasing and
Contracting

User Department's Recommendation SUBJECT: Sourcewell CA No. 113021-SUT Sutphen Heavy Duty Pumper Truck

Recommended Bidder(s): Sutphen Corporation meets our approval.

Funding: Vehicle Replacement Fund

General ☒ Enterprise ☐

3 Digit Fund Code #622

CIP Line Item No. (if applicable): _____

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$1,362,944.84

Justification:

It is recommended that Sutphen Corporation, be the Vendor for this Sutphen Pumper Commander Chassis Fire Truck, by reason of, they have already been awarded the bid through Sourcewell Cooperative Purchasing Contract.

Buying off Sourcewell Cooperative contract is as competitive as bidding on the open market but greatly reduces the overall procurement time since it's already gone through either a competitive bid process or competitive proposal process.

The pumper truck is a fire suppression apparatus which has a main purpose of transporting the fire crew, water, and equipment to an emergency scene. The pumper truck is responsible for the primary fire attack on the fire scene. Pumper trucks are also equipped with lifesaving Emergency Medical Equipment. Fire Rescue Pumpers supply hose lines with water used for extinguishment, making their presence necessary for efficient fire suppression operations. DeKalb Fire Rescue currently has twenty-three front line pumpers, and thirteen reserve pumpers.

Tony Calky 8/21/2025
Name, Title Date

Fleet Specification Analyst

Robert Ward
Department Director Date
8-21-25

Jovan
Hooper

Digitally signed by
Jovan Hooper
Date: 2025.09.10
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User Department's Recommendation SUBJECT: Sourcewell CA No. 113021-SUT Sutphen Heavy Duty 105 ft. Mid-Mount Tractor Drawn Aerial Ladder Truck

Recommended Bidder(s): Sutphen Corporation meets our approval.

Funding: Vehicle Replacement Fund

General ☒ Enterprise ☐

3 Digit Fund Code #622

CIP Line Item No. (if applicable): _____

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$2,572,250.30

Justification:

It is recommended that Sutphen Corporation, be the Vendor for this Sutphen Heavy Duty 105' Mid-Mount Tractor Drawn Aerial Ladder Fire Truck, by reason of, they have already been awarded the bid through Sourcewell Cooperative Purchasing Contract.

Buying off Sourcewell Cooperative contract is as competitive as bidding on the open market but greatly reduces the overall procurement time since it's already gone through either a competitive bid process or competitive proposal process.

The aerial apparatus is a fire suppression apparatus which has a main task of providing a source of rescue for trapped victims in an emergency who are unable to be reached with ground ladders. Aerial Fire Apparatus are also able to be deployed as fire attack apparatus, when fireground operations switch to a defensive mode of operation. Dekalb Fire Rescue currently has eleven front line aerial apparatus, and eight reserve aerial apparatus. As of now several of the apparatus have reached the end of their service life and need replacement.

Tommy Corley 8/21/2025
Name, Title Date
Fleet Specification Analyst

Robert D. Darden
Department Director Date
8-21-25

Jovan
Hooper

Digitally signed by
Jovan Hooper
Date: 2025.09.10
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DeKalb County
GEORGIA

The Department of
Purchasing and
Contracting

User Department's Recommendation SUBJECT: Sourcewell CA No. 113021-SUT Sutphen
Heavy Duty 100 ft. Mid Mount Aerial Ladder Truck

Recommended Bidder(s): Sutphen Corporation meets our approval.

Funding: Vehicle replacement Fund

General ☒ Enterprise ☐

3 Digit Fund Code #622

CIP Line Item No. (if applicable): _____

Disbarment and Suspension checks completed-Yes

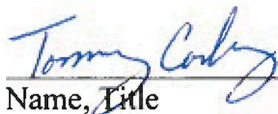
Project Amount This Term: \$2,236,992.63

Justification:

It is recommended that Sutphen Corporation, be the Vendor for this Sutphen Heavy Duty 100' Mid-Mount Aerial Ladder Fire Truck, by reason of, they have already been awarded the bid through Sourcewell Cooperative Purchasing Contract.

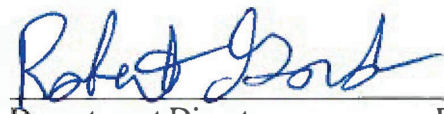
Buying off Sourcewell Cooperative contract is as competitive as bidding on the open market but greatly reduces the overall procurement time since it's already gone through either a competitive bid process or competitive proposal process.

The Aerial Apparatus Fire Trucks are needed for the DeKalb County Fire Department. They will be used to transport firefighters and equipment to incidents for firefighting operations. These trucks are equipped with an extendable boom ladder that enables firefighters to reach high locations. These trucks can provide a high vantage point for spraying water and creating ventilation. Additionally, the trucks serve as an access and escape route for firefighters, as well as the people they may rescue.


Name, Title

8/21/2025
Date

Fleet Specification Analyst


Department Director

8-21-25
Date

Jovan
Hooper

Digitally signed by Jovan
Hooper
Date: 2025.09.10
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SUTPHEN CONTRACT UPDATE

PPI Information, New Verbiage, Understanding Why, Etc.

New Verbiage to Contract:

Evolving industry conditions and market volatility may materially impact the cost to manufacture fire apparatus. As such, Sutphen reserves the right to impose a price adjustment. The price adjustment will be determined using the Producer Price Index (PPI) – specifically, the Commodity Data for Heavy Duty Truck Manufacturing: Buses, including military and firefighting vehicles with chassis of own manufacture. The calculation will be based on the PPI value the month of contract execution, compared to the PPI value 12 months prior to the originally slotted production completion date.

If the PPI reflects an increase exceeding 5% over this period, the Purchaser will be subject to a price adjustment equal to the percentage increase in excess of 5%. Sutphen will provide written notice to the Purchaser as soon as it reasonably anticipates the need to apply such adjustment. Upon receipt of such notice, the Purchaser may request to terminate the Agreement; however, acceptance of such termination shall be at Sutphen's sole and absolute discretion. If the termination request is approved, a cancellation fee equal to 5% of the original contract purchase price will be applied.

Eliminated Verbiage from Contract:

Changes to National Fire Protection Association ("NFPA") 1900, Environmental Protection Agency ("EPA") or changes legislated by Federal, State or Local Governments or changes in part availability or vendor relationships that impact the cost to manufacture the truck may incur additional charges which shall be borne by the purchaser. These may include but are not limited to changes that affect the major vendors of the fire apparatus industry such as pump manufacturers, seat manufacturers, electrical power supplies (generators) and powertrain (engine & transmission). Sutphen shall provide written notice to the Purchaser as soon as it reasonably believes any provision may be invoked. Sutphen shall provide, upon written request, documentation of such changes and increases.

Any such changes shall be documented on a change order executed by both Sutphen and Purchaser.

Understanding Why:

Uncertain times coupled with longer lead times requires Sutphen to protect itself with this language and policy.

Sutphen needs to be profitable to continue to sustain, improve and ultimately grow. This contract language is in the best interest of Sutphen's long-term success for all of their stakeholders including: team members, dealers and our customers.

The assumption should be that this will be enforced. There is the possibility that Sutphen could be in a position where this is enforceable but decided not to be enforced. Do not expect this to be the case and do not set your customers' expectations that this will not be enforced.

- **Protection:** Sutphen has been in business for 135 years. This is essential to protect Sutphen against the unknown so that we can continue to support the industry we have been leaders in for generations.
- **Transparency:** The numbers tell the story. There is no guess work in coming up with a price increase amount.
- **Tracking:** The customer can track the PPI. If after a year it is up 5% they will be able to start conversations with the city before we alert them. This allows for planning and makes the conversation easier to have.
- **PPI Contingency Fund:** Some customers will not want to have the unknown. We can add a fixed amount to offset what price escalation COULD take place. \$25,000, \$50,000, \$75,000. Obviously, there is still an unknown, but this allows customers to have some input on their thoughts on what could take place.

SUTPHEN CONTRACT UPDATE (CONT.)

PPI Information, New Verbiage, Understanding Why, Etc.

- **PPI Evaluation Time Frame:** It is important to note that we will evaluate PPI numbers 12 months prior to the contract's proposed delivery. We do not evaluate upon delivery. This allows for planning and accountability for all parties involved. If a truck slips in the schedule, the customer will not be punished with additional PPI percentages.
- **Researched and Reviewed:** We tested approximately 25 trucks purchased and delivered at different times throughout the past 5 years. If language were implemented over the past 5 years Sutphen would have on average been asking for between \$25,000 - \$30,000 per truck. The highest being \$70,000 and the several of them being \$0. These past 5 years have been during an extraordinary time of inflation. Obviously, we don't know what the future holds, but this should help you gain a better understanding.
See examples below:

Example 1:

Purchase Month	June 2021
Price	\$600,000
Delivery Time Quoted:	36 Months
Expected Delivery Month:	June 2024
Evaluation Month (12 months before delivery):	June 2023
PPI June 2021, Purchase Month:	126.40
PPI June 2023, Evaluation Month:	144.42
Percentage Increase in PPI:	14.2%
Percentage Over 5%:	9.2%
Additional Amount Owed:	$\$600,000 \times 9.2\% = \$55,200$

Example 2:

Purchase Month	August 2022
Price	\$1,500,000
Delivery Time Quoted:	26 Months
Expected Delivery Month:	October 2024
Evaluation Month (12 months before delivery):	October 2023
PPI August 2022, Purchase Month:	140.43
PPI October 2023, Evaluation Month:	146.63
Percentage Increase in PPI:	4.4%
Percentage Over 5%:	0%
Additional Amount Owed:	\$0