



User Department's Recommendation SUBJECT: Sourcewell CA #110321-SUT-100 ft. Mid-Mount Aerial Ladder Truck

Recommended Bidder: Sutphen Manufacturing meets our approval.

Funding:

General ☐ Enterprise ☐ 3 Digit Fund Code _____

CIP Line Item No. (if applicable): POETA _____

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$4,057,094.00

Justification:

It is recommended that Sutphen Manufacturing be approved as the vendor for the purchase of two (2) 100 ft. mid-mount aluminum aerial ladder trucks. Sutphen Manufacturing pricing and discounts have been approved through the Sourcewell Cooperative.

These units will be used by the Fire Department as emergency response units that respond to fire calls throughout DeKalb County.

Replacement Cycle – 10 years
Department - Fire



Name, Title
Fleet Specifications Analyst

Date



Department Director

Date

INTERDEPARTMENTAL
MEMORANDUM

TO: Robert Gordon, Director, Fleet

FROM: Tammy Shew, Senior Procurement Agent, Team B

SUBJECT: Sourcewell CA #110321-SUT-100 ft. Mid-Mount Aerial Ladder Truck

May 13, 2024

It is requested that you do the following:

1. Please review the attached bids associated with the above referenced solicitation and provide your award recommendation. You are looking for the lowest, responsive and responsible bidder. Your review should ensure that you are confident that your recommended supplier(s) can in fact provide the goods and services required.
2. Please provide the following information in the space provided on page two:
 - a. Specific justification why in your professional opinion the recommended vendor should be awarded the contract.
 - b. Advise of any problems in connection with the selected vendor(s), if any exist.
 - c. If you find bidders who offer lower prices than your recommended supplier(s), then you must provide specific justification why they are either non-responsive* (did not follow the instructions found in the solicitation) or non-responsible** (not able to perform/deliver as minimally required according to the scope of work found in the solicitation).

**Note – The Department of Purchasing and Contracting is ultimately responsible in determining if a bidder is non-responsive, but input/feedback from the user department is always important to us.*

***Note – The user department and the Department of Purchasing and Contracting must mutually agree before determining if a bidder is non-responsible.*

3. Return required documents within 10 business days.

If you have any questions, please call me at 404-687-2796.



PROPOSAL

TO THE:

DeKalb County (Sourcewell ID#18859)
1300 Commerce Drive
Decatur, GA 30030

DATE: April 23, 2024

We hereby propose and agree to furnish the following firefighting equipment upon your acceptance of this Proposal via the Sourcewell Co-Operative Purchase Agreement (#113021-SUT):

Two (2) or more Sutphen Heavy Duty 100' Mid-Mount Aerial Ladder (SL100)

Complete and Delivered for the Total Sum of\$ 2,028,547.00/ea

(\$2,386,526.00 MSRP)

PROJECTED SL100 PRODUCTION COMPLETION TIME: 28-30 Months

Two (2) or more Sutphen Heavy Duty 100' Mid-Mount Aerial Platform (SPH100)

Complete and Delivered for the Total Sum of\$ 2,380,138.00/ea

(\$2,800,162.00 MSRP)

PROJECTED SPH100 PRODUCTION COMPLETION TIME: 32-34 Months

Projected Production Completion times based on time of order. This Proposal shall be **strictly** valid for thirty (30) days. If a Purchase Agreement or Purchase Order is not received by Sutphen within 30 days of the date of this Proposal, Sutphen reserves the right to extend, withdraw, or modify this Proposal, including pricing, delivery times, and prepayment discounts, as applicable.

Respectfully submitted,

Jerry Harley
Authorized Representative for Sutphen Corporation