

12**AGENDA ITEM
ST. JOHNS COUNTY BOARD OF COUNTY COMMISSIONERS***Deadline for Submission - Wednesday 9 a.m. - Thirteen Days Prior to BCC Meeting***2/7/2017****BCC MEETING DATE****TO:** Michael D. Wanchick, County Administrator**DATE:** December 18, 2016**FROM:** Joe Giammanco, Purchasing Manager**PHONE:** 904 209-0152**SUBJECT OR TITLE:** RFP 07-53; Purchase of Fire Apparatus & Special Application Vehicles - Additional 5yr Renewal Period**AGENDA TYPE:** Consent Agenda, Contract, Resolution**BACKGROUND INFORMATION:**

In 2007, the County advertised a solicitation for Fire Apparatus & Special Application Vehicles (RFP No: 07-53). The contract was awarded to Pierce Manufacturing, Inc. for an initial term of five (5) years, with an optional five (5) year extension exercisable by the County. As part of the Agreement, the County currently receives credit in the amount of 0.5% from purchases by other agencies who piggyback this agreement. St. Johns County Fire Rescue has requested that the County exercise the option to extend the Agreement for five (5) years. If extended, Pierce Manufacturing has agreed to (1) increase the credit to the County from purchases by other agencies to 0.75%, which can be utilized to offset the cost of future purchase by the County; and (2) provide two (2) scholarships to cover training and course materials for Pierce training events. If approved, the Agreement extension period would begin on March 1, 2017 and expire on February 28, 2022.

1. IS FUNDING REQUIRED? Yes**2. IF YES, INDICATE IF BUDGETED.** Yes**IF FUNDING IS REQUIRED, MANDATORY OMB REVIEW IS REQUIRED:****INDICATE FUNDING SOURCE:** Both the Fire Services and EMS Departments have been appropriated fire apparatus as part of the Fiscal Year 2017 budget, affected by this agenda motion.**SUGGESTED MOTION/RECOMMENDATION/ACTION:**

Motion to adopt Resolution 2017-_____ authorizing the County Administrator, or his designee, to execute an Agreement extension for a term of five (5) years with Pierce Manufacturing, Inc under RFP No: 07-53.

For Administration Use Only:**Legal:** RDR 1/18/2017**OMB:** JDD 1/24/2017**Admin:** ALV 1/25/2017

RESOLUTION NO: 2017 - _____

A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO AUTHORIZE AN ADDITIONAL, FIVE (5) YEAR RENEWAL FOR THE CONTRACT WITH PIERCE MANUFACTURING, INC UNDER RFP #07-53.

RECITALS

WHEREAS, in 2007, the County advertised a solicitation for the purchase of fire apparatus and special application vehicles, under RFP No: 07-53; and

WHEREAS, a contract was awarded to Pierce Manufacturing, Inc for an initial term of five (5) years, with one five (5) year renewal available for exercise by the County, which was exercised by the County on December 5, 2011, and became effective as of March 1, 2012, and remains in effect through February 28, 2017; and

WHEREAS, associated with the contract between the County and Pierce Manufacturing, there is an access fee that is assessed to other agencies and organizations who piggyback the agreement to make purchases, which is provided to the County as a credit against purchases made; and

WHEREAS, since the beginning of the contract, the County has received \$224,998.57 from access fees; and

WHEREAS, St. Johns Fire Rescue has requested to authorize a second, five (5) year renewal period be added to the agreement with Pierce Manufacturing, which would become effective on March 1, 2017, and will remain in effect through and until February 28, 2022; and

WHEREAS, through negotiations, Pierce Manufacturing has offered to increase the access fee for the County to .75%, over the current .5%; has offered to provide two (2) scholarships to training for SJC designated attendees at any Pierce-related training event, which would cover the cost of the training and any course-related materials.
; and

WHEREAS, the project is being funded by Fire Rescue Administration; and

WHEREAS, said purchase serves a public purpose.

NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. The County Administrator, or his designee, is hereby authorized to award an additional five (5) year renewal to the Contract with Pierce Manufacturing, under RFP No: 07-53 and further authorized to execute an amendment on behalf of the County for the renewal.

Section 3. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

PASSED AND ADOPTED by the Board of County Commissioners of St. Johns County, Florida, this ____ day of _____, 2017.

ATTEST: Hunter S. Conrad, Clerk

By: _____

Deputy Clerk

**BOARD OF COUNTY COMMISSIONERS
OF ST. JOHNS COUNTY, FLORIDA**

By: _____

Jeb Smith, Chair

Pierce Manufacturing Inc.

AN OSHKOSH CORPORATION COMPANY • ISO 9001:2000 CERTIFIED

2600 AMERICAN DRIVE
POST OFFICE BOX 2017
APPLETON, WISCONSIN 54912-2017
920-832-3000 • FAX 920-832-3208
www.piercemfg.com



Ms. Jaime Locklear, CPPM, FCCM
Contract Administration Manager
St. Johns County BOCC Purchasing Department
500 San Sebastian View
St. Augustine, FL 32084

September 23, 2016

Reference: RFP 07-53 Fire Apparatus and Special Application Vehicles

Dear Ms. Locklear,

It was a pleasure meeting with you last week to discuss modification of the contract to allow for an additional renewal period of five years. We sincerely appreciate the business relationship that we have enjoyed with St. Johns County and look forward to the possibility of continuing this great contract.


For your records, we are enclosing a current spreadsheet, which shows all customers who have accessed the contract and also expenditures made by St. Johns County Fire Rescue utilizing contract access funds. It is easy to see how beneficial this contract has been to St. Johns County and to Pierce Manufacturing as well!

As an additional incentive to extend the contract period, we are willing to increase the contract access fee to 3/4 or .75%. This increase will align with other contract access fees currently being charged in the marketplace and we do not believe it will cause any adverse opinions on the part of utilizing agencies. All other terms and conditions of these access funds would remain unchanged at this time.

In addition to the access fee adjustment, we would also commit to providing scholarship positions for two (2) St. Johns County designated attendees at any Pierce-related training event. Scholarship would cover the cost of the training courses and any course-related material. The scholarship does not include any transportation, meals, or lodging expenses.

Again, thank you for your past business and we look forward, with great anticipation, to continuing the great relationship we have built with St. Johns County Fire Rescue, St. Johns County Purchasing, and the St. Johns County Board of County Commissioners.

Sincerely,


Robert F. Boggus
Ten-8 Fire Equipment
Authorized Sales Representative
Pierce Manufacturing, Inc.

Cc: Keith Chapman, President, Ten-8 Fire Equipment, Inc.
Matt McLeish, Vice-President, Sales, Pierce Manufacturing, Inc.
Chief Carl Shank, St. Johns County Fire Rescue

TEN-8 FIRE EQUIPMENT, INC.

2904 59th Ave. Dr. E, Bradenton, FL 34203 - 941-756-7779

ST. JOHN'S QUARTERLY REPORTING

RFP NO. 07-53

January 1 - March 31, 2007/1st Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	Expected Del. Date	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
April 1 - June 30, 2007/2nd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	Expected Del. Date	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
July 1 - September 30, 2007/3rd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	Expected Del. Date	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
October 1 - December 31, 2007/4th Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	Expected Del. Date	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Bunnell			8359	1	Contender Pumper/Tanker	12/20/2007	\$ 370,747.00	10/31/2008	\$ 1,853.74	1/9/2009	P.O. 20101414 23306
							Total for 2007	\$ 1,853.74			
January 1 - March 31, 2008/1st Quarter											
Name of Agency	Job #	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Deltona		00080537-04	1	Custom Contender	1/11/2008	\$ 345,633.00	9/16/2008	\$ 1,728.17	12/3/2008	P.O. 20101414	23306
Volusia	22181	00002800955	3	Custom Contenders	2/13/2008	\$ 887,829.00	10/8/2008	\$ 4,439.15	1/9/2009	P.O. 20101414	23306
			1	Contender DX Tanker		\$ 196,195.00	10/23/2008	\$ 980.98	1/9/2009	P.O. 20101414	23306
Titusville		signed contract	1	Custom Contender	2/29/2008	\$ 349,796.00	12/2/2008	\$ 1,748.98	Mar-09	P.O. 20101414	23306
April 1 - June 30, 2008/2nd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Fernandina Beach		221028	1	Arrow XT Pumper	4/10/2008	\$ 349,635.00	9/15/2008	\$ 1,748.18	12/3/2008	P.O. 20101414	23306
Dayonta Beach		43068	2	Contender Pumpers	4/17/2008	\$ 494,890.00	1/6/2009	\$ 2,474.45	1/23/2009	P.O. 20101414	23306
Jacksonville	21184	PO808284	1	Arrow XT 105' HDL	5/22/2008	\$ 687,823.00	2/10/2009	\$ 3,439.12	4/20/2009	P.O. 20101414	23306
Jacksonville	21183	PO808287	1	Contender E-Tanker	5/22/2008	\$ 254,655.00	3/20/2009	\$ 1,273.28	8/5/2009	P.O. 20120716	25327
Jacksonville	21181	PO808286	5	Arrow XT HDRP Pumpers	5/22/2008	\$ 2,479,105.00	1/19/2009	\$ 4,488.48	4/20/2009	P.O. 20101414	23306
								\$ 7,907.05	4/20/2009	P.O. 20120716	25327
Jacksonville	20835/21224	PO808288	3	Arrow XT MUX Pumpers	5/22/2008	\$ 1,261,602.00	1/12/2009	\$ 6,308.01	4/20/2009	P.O. 20120716	25327
Ft. Meade		1003648	1	Contender Pumper	5/23/2008	\$ 217,982.00	6/25/2008	\$ 1,089.91		11/11/08	20613
Cherokee County, GA	21228	00026973-00	1	Arrow XT 105' HDL	5/27/2008	\$ 766,579.00	1/5/2009	\$ 3,832.90	Jun-09	P.O. 20120716	25327
Kissimmee		082691	1	Quantum Pumper	5/28/2008	\$ 419,750.00	11/19/2008	\$ 2,098.75	1/23/2009	P.O. 20101414	23306
July 1 - September 30, 2008/3rd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Osceola County	21502	P77895	1	Contender Dryside Tanker	7/25/2008	\$ 193,722.00	4/7/2009	\$ 968.61	Jun-09	P.O. 20120716	25327
Lakeland, City of	21504	225776	1	Quantum SkyBoom	8/5/2008	\$ 549,867.00	3/18/2009	\$ 2,749.34	4/20/2009	P.O. 20120716	25327
Osceola County	21583	P78329	1	Velocity 105' HDL	8/19/2008	\$ 726,620.00	5/7/2009	\$ 3,633.10	8/5/2009	P.O. 20120716	25327
Osceola County	21589	P78329	1	Impel 75' HAL	8/19/2008	\$ 631,398.00	5/4/2009	\$ 3,156.99	8/5/2009	P.O. 20120716	25327
Deltona	21757	00080973-00	1	Contender Rescue	9/23/2008	\$ 180,700.00	5/21/2009	\$ 903.50	7/10/2009	P.O. 20120716	25327
October 1, 2008 - December 31, 2008/4th Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Delray Beach, City of	21854	654878	1	Velocity 100' Platform	10/3/2008	\$ 389,944.50	6/22/2009	\$ 1,949.72	9/28/2009	P.O. 20120716	25327
Ocoee, City of	21984	1419004	1	Enforcer Pumper	12/1/2008	\$ 388,243.00	7/17/2009	\$ 1,941.22	9/28/2009	P.O. 20120716	25327

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 ST. JOHN'S QUARTERLY REPORTING
 RFP NO. 07-53

Lakeland, City of	24196	238080	1	Velocity 100' Platform	10/26/2010	\$ 928,011.00	8/2/2011	\$ 1,069.45	10/27/2011	11/03/15	PO #20160844
October 1 - December 31, 2010/4th Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Cape Canaveral	24401	contract	1	Velocity Pumper	12/13/2010	\$ 458,101.00	7/20/2011	\$ 2,290.51	9/16/2011	11/03/15	PO #20160844
						Total for 2010	\$ 22,630.04				
January 1 - March 31, 2011/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
April 1 - June 30, 2011/2nd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
No Sales											
July 1 - September 30, 2011/3rd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Cape Canaveral	25116	contract	1	Velocity 75' HAL	7/23/2011	\$ 619,693.00	7/16/2012	\$ 3,098.47	8/20/2012	11/03/15	PO #20160844
						Total for 2011	\$ 3,098.47				
October 1 - December 31, 2011/4th Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
No Sales											
January 1 - March 31, 2012/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
April 1 - June 30, 2012/2nd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Cape Canaveral	25926	contract	1	Commercial Pumper		\$ 238,284.00	12/7/2012	\$ 1,191.42	3/18/2013	11/03/15	PO #20160844
July 1 - September 30, 2012/3rd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
No Sales											
October 1 - December 31, 2012/4th Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Lakeland	26467	249642	1	Quantum PUC 55' SkyBoom	10/23/2012	\$ 647,988.00	4/23/2013	\$ 3,239.94	6/11/2013	11/03/15	PO #20160844
Statesboro	26543	0009970	1	Velocity 95' Mid-Mount PAP	11/27/2012	\$ 994,098.48	9/27/2013	\$ 4,970.49	11/19/2013	11/03/15	PO #20160844
Statesboro	26544	0009970	1	Impel PUC Pumper	11/27/2012	\$ 505,901.52	9/27/2013	\$ 2,139.72	11/19/2013	11/03/15	PO #20160844
Statesboro	26544	0009970	1	Impel PUC Pumper	11/27/2012	\$ 505,901.52	9/27/2013	\$ 389.79	11/19/2013		
						Total for 2012	\$ 11,931.36				
January 1 - March 31, 2013/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Sanford	26723	033262	1	Dash CF PUC Pumper	1/22/2013	\$ 435,850.00	8/9/2013	\$ 2,179.25	10/16/2013	01/06/16	Job # 27312
Titusville	26695	009211	1	Impel 75' HAL	1/29/2013	\$ 636,162.00	8/26/2013	\$ 3,180.81	1/8/2014	01/06/16	Job # 27312

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Kissimmee	26735	13-001356	2	Impel Pumpers	2/18/2013	\$ 898,435.00	12/19/2013	\$ 3,139.94	2/27/2014	01/06/16	Job # 27312
								\$ 1,352.24		11/19/15	29801
Kissimmee	26736	13-001357	1	Velocity PUC 100' Platform	2/18/2013	\$ 992,139.00	12/19/2013	\$ 4,960.70	2/27/2014	11/19/15	29801
Pooler	26759	13-4549	1	Impel Pumper	2/26/2013	\$ 429,178.00	8/13/2013	\$ 2,145.89	9/5/2014	11/19/15	29801
April 1 - June 30, 2013/2nd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Jacksonville	26847	PO304683	1	Arrow XT 75' HAL	3/12/2013	\$ 690,250.00	10/15/2013	\$ 3,451.25	1/8/2014	11/19/15	29801
Broward County	27051	470 PRT05281300000000049	1	Industrial Pumper	5/29/2013	\$ 961,764.00		\$ 4,808.82	9/17/2014	11/19/15	29801
July 1 - September 30, 2013/3rd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
New Smyrna Beach	27375	42054-00	1	Arrow XT PUC Pumper	8/29/2013	\$ 464,065.00	5/7/2014	\$ 2,320.33	8/13/2014	11/19/15	29801
October 1 - December 31, 2013/4th Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
							Total for 2013	\$ 27,539.22			
January 1 - March 31, 2014/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Edgewater	27887	008338	1	Impel Pumper	3/9/2014	\$ 422,018.00	12/8/2014	\$ 2,110.09	3/19/2015	11/19/15	29801
Lakeland	27906	10/2/2602	1	Quantum HDR	3/12/2014	\$ 562,462.00	3/11/2005	\$ 2,812.31	5/6/2015	11/19/15	29801
April 1 - June 30, 2014/2nd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
DeBary	27994	14-01364	1	Impel Pumper	4/4/2014	\$ 378,016.69	12/22/2014	\$ 1,890.08	6/4/2015	11/19/15	29801
July 1 - September 30, 2014/3rd Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
No Sales											
October 1 - December 31, 2014/4th Quarter											
Name of Agency		PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Lakeland		259790	1	Quantum Pumper w/foam	11/4/2014	\$ 518,250.00		\$ 2,591.25	10/23/2015	11/19/15	29801
Lakeland		259791	1	Quantum Pumper	11/4/2014	\$ 502,847.00		\$ 2,514.24	10/23/2015	11/19/15	29801
							Total for 2014	\$ 11,917.97			
January 1 - March 31, 2015/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Jacksonville	28895	PO504530	2	Enforcer 75' PAL	2/24/2015	\$ 1,439,833.34		\$ 5,042.80	3/2/2016	11/19/15	29801
								\$ 2,156.37	3/2/2016		
Jacksonville	28891	PO504526	1	Enforcer HDR	2/24/2015	\$ 528,446.00		\$ 2,642.23			
Jacksonville	28894	PO504525	1	Elliptical Tanker	2/24/2015	\$ 295,525.00		\$ 1,477.63			
Jacksonville	28893	PO504527	2	Enforcer 105' HDL	2/24/2015	\$ 1,673,849.34		\$ 8,369.25	3/2/2016		
Jacksonville	28892	PO504644	2	Enforcer 100' Tiller	2/27/2015	\$ 1,961,863.34		\$ 9,809.32			
Clermont	28997	2015-0138	1	Velocity 100' Aerial	3/23/2015	\$ 1,092,127.00		\$ 5,460.64	4/20/2016		

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April 1 - June 30, 2015/2nd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Clermont	29243	1	Saber FR Pumper		\$ 380,347.00		\$ 1,901.74	4/20/2016			
July 1 - September 30, 2015/3rd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Smyrna, GA	27360	16000640-01	1	Impel FR 75' HAL	8/5/2015	\$ 710,000.00	\$ 3,550.00	12/31/2015			
October 1 - December 31, 2015/4th Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
Orange City	29723	49046	1	Saber Pumper	10/19/2015	\$ 387,007.00	\$ 1,935.04				
Kissimmee	29934	16-000417	1	Impel PUC Pumper	12/8/2015	\$ 607,887.00	\$ 3,039.44				
Winter Park	29977	157088	2	Quantum Pumper	12/18/2015	\$ 1,051,168.00	\$ 5,255.84				
							Total for 2015	\$ 50,640.27			
January 1 - March 31, 2016/1st Quarter											
Name of Agency	JOB#	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #
Cape Canaveral	30128	contract	1	Quantum Pumper	1/5/2016	\$ 548,104.00		\$ 2,740.52			
Jacksonville	30123	PO604200	3	E-Tankers	1/29/2016	\$ 922,341.00		\$ 4,611.71			
April 1 - June 30, 2016/2nd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
No Sales											
July 1 - September 30, 2016/3rd Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
No Sales											
October 1 - December 31, 2016/4th Quarter											
Name of Agency	PO#	Qty.	Vehicle Type	PO Date	Total PO Amt.	RFP	Admin. Fee	Credit Available	Credit Applied	Invoice/ Job #	
							Total for 2016	\$ 7,352.23			
Total for 2007 \$ 1,853.74 Total for 2008 \$ 70,456.08 Total for 2009 \$ 17,579.19 Total for 2010 \$ 22,630.04 Total for 2011 \$ 3,098.47 Total for 2012 \$ 11,931.36 Total for 2013 \$ 27,539.22 Total for 2014 \$ 11,917.97 Total for 2015 \$ 50,640.27 Total for 2016 \$ 7,352.23 Total Fees Earned \$ 224,998.57 Total Used \$ (172,048.87) Balance Available \$ 52,949.70											
Total credit available as of 9/20/16 \$ 21,438.00											



**CONTRACT AGREEMENT
AMENDMENT #2
RFP NO: 07-53; FIRE APPARATUS & SPECIAL APPLICATION VEHICLES
Master Contract #: 07-MCO-PIE-00163**

This Contract Amendment (“Amendment”) is made by and between **St. Johns County, FL**, (“County”), a political subdivision of the State of Florida, with principal offices located at 500 San Sebastian View, St. Augustine, FL 32084, and **Pierce Manufacturing, Inc**, (“Contractor”), authorized to do business in the State of Florida, with mailing address: 2600 American Drive, P.O. Box 2017, Appleton, WI, 54912-2017; Phone: (920) 832-3000; Fax: (920) 832-3208; and Email: frfboggus@yahoo.com.

WHEREAS, in 2007, the County advertised a solicitation for the purchase of fire apparatus and special application vehicles, under RFP No: 07-53; and

WHEREAS, a contract was awarded to Pierce Manufacturing, Inc for an initial term of five (5) years, with one five (5) year renewal available for exercise by the County, which was exercised by the County on December 5, 2011, and became effective as of March 1, 2012, and remains in effect through February 28, 2017; and

WHEREAS, associated with the contract between the County and Pierce Manufacturing, there is an access fee that is assessed to other agencies and organizations who piggyback the agreement to make purchases, which is provided to the County as a credit against purchases made; and

WHEREAS, since the beginning of the contract, the County has received \$224,998.57 from access fees; and

WHEREAS, St. Johns Fire Rescue has requested to authorize a second, five (5) year renewal period be added to the agreement with Pierce Manufacturing, which would become effective on March 1, 2017, and will remain in effect through and until February 28, 2022; and

WHEREAS, through negotiations, Pierce Manufacturing has offered to increase the access fee for the County to .75%, over the current .5%; has offered to provide two (2) scholarships to training for SJC designated attendees at any Pierce-related training event, which would cover the cost of the training and any course-related materials.

NOW THEREFORE, for and in consideration of the compensation and covenants hereinafter mentioned:

1. The above recitals are hereby incorporated into the body of this Amendment, and such recitals shall constitute findings of fact.
2. Article 2 shall be amended to add one (1) five (5) year renewal period, which shall become effective on March 1, 2017, and shall remain in effect through and until February 28, 2022.
3. Article 2 shall be amended to increase the access fee to .75% or ¾% of the sale price of each unit purchased off the contract by an outside agency, which will be credited back to the County to be applied to future purchases.
4. The Contractor shall provide two (2) scholarships for County designated attendees for any Pierce-related training, which shall cover costs of training and course-related materials.
5. With the exception of the changes, amendments, modifications and revisions noted in this Amendment, all other terms and conditions contained in the Contract as previously amended shall remain in full force and effect. The County and the Contractor acknowledge that any further changes, amendments, modification or revisions to the Contract shall be in writing and executed by duly authorized representatives of each party.

IN WITNESS WHEREOF, authorized representatives of the County, and Contractor have executed this Amendment on the day and year below noted.

ST. JOHNS COUNTY, FL:

CONTRACTOR:

Signature of Authorized Representative

Full Legal Company Name

Printed Name & Title

Signature of Authorized Representative

Date of Execution

Printed Name Authorized Representative

**ATTEST: ST. JOHNS COUNTY, FL
CLERK OF COURT**

Printed Title Authorized Representative

Deputy Clerk

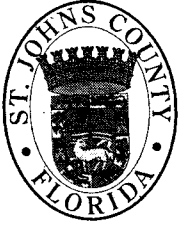
Date of Execution

Date of Execution

LEGALLY SUFFICIENT:

Deputy County Attorney

Date of Execution



St. Johns County Board of County Commissioners

Purchasing Division

November 1, 2011

CONTRACT AMENDMENT #1

Mr. Robert Boggus
Pierce Manufacturing Inc.
P O Box 2017
Appleton, WI 54912-2017

RE: RFP No: 07-53; Fire Apparatus and Special Application Vehicles – Contract Amendment #1

Contract Amendment #1 is hereby issued to amend the above referenced Contract Agreement as follows:

- 1. Contract Renewal Option #1 is hereby being exercised by St. Johns County.
2. The contract time is hereby extended from March 1, 2012 for a period of five (5) years and shall expire midnight Eastern Standard Time (EST) February 28, 2017.

All pricing shall be firm as listed on the most current GSA Federal Supply Schedule 23 in effect at the time of proposal to Pierce Fire Fighting vehicles plus 3% dealer markup throughout the duration of the Contract Term.

All equipment shall be in accordance with all the terms, conditions and specifications of RFP No. 07-53 and all terms and conditions of the original Contract Agreement dated March 1, 2007 shall remain in full force and effect.

Please sign below to indicate your acceptance of the amendments shown above. This Contract Amendment shall become a part of the contract upon execution of all parties.

Signature of County Representative: Joe Burch, Purchasing Director, St. Johns County. Date: 12-5-11

X Signature of Contractor Representative: John S. Verich. Date: 12/01/2011

John S. Verich, Vice President of Finance
Typed or Printed Name and Title



St. Johns County Board of County Commissioners

Purchasing Division

December 6, 2011

Mr. Robert Boggus
Pierce Manufacturing Inc.
P O Box 2017
Appleton, WI 54912-2017

Re: Contract Extension under RFP No: 07-53, Fire Apparatus and Special
Application Vehicles for St. Johns County, Florida

Dear Mr. Boggus,

Please find enclosed the executed contract agreement for the above referenced project.

Purchase Orders will be issued for the purchase of this equipment.

If you have any questions, please call me at 904-209-0154. Thank you for doing business
with St. Johns County.

Sincerely,

A handwritten signature in cursive script, appearing to read "Leigh Daniels".

Leigh Daniels, CPPB
Buyer III
St. Johns County Purchasing Division

cc: Fire Rescue
Master File

Leigh Daniels

From: Leigh Daniels
Sent: Wednesday, November 30, 2011 4:12 PM
To: 'csewell@piercemfg.com'
Cc: rfboggus@yahoo.com
Subject: RE: St Johns County Contract Amendment #1
Attachments: Contract Amendment #1 - Extension.doc

Cherry,

I made the requested change and have attached the document to this email. Please print three copies and sign and return to me. Please let me know if you have any questions.

Thank you,
Leigh

Leigh A. Daniels, CPPB
Buyer III
Purchasing Division
St. Johns County Board of County Commissioners
904-209-0154
904-209-0155 Fax
ldaniels@sjcfl.us

From: csewell@piercemfg.com [mailto:csewell@piercemfg.com]
Sent: Wednesday, November 30, 2011 2:53 PM
To: Leigh Daniels
Cc: rfboggus@yahoo.com
Subject: St Johns County Contract Amendment #1

Dear Leigh,

I received the contract extension agreement that you sent for our renewal. In reviewing, I would request that we make a small change so that the language is more precise. Where you have "All pricing shall be firm as listed on GSA Federal Supply Schedule 23...", I would ask that we change that to state "All pricing shall be firm as listed on the most current GSA Federal Supply Schedule 23 in effect at the time of purchase..."

Please review our request at your convenience and let me know if the change is acceptable. If you have questions or would like to discuss, please give me a call.

Sincerely,

Cherry L. Sewell
Sr. Contract Administrator
Pierce Manufacturing, Inc.
An Oshkosh Corporation Company
Ph: 920-832-4433
E: csewell@piercemfg.com

"If it is not right do not do it; if it is not true do not say it."
-Marcus Aurelius-

Although this e-mail and any attachments are believed to be free of any virus or other defect which might affect any computer system, it is the responsibility of the recipient to check that it is virus-free and the sender accepts no responsibility or liability for any loss, injury, damage, cost or expense arising in any way from receipt or use

11/30/2011

thereof by the recipient.

The information contained in this electronic mail message is confidential information and intended only for the use of the individual or entity named above, and may be privileged. If the reader of this message is not the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this transmission in error, please contact the sender immediately, delete this material from your computer and destroy all related paper media.

Please note that the documents transmitted are not intended to be binding until a hard copy has been manually signed by all parties.
Thank you.



St. Johns County Board of County Commissioners

Purchasing Division

November 7, 2011

Robert Boggus
Pierce Manufacturing Inc.
P O Box 2017
Appleton, WI 54912-2017

Re: Contract Extension # 1 under RFP No: 07-53, Fire Apparatus and
Special Application Vehicles for St. Johns County, Florida

Dear Mr. Boggus,

Enclosed are three copies of the contract extension agreement. Please sign each and return to my attention as soon as possible. A fully executed copy of the Contract Extension Agreement will be forwarded to you.

If you have any question please call me at (904) 209-0154. Thank you for doing business with St. Johns County.

Sincerely,

A handwritten signature in cursive script that reads "Leigh A. Daniels".

Leigh A. Daniels, CPPB
Buyer III
St. Johns County Purchasing Division

Pierce Manufacturing Inc.

AN OSHKOSH CORPORATION COMPANY • ISO 9001:2000 CERTIFIED



2600 AMERICAN DRIVE
POST OFFICE BOX 2017
APPLETON, WISCONSIN 54912-2017
920-832-3000 • FAX 920-832-3208
www.piercemfg.com

October 31, 2011

Ms. Leigh Daniels, CPPB
St. Johns County Purchasing
2446 Dobbs Road
St. Augustine, FL 32086

Reference: Contract Extension under RFP No: 07-53, Fire Apparatus and Special Application Vehicles

Dear Ms. Daniels,

Pierce Manufacturing, Incorporated is willing to extend/renew the above-referenced contract for an additional five years, dating from March 1, 2012 to February 28, 2017. All terms and conditions of the contract shall remain the same.

We sincerely appreciate the opportunity to continue doing business with St. Johns County and look forward with great anticipation to the continuation of this contract. It has truly been a pleasure working with the staff of St. Johns County Fire Rescue and St. Johns County Purchasing over the last five years.

Sincerely,

Robert F. Boggus
Ten-8 Fire Equipment, Inc.
Authorized Sales Representative
Pierce Manufacturing, Inc.

Cc: Mark Jones, Ten-8 Fire Equipment, Inc.
Dann Bouwer, Ten-8 Fire Equipment, Inc.
Mark L. Smith, Pierce Manufacturing, Inc.

RECEIVED ST. JOHNS
COUNTY PURCHASING
2011 OCT 31 P 3:58



St. Johns County Board of County Commissioners

Purchasing Division

October 26, 2011

Robert Boggus
Pierce Manufacturing, Inc.
P O Box 2017
Appleton, WI 54912

Re: Contract Extension under RFP No: 07-53, Fire Apparatus and Special Application Vehicles

Dear Mr. Boggus,

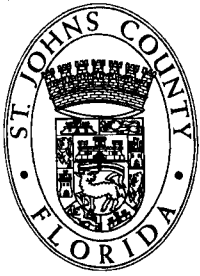
The above current contract agreement with St. Johns County terminates February 28, 2012, but is eligible for renewal/extension. Is Pierce Manufacturing, Inc. willing to extend/renew for a period of five additional years, March 1, 2012 to February 28, 2017 at the same terms? Please provide your response in writing, and it may be faxed back to (904) 209-0155, to my attention.

If you have any question please call me at (904) 209-0154. Thank you for doing business with St. Johns County.

Sincerely,

A handwritten signature in cursive script that reads "Leigh A. Daniels".

Leigh A. Daniels, CPPB
Buyer III
St. Johns County Purchasing



ST. JOHNS COUNTY
PURCHASING DEPARTMENT

2446 Dobbs Road
St. Augustine, Florida 32086

OCT 26 2011

INTEROFFICE MEMORANDUM

TO: Jeff Prevatt, Interim Assistant Fire Chief
FROM: Leigh Daniels, CPPB, Buyer III *LD*
SUBJECT: Contract Extension with Pierce Manufacturing Inc under RFP No: 07-53, Fire Apparatus and
Special Application Vehicles
DATE: October 21, 2011

The above contract agreement for your department expires on February 28, 2012. There is one (1) five-year renewal remaining on this contract. Please provide the following information to the Purchasing Department:

- Has the contractor met acceptable quality standards and performed in accordance with the specifications? If not, please provide all on-going documentation of deficiencies. (A single memo/letter or documentation prepared now is not adequate grounds for termination.)
- Do you wish to extend the agreement for an additional year? If you desire to extend the contract, have you already received correspondence from the contractor that they are willing to extend? If so, please forward that to Purchasing. Otherwise, we need to contact them to see if they are agreeable to an extension at the same terms, price and conditions.
- If you wish to re-bid now, please forward the bid request and specifications to purchasing as soon as possible. (The **minimum** lead-time is five (5) weeks.)
- **Please provide the GL and budgeted amount and sign below.**

Please indicate what action is to be taken and return at your convenience. Once we receive your response-either for extension or bidding- it may still be required to go before the Board before a new purchase order and/or contract is issued. Thank you for your assistance. If you have any questions, please contact Leigh Daniels at 209-0154.

We wish to extend / not extend and rebid

GL _____

Budgeted amount\$ _____

[Signature] _____ 10/24/11
Signature and date

SN
3/1/07

**CONTRACT AGREEMENT
FOR
RFP NO. 07-53
Fire Apparatus and Special Application Vehicles**

THIS AGREEMENT is made this 1st day of March 2007 by and between **ST. JOHNS COUNTY**, hereinafter called "OWNER", and **Pierce Manufacturing Inc., P. O. Box 2017, Appleton, WI 54912, (920) 832-4273** hereinafter called "CONTRACTOR".

WITNESSETH: That for and in consideration of the payment and agreements hereinafter mentioned;

1. The CONTRACTOR will **supply fire apparatus and special application vehicles to St. Johns County Fire Rescue listed on General Services Administration, GSA Federal Supply Schedule 23, Contract # GS-30F-1045D in accordance with RFP No. 07-53.**

2. The CONTRACTOR agrees to provide the item(s) as described in the CONTRACT DOCUMENTS for a five-year term beginning March 1, 2007 and ending February 28, 2012 unless extended. The County will be invoiced at a pricing level **equal to current GSA Federal Supply Schedule 23 in relation to Pierce Fire Fighting vehicles plus 3% dealer markup.** A Purchase Order will be issued for each purchase.

Any future price adjustments to fire apparatus and special application vehicles pricing will be in accordance and equal to adjustments made to GSA Federal Supply Schedule 23.

Owner agrees to allow other municipalities or agencies to access its contract for fire apparatus and special application vehicles. An access fee in the amount of ½ of 1% of the sale price of each unit purchased off the contract by an outside agency will be credited back to the Owner to be applied to the next purchase.

The contract will be for an initial period of five (5) years. The contract may be extended, upon mutual agreement of the Owner and Contractor, for up to five (5) years. This agreement does not require that the owner meet or exceed a minimum purchase quantity.

3. The term CONTRACT "DOCUMENTS" means and includes the following:

- (1) ADVERTISEMENT FOR BIDS AND INSTRUCTION TO BIDDERS
- (2) RFP PROPOSAL – COST PROPOSAL
- (3) RFP SPECIFICATIONS & CONDITIONS & ADDENDUM # 1
- (4) CONTRACTOR'S PROPOSAL DATED 1/16/2007

(5) CONTRACT AGREEMENT

4. The Contract Agreement shall be binding upon all parties hereto and their respective heirs, executors, administrators, successors and assigns.

IN WITNESS WHEREOF, the parties hereto have executed or caused to be executed by their duly authorized officials, this Agreement, five (5) copies of which shall be deemed an original on the date first above written.

CONTRACTOR:

OWNER:

Pierce Mfg, Inc. Seal

St. Johns County Board of County Commissioners Seal

BY: Robert F. Boggus
Signature

BY: Joe Burch
Signature

NAME: ROBERT F. BOGGUS
Printed Name & Title

NAME: Joe Burch, Purchasing Manager
Printed Name & Title

ADDRESS: 2600 AMERICAN DR.

3-1-07
Date of Execution

APPLETON, WI 54915

PHONE (920) 832-3231

FAX (920) 832-3084

Cheryl Strickland, Clerk of Courts

By: Patricia Alexander
Deputy Clerk

3-1-07
Date of Execution