

Board of Fire Commissioners

Greenfield Fire District
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The April 17, 2018 special meeting of the Greenfield Fire District was called to order at 7:00 pm by Chairman Chandler with a flag salute and moment of silence.

Present: Commissioners Chandler, Dussault, King, Miller, Sadousky; District Administrator/Treasurer Petkus. See attendance sheet for others in attendance.

Brief discussion regarding the cost of the forcible entry simulator, originally slated to come out of the Fire Training line item, but that would bring the line item to almost zero, and there is more upcoming training. Joyce to move the money for the forcible entry simulator from the Contingency line item to Fire Training when invoice is received.

Present also are vendors from KME/Bulldog and Sutphen/Vander Molen:

KME/Bulldog: Aaron Warren, Tim Besser, John Cameron
Sutphen/Vander Molen: Philip Vander Molen, Nick Catalano, Larry Gates.

Lengthy discussion continued regarding the purchase of new 273, with some differences in each vendor spec, including:

- Door/grab handles;
- Aluminum thickness in cabs;
- Wiring and different technologies;
- Roto Ray warning lights price difference
- 8K vs. 10 K generator price difference
- Kussmaul model 9128 auto eject couplings

Questions also regarding the following:

- Possible 2% increase in steel prices after May 1st, although no proof provided
- Does KME offer a box strainer; it was noted yes;
- If a brand of specific ladder is requested, will that be an issue for either vendor? It was noted no.
- Have side cameras been removed from both specs? Modified in both specs.
- Tire pressure monitoring system: electronic version removed, currently only the valve caps.

It was noted the most recent prices on both trucks as follows:

- Sutphen: \$765,830.73 before any prepayment/down payment discounts, midpoint discount as requested saves \$6,381.92 when chassis is built and payment made reducing pre-payment price to \$759,448.81. 75% discount would save \$4,786.44, with selling price of \$761,044.29.
- KME: \$707,088.00 w/o any prepay discounts. Can offer 75% prepayment discount or progress discounts.

It was noted the district cannot legally do 75% prepay discounts; Town law referenced. Discussion regarding light towers, including the affect weather has on the two types:

- Sutphen: proposed command light, which is gear driven, as opposed to pneumatic. Same lights heads as other vendor, different mechanisms. Gears are contained in an aluminum box, so will not freeze up in cold weather. Approximately \$33,000 for light tower.
- KME supplies both types, whatever the fire district wants. The Wilburt light tower extends taller and uses pneumatics. Three heads on each side that rotate independently. Approximate cost is \$24,000. John Cameron noted regarding repairs on both types of light towers, both are basically the same.

Commissioner Miller noted by his calculation that Sutphen is about \$58,000 more than KME, which could buy a pickup truck. Asked each vendor to “sell” him their truck:

Sutphen noted the following:

- Extreme duty chassis, materials cost for the heavier metal
- Interior doors are skin and stainless steel
- Stainless steel grab handles
- Front fenders physically isolated, no metal to metal contact at common corrosion points
- Overhead cab panels are aluminum, not ABS plastic
- IMMI Smart doc SCBA brackets, \$3000 more
- 3 seats across back wall, not 2
- Officer side speedometer
- Climate control through switches
- Frame rails are hump bolted together
- 2 layer steel front bumper, part of crash protection
- 25,500 lb. front axle capacity, with suggested 445 size front tires to meet axle rating, 425's limit the use of the truck to fire service rating of 20 minutes. Need the larger tires to eliminate 20 minute cool down requirement.
- 58,000 lb. larger rear axle with side to side locking rear differentials
- Air fittings are compression fittings
- Air ride suspension
- 500 HP 12 L motor; other vendor is proposing a 15 L motor
- 18/10 drive lines
- 100 gal stainless steel fuel cell
- Standard steering wheel
- Cab constructed with heavier metals.
- Not offering front air bags, but have offered side air bag
- Point to point wiring.
- Latest battery charger system from Kussmaul
- Higher grade LED headlight
- Mechanical seal with pump with thermal relief valve.
- Pump gear box: offering beefed up gear box.
- Extra gauge heaters in cold weather package
- Storz adapters included, not just the caps
- Body is fully seam welded
- Stainless steel ladder to climb up to hose bed.

- 10,000 watt generator with automatic transfer switch.
- Recommended 10/3 cabling, not 12/3.
- Ladder rack comes down next to side vs. single arm
- Reminder of difference in light towers
- Treat frames for corrosion.

It was noted they are not more expensive, they are just offering more. It was also noted that Sutphen was given the KME truck specs but KME did not receive the Sutphen truck specs.

KME then noted the following:

- Noted that regarding the tire ratings, per Goodyear, the fire rating is good for 50 miles, not 20 minutes
- Not familiar with 25,000 lb front axle, they offer 24,000 lbs, and axles were sized based on detailed weight analysis, water tank, hose load, equipment in compartments, seating weight
- Not sure why they were not given the same seating configurations as Sutphen.
- Proposed Predator cab price competitive with their severe service cab
- Regarding the ISX 15, has higher HP rating (1650 to 1850), with additional 200 foot lbs of torque.
- Smart wheel steering wheel is premium cost over regular steering wheel
- Aluminum cab with aluminum sub frame, independently tested.
- Offer front air bags, but they can be removed if not wanted.
- Frame and cross members are lifetime warranty.
- No issue with 18/10 drives lines
- 65 gallons of fuel last a long time.
- IMMI smart doc SCBA brackets: he has customers who love them and some who hate them, can add them if we want
- Axels sized per weight analysis.
- Noted that unless it has been changed, Sutphen uses a steel sub frame under their aluminum cab, part of their no exceptions clause
- Standard 10 year structure warranty on the cab and 10 year corrosion warranty on cab
- The sub frame on the body matches the material on the body itself, helping to prevent corrosion
- Stainless steel fasteners comes to KME already coated with anti-corrosion material on threads and anticorrosion rubberized type bushing on the underside of the head so even the stainless steel screws do not come in contact with aluminum body parts
- Given the opportunity to review the competitor's spec, KME can give a more detailed analysis
- Has a long and good relationship with the District, valued as a customer, would like to see that relationship continued

Commissioner Miller asked each vendor the number of trucks built annually:

- KME builds 300-350 trucks annually, and all in one facility. Actual construction time when the cab starts weldment to a completed truck is about 10 weeks.
- Sutphen builds about 225 annually.

Commissioner King confirmed the brand of rear end:

- Sutphen uses Meritor at 58,000 lbs

- KME uses the Dana; Mr. Besser also noted they use the Meritor as well

Commissioner King noted that KME originally proposed a 48,000 lb rear end and the Board was originally told that KME did not offer an upgrade; after speaking with Aaron, KME does offer the upgrade of 54,000 lbs for \$6000 and 58,000 lbs for \$8000; it was clarified they would be Meritor rears.

Chief Ellsworth questioned that regardless of the size of the engine, it doesn't make any difference in the size of the width of the engine compartment; Mr. Besser noted the 15 L is a wider engine creating a wider engine box by about 2" on the officer side. He also noted that they have made a smaller engine enclosure for the 12 L motor. Depending on the size motor chosen, the interior of the Predator cab is fabricated differently.

Chief Ellsworth noted that he became Chief at the beginning of the year and has not been part of the truck committee, only received the specs last week. Questioned Sutphen regarding the sheet provided their specs with the reasons to purchase their truck versus others; is that normal to provide with the spec? Ex-Chief Burwell noted it was requested by one of the Commissioners and that is why it was provided.

Commissioner King asked if KME would provide a 100 gallon fuel tank; it was noted they would have to first review with engineering before providing a definitive answer.

Commissioner Chandler asked for clarification from KME regarding their 15 L, 600 HP engine, that it does not really get 600 HP, but rather more of the 525-530 range, and as far as he understands Allison will not let you put more than 535 through their transmission. Mr. Besser noted it is rated by Cummins at 600.

Commissioner Miller questioned the price differences on the engines:

- Sutphen 500 HP engine cost is \$5000
- KME 600 HP engine cost is \$9000

Ex-Chief Burwell noted that when the process first started over a year ago, they started with KME and asked what was available at that time. Then at the Board's request the committee started a completely separate spec with Sutphen and what they had available at that time.

Commissioner Miller noted that the trucks are priced differently because they are different trucks, and he does not believe it has anything to do with the vendors, so he is directing his comments to the training committee. He would like to see each manufacturer take a crack at the others specs; his editorial comment is that is walking a fine line between being a Commissioner and a firefighter; he thinks the game has been rigged in favor of Sutphen and that the training committee has done everything in their power to make Sutphen look better than KME. A/C Barss noted he felt Sutphen did that on their own; a lot of what's happening is because Sutphen would come back and say this is why we want to do this or suggest that. D/C Middlebrook noted it was members of the Board that asked the committee to look into another vendor as they were not happy with KME and at the time the Chief spoke with Larry, who admitted they would be out of the ballpark, but ultimately agreed to put a set of specs together. Commissioner King noted that you can't continue to have one manufacturer, there must be competitive bidding. D/C Middlebrook noted they also looked at other vendors but they never got back to the committee.

Ex-Chief Burwell noted his overall concern has been the length of the truck; Commissioner King pointed out the overall length of the trucks:

- KME: 473"
- Sutphen: 456"
- KME wheelbase: 279"
- Sutphen wheelbase: 253.5"

Ex-Chief Burwell noted that the trucks are not the same because they spec'd the KME first and then the Sutphen.

Commissioner King noted that in all fairness KME should be able to review the Sutphen specs and see if they can make changes.

Chief Ellsworth noted the district and past truck committees have struggled with this for years; understands that truck bids are time consuming and very expensive to put together, but asked both vendors if they would bid on a truly generic spec. KME noted they would if it was truly a generic spec. Sutphen noted they have never seen a truly generic spec.

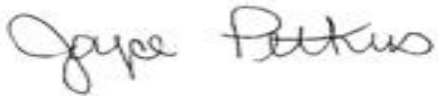
Also questioned why truck prices are increasing so much. Sutphen noted it is due to unfunded mandates, really anytime NFPA changes the standard, and then the EPA gets involved. Brief discussion continued.

Commissioner Chandler confirmed that it sounds like the Board wants to allow KME some extra time to come back with changes in their spec. Mr. Besser clarified that they are to give a KME version of the Sutphen proposal. They are to have proposal ready for the May 9th meeting.

Commissioner Chandler noted that this has been a 16 month process, and he would like to not drag it out much longer past the May 9th meeting, he feels it is unfair to the district, taxpayers and company.

Motion made by Commissioner Dussault with a second from Commissioner Sadousky to adjourn the meeting at 10:10 PM. All in favor.

Respectfully submitted,



Joyce Petkus
District Administrator/Treasurer