



MEMORANDUM SOLE SOURCE APPROVAL

TO: Jennifer Alvarez, Purchasing Director

FROM: Susan Goebel-Canning, Public Works Director *SGC*

THROUGH: Kevin Rumell, Fleet Maintenance Superintendent *KR*
Joe Frantz, Deputy Director of Public Works *JF*

SUBJECT: Sole Source Approval Request

DATE: December 17, 2018

Background: The City of Delray Beach's ("City") Fire-Rescue Department ("DBFR") has a fleet of several Fire Trucks (a/k/a Fire Apparatus) that are of the Pierce Manufacturing ("Pierce") brand. Pierce qualifies and designates specific dealers and service centers for different regions throughout the United States and abroad. The designated Pierce Dealer and Pierce Service Center for City's region is Ten-8 Fire Equipment, Inc. ("Ten-8"). Therefore, the City requests approval to designate Ten-8 as the sole source provider for Pierce fire apparatus, equipment, and services.

Justification: The City's Pierce apparatus and equipment must be properly maintained to remain in service and provide world-class service to its citizens and visitors. This equipment is only authorized to be sold and serviced through authorized dealers that are trained and designated by Pierce.

Market Research: Pierce's website has a dealer locator feature that shows the authorized Pierce dealers and service centers for each region. Ten-8 is the sole Pierce dealer and service center for the zip code 33444. Pierce customer service also referred the City to Ten-8 as the exclusive dealer.


Quote or Proposal is attached ☐ Yes ☒ No

Comments: _____

☒ **Approved** This Sole Source approval is valid for 12 months from date of approval. Attach this Sole Source Approval to all Acquisition Approval Memos and/or requisitions for this item.

☐ Need Additional Information ☐ Not Approved

Comments: _____

	<u>12/21/18</u>	<u>N/A</u>
Purchasing Director	Date	Information Technology (IT) Director Date

PIERCE MANUFACTURING INC.

AN OSHKOSH TRUCK CORPORATION COMPANY • ISO 9001 CERTIFIED

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



September 25, 2018

To whom it may concern:

Since 1917, Pierce Manufacturing Inc. has provided the finest fire apparatus in the industry. The quality of our products and services are our number one priority.

To provide you with the personalized level of sales and service you deserve, Pierce Manufacturing has established a widespread network of authorized dealers throughout the country. Ten-8 Fire Equipment is the Pierce authorized dealership in Florida and Georgia and is the sole source for sales, service, and warranty of Pierce product.

Ten-8 Fire Equipment is extremely qualified to provide you with the support you have come to expect from Pierce Manufacturing and has service & warranty facilities located in several locations as shown to provide the first-class customer service support the Pierce family has been known for.

Please contact Ten-8 Fire Equipment direct for Sales support at (877) -989-6660 or visit their website for more information at www.ten8fire.com.

BRADENTON, FL

2904 59th Ave. Dr. E.
Bradenton, FL 34203
Sales: 877-989-7660
Service: 800-228-8368 or
941-756-7779
Fax: 941-756-2598
Hours of operation:
Office: 8:00am - 5:00pm
Shop: 7:30am - 4:00pm

SANFORD, FL

141 Maritime Drive
Sanford, FL 32771
Sales: 877-989-7660
Service: 866-328-5081 or
407-328-5081
Fax: 407-328-5083
Hours of operation:
Office: 8:00am - 4:30pm
Shop: 7:30am - 4:00pm

DEFUNIAK SPRINGS, FL

1549 Highway 90 E.
DeFuniak Springs, FL 32433
Sales: 877-989-7660
Service: 888-819-1017 or
850-892-1041
Fax: 850-892-1352
Hours of operation:
Office: 7:30am - 4:00pm
Shop: 7:30am - 4:00pm

POMPANO BEACH, FL

2651 Wiles Road
Deerfield Beach, FL 33073
Sales: 877-989-7660
Service: 954-272-1430
Fax: 954-272-1434
Hours of operation:
Office: 7:30am - 4:30pm
Shop: 7:30am - 4:00pm

FORSYTH, GA

1591 Collier Road
Forsyth, GA 31029
Sales: 877-989-7660
Service: 478-994-3235
Fax: 478-994-6458
Hours of operation:
Office: 8:00am - 5:00pm
Shop: 8:00am - 5:00pm

Regards,

A handwritten signature in black ink, appearing to read "Kristina Spang", with a long, sweeping flourish extending to the right.

Kristina Spang
Sr. Sales Operations Manager
Pierce Manufacturing, Inc.
An Oshkosh Corporation Company * ISO Certified