



AGENDA ITEM SUMMARY

Item #3 consent

MEETING DATE: August 4, 2026

ITEM TITLE: Fire Apparatus Purchase Agreement

ITEM SUMMARY: The Fire Department respectfully requests that the Town Council authorize the Town Manager to execute an agreement with Fire Connections, Inc. for the procurement of a new E-One Typhoon fire pumper through the Sourcewell purchasing cooperative at a cost of \$1,255,000.

The proposed procurement will replace Engine 12; a 2009 Pierce Impel PUC pumper currently approaching the end of its 10-year front-line service life. Engine 12 currently has approximately 25,000 miles and 2,600 engine hours. In recent years, maintenance costs have escalated significantly due to critical mechanical failures, including a turbocharger replacement and chronic coolant leaks. The vehicle currently requires repairs to its engine brake and Compressed Air Foam System (CAFS). Upon delivery of the new apparatus, Engine 12 will either be moved to reserve status or sold as surplus.

The Department recommends transitioning this asset line from Pierce to E-One for several operational and fiscal reasons:

Proprietary Restrictions: Procuring parts through Pierce has proven costly and inefficient. Pierce restricts direct parts sales, forcing in-house mechanics to order simple components (such as hood struts) directly through the manufacturer at highly inflated rates.

Serviceability: Pierce has transitioned to PACCAR drivetrains, which require proprietary diagnostics software and authorized repair facilities. E-One utilizes Cummins engines, which can be serviced locally within Dare County. Furthermore, Pierce's certified repair facilities are located remotely in Yorktown, VA, and central North Carolina.

Fleet Uniformity: The proposed E-One Typhoon pumper (featuring a 1,500 GPM pump and 780-gallon water tank) shares a cab and pump configuration identical to our current fleet assets, optimizing operational familiarity and training. The Department has experienced excellent performance from its 2020 E-One aerial ladder truck.

Vendor Relations: Fire Connections, Inc. provides high-quality warranty and maintenance service, offering dedicated support tailored to our department's needs. Alternative regional brands (such as Sutphen or KME) were evaluated but passed over to maintain fleet simplicity and avoid documented delivery delays experienced by neighboring municipalities.

To maintain the established 10-year front-line replacement schedule, the order must be placed ASAP and preferably at this meeting. Due to manufacturing backlogs, there is a projected three-year lead time, aiming for a calendar year 2029 delivery. The purchase will be executed via Sourcwell, a national cooperative purchasing program, allowing the Town to avoid the formal competitive bidding process while securing competitive pricing.

Per guidance from the UNC School of Government and the NC Local Government Commission regarding multi-year procurement:

Current Fiscal Year: Because no capital disbursements will occur during the current fiscal year, the Finance Officer can preaudit the contract at \$0.

Future Obligations: Pursuant to N.C.G.S. § 159-13, the governing board is legally obligated to appropriate the full funding amount in the future fiscal year budget corresponding with the vehicle's delivery and expected payment date.

The Fire Department maintains a strategic replacement schedule across its four-engine apparatus fleet, prioritizing the financing of one major vehicle procurement per fiscal year to normalize capital expenditures. If the requested procurement is approved, the projected fiscal year for funding allocation will be Fiscal Year 2029. Due to fixed fleet rotation cycles, this funding timeline will result in a temporary budgetary overlap:

Multi-Asset Funding Years: There will be two fiscal years in which the Town must fund the cost of two concurrent replacements.

Amortization Overlap: This overlap occurs because the final two funding years of the previous apparatus procurement (acquired in 2020) directly coincide with the initial two funding years of this requested 2029 replacement.

Equipment	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
*E-12 - (2009) Pierce Pumper				\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229
E-12 - (2020) E-One Typhoon Ariel	\$116,975	\$116,975	\$116,975	\$116,975	\$116,975								
E-121 - (2009) Pierce Pumper													
E-122 - (2006) KME pumper													
total	\$116,975	\$116,975	\$116,975	\$262,204	\$262,204	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229	\$145,229

*Based on a 10-year loan at 4.5% financing

REQUESTED ACTION: A motion to authorize the Town Manager to enter into an agreement with Fire Connections, Inc. for the procurement of a new E-One Typhoon fire pumper through the Sourcwell purchasing cooperative at a cost of \$1,255,000.

ATTACHMENTS: Purchase Agreement with Fire Connections, Incorporated