



Lexington-Fayette Urban County Government  
DIVISION OF FIRE & EMERGENCY SERVICES

Jim Gray  
Mayor

Keith L. Jackson  
Fire Chief

Mr. Todd Slatin, Director  
Division of Purchasing  
200 E. Main St.  
Lexington, KY 40507

April 25, 2014

Dear Mr. Slatin,

Three proposals were received for the purchase of a ladder truck for the Division of Fire. After careful review, I recommend the proposal from Pierce Manufacturing, Inc. be accepted.

The proposal received from Ferrara Fire Apparatus, Inc. was the low bid; however, upon examination of the proposal, Ferrara does not offer a supplemental restraint system (air bags) to protect the front seat occupants in the event of a frontal collision. Ferrara does not build the aerial ladder; it is purchased from a third party which does not satisfy the sole source requirement as set forth in the specifications. This is a disqualifying factor.

The proposal from Pierce Manufacturing, Inc. was the next lowest bid in the amount of \$877,712. The ladder truck proposed by Pierce meets the intent of the specifications with few exceptions noted.

Thank you,

Harold Hoskins  
Assistant Chief