

**RESOLUTION 20-158**

**A RESOLUTION TO PURCHASE A MOBILE COMMAND UNIT  
VEHICLE AND DRONE**

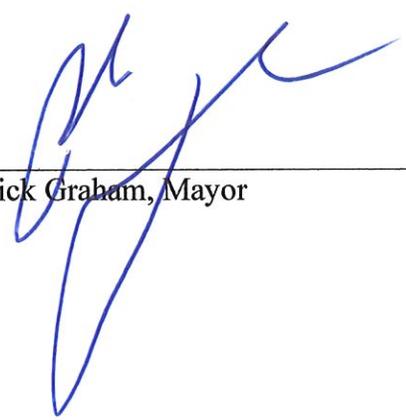
**WHEREAS**, the Police and Fire Departments are in need of a mobile command unit vehicle and drone; and

**WHEREAS**, the City has the opportunity to purchase a 2019 demo Pierce CRU-22-3 (Ford Transit T-350 HR Extended) mobile command unit for a purchase price of \$212,000.00 and a tethered Fotokite Drone for a purchase price of \$33,500.00 to be purchased through Sourcewell Contract #022818-PMI; and

**WHEREAS**, the City wishes to take advantage of this opportunity, using funds of \$137,000.00 from the Fire Department budget and the remaining \$75,00.00 from the State of Tennessee Direct Appropriation Grant for Local Governments for the Police Department portion of the mobile command vehicle and tethered Fotokite Drone for \$33,500.00 from uncommitted revenues as approved by the Board of Mayor and Aldermen in Resolution 20-110 on August 17, 2020.

**NOW, THEREFORE BE IT RESOLVED**, that the City of Spring Hill authorizes the purchase of the 2019 demo Pierce CRU-22-3, to be used as an emergency services mobile command unit and tethered Fotokite Drone for a total purchase price of \$245,500.00 from Pierce Manufacturing to be purchased through Sourcewell Contract #022818-PMI.

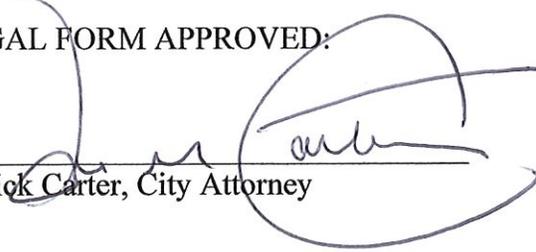
Passed and adopted this 19<sup>th</sup> day of October, 2020.

  
\_\_\_\_\_  
Rick Graham, Mayor

ATTEST:

  
\_\_\_\_\_  
April Goad, City Recorder

LEGAL FORM APPROVED:

  
\_\_\_\_\_  
Patrick Carter, City Attorney



**City of Spring Hill  
Budget and Finance Committee  
Purchase Evaluation Form**

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Department: Police & Fire

Presented By: Don Brite, Terry Hood

Date: October 19, 2020

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I. Purpose/Overview: To obtain approval to purchase a 2019 demo Pierce CRU-22-3 Ford Transit T-350 HR through Sourcewell.

II. Background Information: The Police and Fire Departments have been in need of an emergency mobile command vehicle for use in emergency situations, public events, natural disasters, etc. This mobile command vehicle will provide mobile communications, a central location for unified command and can also be used at mass gatherings and other events where Police and Fire Department presence may be required/desired. The Police Department was approved with a \$75,000 allocation through the Direct Appropriation Grant (also known as the Governor's Local Government Support Grant) approved via Resolution 20-108. The Fire Department has \$137,000 remaining from a \$850,000 FY 2020-21 budget allocation for a pumper truck.

There is a 2019 Pierce demo unit available for purchase through Sourcewell contract #0228180-PMI in the amount of \$212,000. A new unit, similarly equipped, would cost approximately \$290,000.

The Police and Fire Chiefs are requesting dialogue regarding the addition of a tethered Fotokite drone that is a supplemental option for purchase. The tethered drone provides for an aerial/bird's eye view of the area surrounding the mobile command vehicle when it is deployed. The cost of the drone is \$33,000 if purchased at the time of the vehicle purchase and \$35,000 if purchased independently of the truck. Staff discussed adding funding for the drone through the CARES Act appropriation. BOMA subsequently discussed using the majority of the CARES Act funding for Police and Fire salaries.

The drone purchase, if approved by the BOMA, will require an amendment to Resolution 20-158.

III. Financial Impact to Budget. \$75,000 to Police and \$137,000 to Fire as detailed above. The drone purchase would require a \$33,000 appropriation from the budgeted funds that will be "freed up" as a result of CARES act salary reimbursements.

IV. Alternative Options: Purchase new unit, purchase demo unit without drone.

V. Staff Recommendations: Purchase a 2019 demo Pierce unit through Sourcewell and add tethered drone as an amendment to Resolution 20-158.



CONFIDENTIAL: This document is restricted and intended for the addressee only.

Pierce® CRU-22-3  
Ford Transit T-350 HR Extended



Pierce is proud to build the CRU-22 at our ISO Certified manufacturing plant in Clearwater, FL. We invite you to visit and tour our plant where your vehicle is built by all Pierce craftsmen in a single, dedicated facility.



(Picture for reference only)

Proposal #	PM-10292018
Customer:	Customer Name Address 1 Address 2 Address 3
Submitted By:	Sales Manager
Date:	Today's Date

2019 year

6300  
MILES  
ON UNIT

Price \$211,900.00

Includes TRIP for 2 FOR FINAL Inspection.  
DOES NOT INCLUDE ANY GRAPHICS.

CRU-22-3

1 of 8

Pierce Manufacturing

Includes TRAINING AT FACTORY DURING FINAL Inspection.

Item	Group	Description
1.0	CHASSIS	<p><b>New Ford Transit-350 High Roof, Extended, Cargo Van including the following specifications:</b></p> <p>Made in the USA            Engine: 3.7L TI-VCT V-6 FFV rated at 275 HP and 260 ft-lbs of torque            50-State Emissions System            Transmission: 6-Speed Automatic            GVWR: 9,500 lb            Wheel Base: 148"            Tires: LT235/65-SR16 Black Side Wall All Season            Wheels: 16" steel            HD Alternator            12 volt battery            4-wheel heavy duty disc brakes with hydraulic power assist            25 gallon fuel tank            Cruise Control with message center</p> <p><b>Interior features:</b></p> <ul style="list-style-type: none"> <li>■ Tilt-Telescopic steering column</li> <li>■ OEM Heating &amp; Air Conditioning System</li> <li>■ Front Power Windows and Door Locks</li> <li>■ AM/FM Radio with CD/MP3, RDS and Aux-In, Digital Clock</li> <li>■ Dual Bucket Seats with Driver's Inboard Armrest</li> </ul> <p><b>Exterior features:</b></p> <ul style="list-style-type: none"> <li>■ Rear 50/50 hinged rear doors with wide rear opening, No Windows</li> <li>■ Halogen Headlamps</li> <li>■ Dual Mirrors</li> <li>■ Backup Camera</li> <li>■ Exterior Upgrade Package, Includes Wheel Covers, Chrome headlight trim and Grille</li> <li>■ Sliding Door on Right, No Window               <ul style="list-style-type: none"> <li>■ Automatic Electric Entry Step</li> </ul> </li> </ul> <p><b>Safety:</b></p> <ul style="list-style-type: none"> <li>■ Dual stage supplemental front air bags</li> <li>■ Three-point Seat Belts for Driver and Front Passenger</li> <li>■ Anti-lock brakes (ABS)</li> </ul> <p>Paint: White            Interior Color: Charcoal            License Plate Bracket            OEM CHASSIS WARRANTY            Basic - 36 Month/36,000 Miles            Power Train - 60 Month/60,000 Miles            ADDED CHASSIS FEATURES            97 DB Backup Alarm</p>

Item	Group	Description
2.0	INTERIOR	The interior of the van provides 6'-2" of headroom and is fully insulated and finished as follows:
2.1	INSULATION	R-11 Reflectix bubble pack insulation installed in walls and ceiling. Walls and ceiling are paneled with ¼" plywood. Floor is covered with ½" plywood throughout the van excluding the driver and passenger area. This flooring helps to reduce the interior noise level and acts as a thermal barrier to exterior heat.
2.2	WALL/CEILING COVERING	Walls above console are covered with dry erase white board. Wall below console is covered with gray Foss carpet. Ceiling is covered with white carpet.
2.3	FLOOR COVERING	Floor is covered with Loncoln II black vinyl flooring.
2.4	WORKSTATION CONSOLE	An L shaped workstation console extends along the street side of the vehicle and extends in front of the rear bulkhead wall to the equipment rack. The console is custom made in house and is finished with high density laminate. Custom aluminum raceways are installed above the console for communications wiring and workstation I/O panels. The raceway has removeable covers for easy access to communications wiring.
2.5	EQUIPMENT RACK	One 15RU equipment rack is installed at rear bulkhead wall, passenger side. 120V AC Strips are installed for power for rackmount equipment.
2.6	UPPER STORAGE CABINETS	Custom aluminum storage cabinets with gas strut openers are installed on driver's side wall above workstations and at rear bulkhead wall above equipment rack. Includes a dry erase writing surface on the door. Under cabinet LED lighting is provided under cabinets on driver's side wall.
2.7	OPERATORS CHAIRS	Three (3) Pierce Valor swivel operator's seats with 3-point safety belt are installed along the street side console of the operations area. Seats are compliant with FMVSS. The seats can swivel from rear facing to forward facing with locking capability in either position. The seat also has the ability to slide forward and aft to provide additional comfort for the operator.
2.8	REAR AREA	The rear area of the vehicle shall be separated from the operators area by a bulkhead wall and be accessible from the rear doors. A full width shelf shall be installed approximately 30" high, from the curbside to the streetside. Four (4) tie down rings shall be installed in the floor for securing loose equipment.
3.0	POWER PANEL	Custom power distribution panel made of aluminum with labels for all breakers and circuits. Panel includes: AC circuit breakers for branch circuits and DC control switches AC and DC metering The power panel is located near the side sliding entry door

Item	Group	Description
3.1	POWER OUTLETS	<p>INTERIOR: Three (3) 120V AC Duplex/12V DC/USB Duplex power outlets installed in raceway at console. One (1) 12VDC power outlet is installed in the switch panel above the driver.</p> <p>EXTERIOR: Two (2) weatherproof duplex 20 Amp GFI AC outlets are installed, one (1) on the exterior rear passenger side of the vehicle and one (1) on the exterior rear driver side of the vehicle.**</p>

### Patented VIP™ Premium Power System

*The VIP™ POWER SYSTEM was developed in 2012 as an innovation to replace on board gasoline generators which are noisy, less reliable and costly to repair. It was introduced 2013 and a US Patent was issued in September of 2018. There are currently over 300 vehicles with this innovative power system in operation.*

3.2	POWER SYSTEM	<p>Exclusive Patented Vehicle Integrated Power system provides up to 8kw of 12V/120V power for vehicle operating systems. Includes Mil-Spec 28V/300A alternator, four (4) 12V sealed, AGM, Mil-Spec batteries installed in the rear area which can be isolated, one 3000 watt inverter/charger and real time LCD power monitoring system. Provides 3kw of AC power from batteries to allow the vehicle to operate with the vehicle engine off. System includes low battery warning.</p> <p>Includes industry exclusive composite insulation installed under the floor. This insulation acts as a thermal barrier to limit the transfer of heat generated by the vehicle engine and exhaust system during high idling. Testing of this thermal barrier has shown a reduction of up to 70° f between the steel floor underneath the vehicle and the interior flooring and extends into the driver / passenger cab footwell area.</p> <p>This feature is standard on vehicles with the VIP™ power system.</p>
3.3	EXTERNAL POWER	<p>External "shore" power system with the following features and specifications:</p> <p>Single Input 30 AMP, 120 volt system                      Kussmaul Auto-Eject Shore Power Connector                      One (1) 25' power cord with 30A Kussmaul female receptacle connector and 30A Marinco male plug connector shall be provided.</p> <p>One (1) 3' pigtail cord with 30A Marinco female receptacle and 20A Edison male plug connector shall be provided.</p>

Item	Group	Description
3.5	INTERIOR SWITCH PANEL	<p>An aluminum, black anodized I/O panel is installed above the driver and includes:</p> <ul style="list-style-type: none"> <li>Security System Warning Lights</li> <li>One (1) 12VDC Power Outlet</li> <li>Vehicle Engine Hour</li> <li>Meter/Battery Voltage Meter</li> <li>Idle Switch</li> <li>Communications Cut Off Switch</li> </ul> <p style="text-align: right;">High</p>
3.5	REAR I/O PANEL	<p>An aluminum, black anodized I/O panel is installed in the rear area and includes:</p> <ul style="list-style-type: none"> <li>One (1) USB Duplex Power Outlet</li> <li>One (1) 12VDC Power Outlet</li> <li>One (1) 120VAC Duplex Power Outlet</li> <li>One (1) Cat 5 Network Connector</li> <li>One (1) HDMI</li> </ul>
4.0	INTERIOR LED LIGHTING	<p>Four (4) DC LED dimmable lights installed in the ceiling to provide lighting for operations area, entire bank of lights may be dimmed by a dimmer control switch installed at power panel.</p> <p>Four (4) DC LED dimmable lights installed under the driver's side upper cabinet to provide lighting for operations area, entire bank of lights may be dimmed by a dimmer control switch installed at power panel.</p> <p>(2) DC LED lights are installed in the ceiling of the rear area. This light is activated when the rear door is opened.</p>
4.1	EXTERIOR LED LIGHTING	<p>The following lights are installed on the exterior:</p> <p>Four (4) DC LED scene lights are installed on the the vehicle, two (2) driver's side and two (2) passenger side, each side controlled by a switch at the driver's area.</p>
5.0	HVAC	<p>One High Capacity 12VDC, 580 CFM, 22,000 BTU rooftop air conditioner is installed for maximum cooling. Includes full size custom aluminum cover over air conditioner. Cover is painted black to match roof rack.</p> <p>One Hydronic 12VDC, 313CFM, 20,000 BTU heater is installed for maximum heating.</p>
6.0	ROOF	<p>Custom tubular aluminum roof rack is installed for antenna mounts and awning support. Roof rack is painted black.</p> <p>Includes two (2) mobile antenna mounts (NMO) with low loss RF cable ran to the interior of the vehicle with enough cable to reach any area.</p>

Item	Group	Description
7.0	SAFETY	<p><b>A custom safety system is designed for each truck to meet the safety requirements for the vehicle configuration and built in options.</b></p> <p>Safety alarm system includes audible and visual alerts for doors open, and jacks down as required. The audible alarm may not be muted any time parking brake is released.</p> <p><b>OTHER SAFETY FEATURES:</b></p> <p>Automatic carbon monoxide detector / alarm installed in operations area.</p> <p>One fire extinguisher mounted in the operations area.</p>
8.0	DOCUMENTATION	<p>a) OEM Chassis manuals and individual OEM component manuals are included as provided by the OEM manufacturers</p> <p>b) Two sets of As-built Electrical Schematics in B size (11 x 17) AC and DC schematics, and one set of laminated A size (8 1/2 x 11) AC and DC schematics will be supplied.</p> <p>c) Two sets of As-built Systems Diagrams in B size (11 x 17) (Audio, Video, Network/data, Phones, RF, and systems DC diagrams minimum), and one set of laminated As-built Systems Diagrams in A size (8 1/2 x 11) will be supplied.</p> <p>Pierce will install all equipment listed in this proposal. This includes equipment provided by Pierce and customer furnished equipment (CFE). Installation service includes all required miscellaneous hardware for complete systems installation. Power cables are labeled on both ends with wire numbers that match flow diagrams. All cables, connectors, and construction techniques meet highest industry standards.</p> <p>Pierce will provide acceptance testing and one day of operation and maintenance training at our facilities in Clearwater, Florida upon completion of the vehicle</p>
9.0	WARRANTY	<p>Pierce warrants the fabricated parts of this unit against defects in material and workmanship for a period of five (5) years.</p> <p>Pierce warrants the electrical system of this unit against defects in material and workmanship for a period of two (2) years.</p> <p>OEM equipment warranties shall be provided by the OEM.</p>

### Pierce® CRU-22-3 Vehicle Included Equipment

Qty.	Item #	Description
1	1.8	Brush Guard Installed on front of vehicle.
1	1.10	Swivel cab passenger seat with safety alert system.
1	1.14	12VDC Electric Awning - Girard self supporting awning is 10'-6" wide with 8'-0" projection with durable vinyl awning material. Includes heavy duty housing painted black to match the roof rack.
1	2.6	Custom aluminum "Slide-Out" shelf/platform for drone and drone support equipment.
1	2.14	Install cable entry "mouse" hole through the driver's side of vehicle under console.
3	3.7	Solar Panels - Add roof mounted solar panel to provide up to 8 amp charge to VIP System batteries. (Up to three panels can be installed on roof.)
1	5.8	Emergency Light Package- Six (6) Whelen M6 LED Red/Blue with Clear Lens, series installed two driver's side, two rear and two passengers side, four (4) M2 LED Red/Blue with Clear Lens installed in grill, and two (2) Windshield/Dash LED Solarblast Lights Red/Blue, installed in upper windshield. Includes one (1) 295SL100 siren and one (1) SA315P speaker.
1	8.2	Communications console installed between driver and passenger for radios and scanners.
1	8.3	Install a remote communications cut-off switch. This switch will kill all DC power to communications equipment to prevent draining of batteries.

<b>Pierce® CRU-22-3 Included Communications Equipment</b>		
<b>Qty.</b>	<b>Item #</b>	<b>Description</b>
1	1.1	Work Station Computer. Includes mounting and installation of Pierce furnished computer, wireless keyboard, mouse, cables and connectors to two frontline supplied 24 Inch monitors,
1	1.2	Apple TV Generation 4. Digital multimedia receiver full HD 32 GB installed and connected to monitor or router. (Requires Internet Connection)
1	1.4	8X4 Video Router. Includes Installation of an Extron 8X4 4K HDMI Router and one remote control panel installed above raceway at workstations.
1	1.8	43" Touchscreen Monitor. Includes mount and installation of a Viewsonic CDM4300T, 43" Touch Screen Monitor (or equivalent).
3	2.0	24" Television Monitor. Includes 24" Smart HD TV and mount installed. Connected to computer, off-air antenna, or router.
1	2.3	Off-Air Television System. Includes installation of roof mounted off-air antenna for receiving local television channels and Off-Air Tuner if required. Connected to Televisions in vehicle.
1	2.4	Wall Clock. Includes BRG440R High precision factory synchronized digital wall clock. 4" Red Numbering.
1	2.6	Roof Mount HD Camera. Includes roof mounted WTI Viper HD Camera with 30X Zoom lens, controlled by rack mount computer.
1	3.0	Perimeter Cameras and Network Video Recorder. Includes 4 perimeter cameras installed on roof rack and connected to a digital network video recorder. Connected to monitors via router.
1	3.1	Cellular Network. Includes Cradlepoint wireless cellular network router with roof mounted antennas, 2 WIFI networks and a 24 port wired router. (cell service not included)
2	3.3	2-Way Radio Installation Option: Includes installation of customer supplied 2-Way radio including power connection to fuse block, cabling to roof mounted NMO antenna mount and an antenna selected for the correct operating frequency. (Does not include any custom cables specific to the radio)

		<h2 style="text-align: center;">CONTRACT PRICING WORKSHEET</h2>	
<b>Contract No.</b> #022818-PMI		<b>Date Prepared</b> 10/7/2020	
<b>Buying Agency:</b>	City of Spring Hill	<b>Dealer:</b>	Emergency Vehicle Specialists
<b>Contact Person:</b>	Fire Chief Terry Hood	<b>Sales Rep:</b>	Mike Sims/Doug Emerson
<b>Member Number:</b>	37473	<b>Phone:</b>	615-290-0503/423-315-6156
<b>Phone:</b>	(615) 302-3462	<b>Email:</b>	<a href="mailto:msims@gwevs.com">msims@gwevs.com</a> / <a href="mailto:demerson@gwevs.com">demerson@gwevs.com</a>
<b>Email:</b>	<a href="mailto:thood@springhilltn.org">thood@springhilltn.org</a>		
Base Spec.			
ID #	Description:	Published Price	
784	Ford, Critical Response Unit, CRU-22	\$245,085.00	
Removed Options			
Notes:			Price
<i>With Pierce Discount (5.5%)</i>			\$ -
Added Options			
Notes:			Price
			\$0.00
<i>With Pierce Discount (5.5%)</i>			\$ -
<i>Qty</i>	<i>1</i>	<b>Subtotal (Base Spec+Added/Removed Options)</b>	<b>\$ 245,085.00</b>
Other			
Description			Price
Fee			\$ 2,000.00
Travel			
Taxes			\$ -
Performance Bond			\$ -
Applicable State Fees (Tire Fee, etc.)			\$ -
			<b>\$ 2,000.00</b>
Discounts			
Description			Price
100% Pre-Payment Discount			\$ -
Chassis Pre-Payment Discount			\$ -
Aerial Pre-Payment Discount			\$ -
Trade-In Value / Other Customer Adjustments			\$ 35,085.00
<b>Total Discount</b>			<b>\$ 35,085.00</b>
<b>Total Purchase Price</b>			<b>\$ 212,000.00</b>

Sourcewell Family HUB Awarded Contract		CONTRACT PRICING WORKSHEET	
Contract No.		Date Prepared	
#022818-PMI		10/7/2020	
Buying Agency:	City of Spring Hill	Dealer:	Emergency Vehicle Specialists
Contact Person:	Fire Chief Terry Hood	Sales Rep:	Mike Sims/Doug Emerson
Member Number:	37473	Phone:	615-290-0503/423-315-6156
Phone:	(615) 302-3462	Email:	<a href="mailto:msims@gwevs.com">msims@gwevs.com</a> / <a href="mailto:demerson@gwevs.com">demerson@gwevs.com</a>
Email:	<a href="mailto:thood@springhilltn.org">thood@springhilltn.org</a>		
Base Spec.			
ID #	Description:	Published Price	
784	Ford, Critical Response Unit, CRU-22	\$245,085.00	
785	Pierce Situational Awareness - Fotokite Modem Portable	\$43,475.00	
Removed Options			
Notes:			Price
With Pierce Discount (5.5%)			\$ -
Added Options			
Notes:			Price
			\$0.00
With Pierce Discount (5.5%)			\$ -
Qty	1	Subtotal (Base Spec+Added/Removed Options)	\$ 288,560.00
Other			
Description		Price	
	Fee	\$	2,000.00
	Travel		
	Taxes	\$	-
	Performance Bond	\$	-
	Applicable State Fees (Tire Fee, etc.)	\$	-
		\$	2,000.00
Discounts			
Description		Price	
	100% Pre-Payment Discount	\$	-
	Chassis Pre-Payment Discount	\$	-
	Aerial Pre-Payment Discount	\$	-
	Trade-In Value / Other Customer Adjustments	\$	45,560.00
	Total Discount	\$	45,560.00
		Total Purchase Price	\$ 245,000.00

Sourcewell Formerly U.S.A. Awarded Contract		CONTRACT PRICING WORKSHEET	
Contract No.		Date Prepared	
#022818-PMI		10/7/2020	
Buying Agency:	City of Spring Hill	Dealer:	Emergency Vehicle Specialists
Contact Person:	Fire Chief Terry Hood	Sales Rep:	Mike Sims/Doug Emerson
Member Number:	37473	Phone:	615-290-0503/423-315-6156
Phone:	(615) 302-3462	Email:	<a href="mailto:msims@gwevs.com">msims@gwevs.com</a> / <a href="mailto:demerson@gwevs.com">demerson@gwevs.com</a>
Email:	<a href="mailto:thood@springhilltn.org">thood@springhilltn.org</a>		
Base Spec.			
ID #	Description:	Published Price	
785	Pierce Situational Awareness - Fotokite Modem Portable	\$43,475.00	
Removed Options			
Notes:			Price
With Pierce Discount (5.5%)			\$ -
Added Options			
Notes:			Price
			\$0.00
With Pierce Discount (5.5%)			\$ -
Qty	1	Subtotal (Base Spec+Added/Removed Options)	\$ 43,475.00
Other			
Description			Price
Fee			\$ 2,000.00
Travel			
Taxes			\$ -
Performance Bond			\$ -
Applicable State Fees (Tire Fee, etc.)			\$ -
			\$ 2,000.00
Discounts			
Description			Price
100% Pre-Payment Discount			\$ -
Chassis Pre-Payment Discount			\$ -
Aerial Pre-Payment Discount			\$ -
Trade-In Value / Other Customer Adjustments			\$ 10,475.00
Total Discount			\$ 10,475.00
Total Purchase Price			\$ 35,000.00



