

**EAST LYME BOARD OF FINANCE
SPECIAL MEETING MINUTES
Wednesday, JULY 20th, 2016**

Members in Attendance: Steve Harney, Chairman
Lisa Picarazzi, Secretary
Camille Alberti
Beth Hogan
Jason Pazzaglia
William Weber

FILED

July 27 2016 AT 10:20 AM/PM
William Shelburn, etc
EAST LYME TOWN CLERK

Also In Attendance: Mark Nickerson, First Selectman
Sgt. Mike Macek, East Lyme Police
Joe Bragaw, Director of Public Works
Anna Johnson, Finance Director
William Rix, Flanders Fire Dept.
Dave Putnam, Director, Parks & Recreation

Absent: No One

A. Call Meeting to Order

Chairman Harney called this Regular Meeting of the East Lyme Board of Finance to order at 7:02 PM.

B. Pledge of Allegiance

The Pledge was observed.

C. Delegations

Mr. Harney called for delegations.

Ron Rando, 194 Boston Post Road said that he had come to speak regarding the \$969,436 for the streetlights and that he wants to know where that money is coming from; also the \$60,000 for McCook's and the copy machine and if they went out to bid on that and who bid on it. The \$480,000 for the pumper – he wants to know what kind of truck they are buying for this and if the truck frame is going to hold up and not crack.

The State of Connecticut credit rating dropped another notch and they are also ranked #46 out of all of the states in terms of being the worst places to do business. He thinks that Niantic ranks very low also as they are not business friendly and the downstairs staff does not help businesses interested in this Town. Today's paper said that the State just closed its budget and they are already \$314M in the red. He thinks that they will not get anything from the State so they need to take a long hard look at everything. They don't need to spend \$480,000.

Jamie Barr Shelburn, 31 McElaney said that she is present to speak in favor of the Fire Department request for the pumper truck so that public safety is not jeopardized when there are fires. She said that she is also concerned with the McCook's band shell project and who will maintain it and if we can afford to do so. She also took a good look at the hill there and thinks that McCook's look better open than with having a building there blocking the view.

John Drabik, 18 Drabik Road said that he thinks that they have a nerve coming and asking for \$480,000 for a fire truck and for the amphitheater. He doesn't know what went wrong with the truck or if it has a cracked frame but money doesn't grow on trees. Go out and get a good truck – we don't need the amphitheater – wake up and say no. The State doesn't have any money so we will be double taxed when they bounce it all back to us – the Towns. He said that he is sick of the 'I wants' and 'I needs'. Just say no, we don't have the money.

D. Approval of Minutes

▪ Regular Meeting – June 8, 2016

Mr. Harney called for a motion for approval or any changes to the Board of Finance Regular Meeting Minutes of June 8, 2016.

****MOTION (1)**

Ms. Hogan moved to approve the Board of Finance Regular Meeting Minutes of June 8, 2016 as presented.

Ms. Alberti seconded the motion.

Vote: 4 – 0 – 2. Motion passed.

Abstained: Mr. Harney, Ms. Picarazzi

E. Reports

◆ Sgt. Michael Macek Police Dept – Special Report – OT

Sgt. Macek thanked them for having him. He explained that there are several contractual obligations that they have to meet and a lot of the items are lumped into one area. He said that he had implemented the denial of last minute 1-day vacation day notice – they would have to take a personal or sick day – as doing that helps with the last minute overtime. Also, as they have a three-man minimum shift – comp time can be used if it will to create an overtime situation. They also have an MOU regarding the carry over of days going forward – they have a time frame – personal leave days – there is a one time deal to roll them to use them by December of this fiscal year or they will lose them. He said that he also institutes some call-out shift changes. The Touch-A-Truck event has one paid officer and the rest are volunteers for the event. They have mutual aid – other Towns helping – for the CEL event saves them around \$16,000 which helps them out. However, there have also been some unforeseen circumstances – recently two sergeants have issues – one is out on medical and the other has some eye issues which has taken them off patrol – so he has had to switch people around and shifted the schedule so 35 overtime shifts have been reduced to 11. He said that he is trying to do the best with what they have. He has worked with the First Selectman on these issues in good faith on both sides.

Ms. Picarazzi thanked Sgt. Macek for this effort as it is huge. She asked how the officers took it.

Sgt. Macek said that he told them that he was tasked with this by the Town Board of Finance and that the goal was to not have to come back to them for more money for overtime. He added that they are also working on a grant like the one that he came with that helps out considerably.

Mr. Nickerson applauded Sgt. Macek and said that he has done the lion's share of the work here on this. The Town has grown and the needs have grown with it and they do an excellent job for the people they have especially when considering what similar size Towns have.

The Board thanked Sgt. Macek for his hard work on this and that of the department.

◆ First Selectman

Mr. Nickerson reported on the following:

- They just had Celebrate East Lyme and it went well; Dominion paid for the fireworks
- He differs on comments made regarding the downstairs departments and said that he has been to 10 ribbon cuttings recently in Town. Norwich Orthopedic, Bayside, Costello, Marvel Home – which came here from New London – each of these businesses have a belief in coming here
- The Lion's Art Show & Lobsterfest was a great success – they donated \$20,000 towards the band shell project – which should take little or no maintenance
- The police have been inundated with random acts of kindness and appreciation from the public. They have had two busy weekends in a row and they have worked through it

Ms. Alberti asked for an update on the blight ordinance.

Mr. Nickerson said that it had passed in March and they have been working with the Town Attorney on all of the legal forms that go with it. The Zoning Department was recently appointed to cover it. It is a very cumbersome process and could take a year with legal issues. He suggested that they add a legal line for it as they have to pay legal fees and liens – it also goes to Superior Court and is costly. It is not for grass or those items – it is for truly blighted, abandoned derelict properties.

Ms. Alberti asked how many they have received.

Mr. Nickerson said that it is around 12 but they have to determine if they are true blight.

◆ **Board of Education**

There was no one present to report.

Mr. Nickerson noted that they have read n the paper that for now the school project is not going forward.

◆ **Finance Director**

Ms. Johnson noted that she had supplied them with other items this evening and that the Flanders Fire Department had added a few pages of information to what had already been sent to them. There was a bond sale in the month of June and their rating was Aa2. The auditor also sent a commitment letter. She said that they are still working through year end and that she had supplied them with some of the items.

Ms. Picarazzi asked about areas of concern.

Ms. Johnson said that she thought that they would be able to handle them within the budgets.

Ms. Alberti noted that they had received a draft on the revenue report and asked Ms. Johnson if she has an indication of how final the number is and how it was determined that there may be \$650,000 returned to the General Fund.

Ms. Johnson said that she does an analysis of where they are and what is out there that they know of that is to be paid.

F. New Business

a. Special Appropriation – \$969,436 – Turn-key Energy Efficient Street Light Project

Mr. Harney called upon Mr. Bragaw to present information on this item.

Mr. Bragaw said that he had presented this to them last year and that there are two purposes for doing this: First, it is cheaper for us to own the lights and to put LED's in them and second, it is the right thing to do. He said that right now, they just react and pay bills whereas this gives them control over what they will pay. He explained the process saying that we purchase the lights from CL&P and the rate structure drops some 80%. If we don't do anything it will continue to cost the Town more money. We currently pay \$200,000/year on streetlights. In the 8th year of this project it is all savings. (See attachments) Montville is doing this now as well as New London. There is also a rebate check once the lights are changed out of \$130,000.

Ms. Picarazzi thanked Mr. Bragaw for doing the work on this. She said that it is a no-brainer and that she is in support of it.

Mr. Pazzaglia said that right now CL&P handles the maintenance of the lights and poles – how will that change.

Mr. Bragaw said that Tanko has a request system where they have a local contractor come out and change out any bulbs that go out. The utility company still owns the poles. This is for the light heads and lights.

Ms. Alberti asked about the lights on Rte. 161 which is a State road.

Mr. Bragaw said that we pay for them as they service this Town. It is the same for other Towns. The State takes care of the major State highways, bridges etc.

****MOTION (2)**

Ms. Picarazzi moved the resolution of the Board of Selectmen of the Town of East Lyme, Connecticut authorizing the execution and delivery of an equipment lease/purchase agreement and schedules thereto for the acquisition, purchase in the amount of \$969,436 plus financing costs, financing and leasing of certain street lighting equipment; authorizing the execution and delivery of other documents required in connection therewith; and authorizing all other actions necessary to the consummation of the transactions contemplated by this resolution.

Mr. Weber seconded the motion.

Vote: 6 – 0 -0. Motion passed.

(Town Meeting Approval Required)

b. Special Appropriation – \$60,000 McCook’s Amphitheater

Mr. Nickerson noted that the band shell will be located on a swath of lawn near where the facilities are. The space will back up to the RR and face out to the water and flag pole. The Lion’s, Rotary and EL Public Trust all donated monies to this (\$60,000) plus the \$15,000 that we already have budgeted. Further, he said that he does not see it as having high maintenance but as an enhancement to the Town – 80% of the money to build it is coming from service organizations.

Dave Putnam, Director, Parks & Recreation said that the band shell is 40’ wide and has a height of 20’.

Ms. Picarazzi expressed concern over the new location.

Mr. Putnam said that the deed is full of various items and that this Plan B is a good one and that it is on a flat grassy area below the pavilion.

Ms. Picarazzi asked what they expect for maintenance.

Mr. Putnam said that the floor is cement, the shingles are 25 year and the rest is red cedar. The kit is about \$52,000. This request is to move the \$60,000 out of CNRE to add to the \$15,000 so that they can move on this project.

Ms. Alberti commended them for getting the donations and stepping up when we are under such budget constraints. She asked about the potential to rent out this facility for events as that could cover any maintenance cost.

Mr. Putnam said that the intent was to do just that and to rent it as they do the tent and pavilion, so it should cover any maintenance.

****MOTION (3)**

Ms. Alberti moved to approve a special appropriation in the amount of \$60,000 in CNRE Fund 32 to an account to be established titled, “McCooks Band Shell” for donations received from East Lyme Lion’s Club, Rotary Club and Public Trust. This appropriation is consistent with the Capital Improvement Plan.

Ms. Picarazzi seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

(Town Meeting Approval Required)

c. Special Appropriation \$4,895 Emergency Mgmt NSEP – Copy Machine

Chris Taylor, Emergency Management explained that the Nuclear Safety Fund is paying for the copy machine and that it is by State bid. Their present copier is 8 years old and they are in need of the new one.

Mr. Harney asked if the grant covers 100% of the purchase.

Mr. Taylor said yes.

****MOTION (4)**

Ms. Hogan moved to approve a special appropriation in the amount of \$4,895.00 to purchase a new copier for the Emergency Operations Center to revenue account 01-04-400-401 (Nuclear Safety Emer Prep (NSEP) Grants) and budget account 01-70-725-224-003 (NSEF Copier – Fax) in fiscal year 2016/2017.

Ms. Alberti seconded the motion.

Vote: 6 – 0 - 0. Motion passed.

d. Special Appropriation \$480,000 FFD Class A Pumper Apparatus

William Rix, Asst. Chief, Flanders Fire Department said that they had not said that there was a crack in the frame. He noted the updated packet and the process that they have been going through to be able to avert other costs and get the best possible price for their needs and money. (See attachment)

Mr. Harney asked how long it would take to build the demo truck.

Mr. Rix said that it would be done in mid-September and that they would provide a spare to cover them.

Mr. Harney asked how long they are holding the price for.

Mr. Rix said that they would hold it until early January but if they are not going to buy it then it would go out for anyone to purchase it. He noted that they have two fire trucks that are both past their life – one at 22 years and the other at 23 years of age.

Ms. Picarazzi asked if they are looking for one fire engine but both really need replacement; and if they wanted two identical trucks.

Mr. Rix said yes and added that they are only looking for one truck here.

Ms. Picarazzi asked how long one truck has been out of service.

Mr. Rix said a month or more; he added that they get mutual aid support from other Towns to help them.

Ms. Picarazzi asked if they use the trucks between Niantic and Flanders at the same frequency.

Mr. Rix explained that the tanker water only lasts a few minutes.

Mr. Nickerson added that they have the fire study in progress now and that it should be done in 90 days which would give them a better handle on how the departments should be.

Mr. Pazzaglia said that he would be inclined to look at a short-term solution and do some repairs to keep it going while waiting for the study to come back.

Mr. Rix said that he thinks that it would be throwing away the \$15,000.

Mr. Weber asked if the study would be done in 90 days.

Mr. Nickerson said that he thought that they should have a finished product in 90 days.

Ms. Picarazzi said that she would think that they could give them a preliminary recommendation on this so that they can use that information to make a decision here. She also asked about borrowing from Niantic.

Mr. Rix said that Niantic does routinely help out and loan equipment – however they also have a pumper that has only five years of useful life left on it.

Ms. Alberti noted that this schedule of being pushed out to get the new vehicles was voted on by the Town so she is not concerned with that here –

Mr. Weber said that this would go to the Townspeople also at Town Meeting to be voted on.

Mr. Nickerson said that both engines are over 20 years old and the reality is that one of them has to be replaced as they are at the end of their life span with the 22 and 23 year old vehicles.

Ms. Hogan expressed her concern with regard to the study when considering all of the accidents that Flanders needs to help out with on I-95. She would support the one truck and let the voters decide if they want it or not – the public safety is most important here.

Mr. Weber said that the reality is that they have two trucks at the end of their life and it is unlikely that we are not going to buy a new one – his concern is if the study suggests getting a different type of tanker.

Mr. Nickerson said that the fire equipment failed at the site of a fire with our fire fighters in the building and no water being pumped due to the failure. He said that he recommended the one truck as they need it.

Mr. Harney asked how long they would hold the price for them.

Mr. Rix said that as soon as the truck comes off the line it is open to anyone to purchase and would no longer be held for them.

Mr. Harney said that he is inclined to commit to the one at this price and in the interest of public safety is it the right thing to do.

****MOTION (5)**

Mr. Weber moved the Resolution making an appropriation in the amount of \$480,000 for the acquisition of a full size class A fire engine pumper apparatus and authorizing the issuance of \$480,000 bonds of the Town to meet said appropriation and pending the issuance thereof the making of temporary borrowings for such purpose.

Ms. Hogan seconded the motion.

Vote: 6 – 0 - 0. Motion passed.

(Town Meeting Approval Required)

e. Special Appropriation \$1,309 SCBA Gear

Mr. Nickerson noted the \$247,704 in savings here as the initiative took a ton of work on the part of the department to get this Federal Grant.

Mr. Rix explained that the Federal Government share of the grant is \$185,715 leaving our share in the amount of \$9,285. Had the Town purchased these items on their own the cost would have been \$256,989. The grant was applied for and awarded to FFD Inc. The fire company will be receiving the grant funds directly. The Town needs to act on the \$9,285; there is \$7,976 in PS – FFD Equipment for this year so the remaining amount is the \$1,309 that they are requesting here. The funds will be paid directly to the SCBA vendor.

****MOTION (6)**

Ms. Picarazzi moved to appropriate and transfer \$1,309 from account 01-01-120-300-500 (Contingency) to account 01-70-724-700-462 (PS-FFD Equipment) in fiscal year 2016/2107 for the Town share of SCBA Gear for FFD. This request is consistent with the CIP.

Mr. Weber seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

Ms. Picarazzi thanked the Flanders Fire Department for all of their hard work and leadership and stepping up to help out.

f. Approval of Audit Firm for fiscal year ended June 30, 2016

Ms. Johnson explained that they had received the two bids and that they have met with both of them. The committee met and felt that they would want to keep the incumbent firm RSM US, LLP and were able to get them to come down with their pricing. They will be staying with RMS US, LLP. She said that they need to make a motion to authorize the Chair to sign the audit contract for this past year that just ended.

****MOTION (7)**

Ms. Picarazzi moved to retain the audit services of RSM US LLP for the FY 2015/2016 audit in the amount of \$59,000 and to authorize the Chair to sign the engagement contract.

Mr. Weber seconded the motion.

Vote: 6 – 0 - 0. Motion passed.

G. Old Business

a. Purchasing Policy

Ms. Johnson said that she is in the process of reviewing a collection of purchasing policies from other Towns.

H. Public Discussion

Mr. Harney called for public discussion.

Ron Rando, 194 Boston Post Road asked: How much money they have in the Reserve Account now; How much their bonding debt is and How many fires there are in the Town of East Lyme each year. He said that they have a fire truck that they are going to trade in (\$15,000) for a new fire truck – he suggested putting it on Craig's List as they could probably get more than the \$15,000 for it. He said that he has been in business for 44 years and that if he does not have the money to get something then he does not get it. The Connecticut State debt is a heavy one and he thinks that we will see that grow a lot more in the upcoming years. 6200 people left Connecticut for other states as they could no longer afford to live here. They have businesses coming into Town that don't make it or stay - there is an area in the Flanders section where there have been four businesses in the one spot and they do not last a year. There is only 12% commercial property in this Town so they are soaking the taxpayers. They have people who want to build here and they are giving them the run around.

Jim Levandoski, Flanders Fire chief thanked them for their work.

William Rix, 140 Roxbury Road said that they are all welcome to come up to the Fire Department and they would be happy to show them around and the equipment they have.

I. Board Comments

Ms. Johnson said – in answer to Mr. Rando's questions: There is \$6M in the Fund Balance which comes to about 8.2%; and there is \$42M in outstanding debt which is about 7% of the budget.

Mr. Nickerson said that the fire trucks roll every day of the week. Also, with regard to Craig's List – they have tried it in the past and if they could get more there – they would.

Ms. Hogan said that this has been a late night and that there has been a lot of good discussion.

J. Adjournment

Mr. Hamey called for a motion to adjourn.

****MOTION (8)**

Ms. Picarazzi moved to adjourn this Regular Meeting of the East Lyme Board of Finance at 9:55 PM.

Mr. Weber seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

Respectfully submitted,

Karen Zmitruk,
Recording Secretary

PROPOSAL FOR THE TOWN TO PURCHASE OUR STREETLIGHTS FROM EVERSOURCE

VENDOR – TANKO LIGHTING

Initial Proposal from 10/15

Assumptions	
Quantity of Fixtures	1,434
Current Annual kWh cost	\$191,535
Acquisition Cost	\$384,312
Rebate \$/kWh Saved	\$0.30
Estimated Annual Energy Savings (kWh)	407,007
Estimated Annual Energy Savings (\$)	\$163,592
Estimated Rebate Amount	\$122,102
Key Values	
Cost of Acquisition (included in loan amount)	\$384,312
Audit Cost (included in loan amount)	\$21,510
Installation Cost (included in loan amount)	\$126,670
LED Fixture Purchase (included in loan amount)	\$266,394
Total Project Cost / Loan Amount	\$798,886
Year 1 Maintenance Cost*	-\$6,453
Total Per Fixture Turn-Key Project Cost	\$289
Total Project Cost (less Acquisition Cost)	\$414,574
Simple Payback (Years)	4.14

Comments

- 1) Based on our records, we thought we had 1,434 streetlights but Tanko's audit revealed that we had 1498 (or 64 additional fixtures). That number could go down.
- 2) The \$200,453 figure is the estimated cost for Rate 116 for the FY 16-17 budget. We budgeted \$200,000 in the FY 16-17 budget.
- 3) The second valuation we received from Eversource dated 2/1/16 showed a \$56,829.24 increase from their original valuation from 3/3/15 (see attached)
- 4) Tanko's original estimate did not have a 10% contingency nor a budget for police officer details as many of our lights are on State roads. This added \$79,169 to the original estimate. The police officer detail is very conservative and we shouldn't have to use that much.
- 5) Since there are more fixtures and energy savings since the initial proposal, the rebate should be \$12,620 more than originally expected. This would come in as revenue in FY 16-17 (\$122,000 in revenue was incorporated into the approved budget)
- 6) We were able to negotiate a much lower audit cost than what was originally proposed.
- 7) The reason the installation and fixture costs are higher than the Oct 2015 proposal is due to more fixtures found and the 10% contingency and police detail.
- 8) The maintenance cost is higher because the current proposal is based on Tanko coordinating all future lighting repairs as opposed to the Town doing it.
- 9) Although the payback shows 4.70 years, the Town would fund out of current streetlight funding and should be positive cash flow in each of the 7 payback years. Once the 7 year payback period has been completed, there will be significant savings each successive year going forward. (\$969,436-\$134,722)/\$177,729 = 4.70

Attachment - BOT 7/20/16 Item V.l.a. 2pgs.

Most Current Proposal

Assumptions	
Quantity of Fixtures	1,498
Approx. Annual kWh cost	\$200,453
Acquisition Cost	\$421,536
Rebate \$/kWh Saved	\$0.30
Estimated Annual Energy Savings (kWh)	449,073
Estimated Annual Energy Savings (\$)	\$177,729
Financing rate estimate	2.65%
Financing term (years)	7
Police construction escort cost estimate	\$32,596
10% contingency included	\$46,573
Estimated Rebate Amount	\$134,722
Key Values	
Cost of Acquisition (included in loan amount)	\$421,536
Audit Cost (included in loan amount)	\$8,816
Installation Cost (included in loan amount)	\$205,839
LED Fixture Purchase (included in loan amount)	\$333,245
Total Project Cost / Loan Amount	\$969,436
Year 1 Maintenance Cost*	-\$14,381
Total Per Fixture Turn-Key Project Cost	\$366
Total Project Cost (less Acquisition Cost)	\$547,901
Simple Payback (Years)	4.70

Exhibit 1

POSITIVE CASH FLOW

20 Year Savings

Year	Existing Energy + Maint. Costs	New Energy + Maint. Costs	Annual Loan Payment	Rebate Incentive	New Costs (Incl. Loan + Rebate)	Total Costs & Savings
1	\$200,453	\$37,104	\$151,885	\$134,722	\$54,268	\$146,185
2	\$202,457	\$40,927	\$151,885	\$0	\$192,812	\$9,645
3	\$204,482	\$41,156	\$151,885	\$0	\$193,041	\$11,440
4	\$206,526	\$41,837	\$151,885	\$0	\$193,723	\$12,804
5	\$208,592	\$42,071	\$151,885	\$0	\$193,957	\$14,635
6	\$210,678	\$42,308	\$151,885	\$0	\$194,193	\$16,484
7	\$212,784	\$42,996	\$151,885	\$0	\$194,881	\$17,903
8	\$214,912	\$43,237	\$0	\$0	\$43,237	\$171,675
9	\$217,061	\$43,481	\$0	\$0	\$43,481	\$173,580
10	\$219,232	\$44,176	\$0	\$0	\$44,176	\$175,056
11	\$221,424	\$47,751	\$0	\$0	\$47,751	\$173,673
12	\$223,639	\$48,135	\$0	\$0	\$48,135	\$175,503
13	\$225,875	\$48,976	\$0	\$0	\$48,976	\$176,899
14	\$228,134	\$49,376	\$0	\$0	\$49,376	\$178,757
15	\$230,415	\$49,785	\$0	\$0	\$49,785	\$180,630
16	\$232,719	\$50,651	\$0	\$0	\$50,651	\$182,068
17	\$235,046	\$51,077	\$0	\$0	\$51,077	\$183,970
18	\$237,397	\$51,511	\$0	\$0	\$51,511	\$185,885
19	\$239,771	\$52,405	\$0	\$0	\$52,405	\$187,366
20	\$242,168	\$52,859	\$0	\$0	\$52,859	\$189,310
Total:	\$4,413,765	\$921,821	\$1,063,197	\$134,722	\$1,850,296	\$2,563,469

EXHIBIT 3

(2)

Engine 2 Replacement Rundown

Engine 2 (B22)



1993 Spartan Chassis built by 3D Manufacturing. *(No Longer in Business)*
41,040 Miles & 2,889 hours of operation.
1500 Gal Water Tank & 1500 GPM Pump

Costs

- Close to \$30,000 in repairs and maintenance in the last 6 years
- Estimated almost \$8,000 repair for pump. *(may not fix the problem or past pump test)*
- Estimated \$20,000 for complete braking system replacement, oil & water found in lines. *(Brakes, Slack adjusters, spring cans, compressor, Air dryer system, hardware etc.)*
- Estimated Refurb cost \$300,000 to \$350,000 *(at least 1 year to do)*

New England Recommended it have a DOT inspection in reference to Brakes

- State of Connecticut Department of Transportation would not inspect -Municipal Vehicles Exempt
- We had Eric's Towing & Repair Inspect the Brakes Front and Rear.
(This vehicle will need a complete brake job soon. Estimated \$4,000 to \$5,000 just for brakes)

9 - Emails sent to Fire Apparatus Builders

Simply stating that we were looking to replace our 1992 Spartan 3D Manufacturing Engine, that currently carries 1500 gal of water and 1500 gpm pump. We are currently looking to purchase a Demo Engine from another dealer with everything we are looking for and delivered to us by mid September. Our Towns Board of Selectmen would like us to get competitive prices.

Also In the email we sent, were our exact specs for what we are looking at for a replacement Engine. We had asked each of them to give us a quote for either a Demo close to matching our specs or a quote for a build with an estimated delivery date, along with Warranty info.

Ferrara Fire	KME
E-One	Nassau Fire Apparatus
Firematic	Yankee Fire Rescue
Seagrave	C & S Specialty
Five-Star-Fire	

Only Responses: **E-One** – Unfortunately we do not have a demo or truck in production that matches your specifications.

Five-Star-Fire – 2014 Demo with 18,000 miles for \$502,670.00

C & S Specialty – Demo #2101 \$304,900.00 / Demo #2102 \$357,500.00

New England Fire – Demo Exactly to our Specs \$469,847.00 / \$454,847.00 after \$15,000 trade in

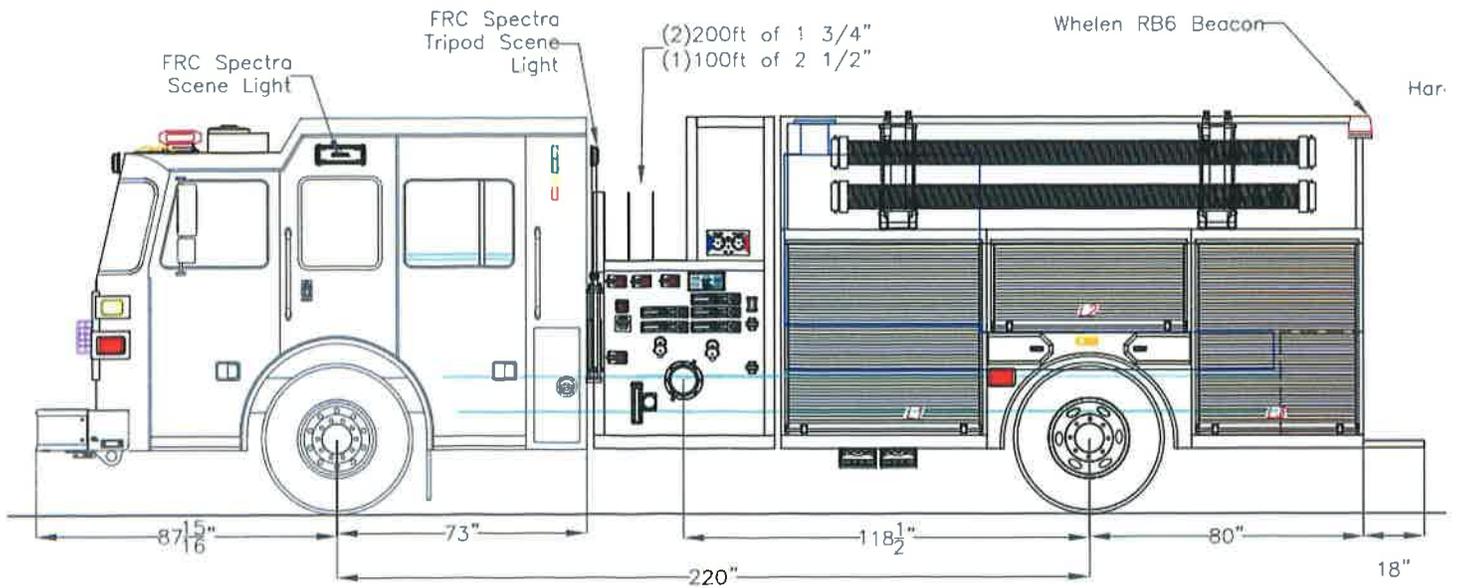
Attachment B07 7/20/16 v.l.c. 4 pgs. (1)

Five-Star-Fire

Demo Bid Positives: Seats more people
 Compartments are bigger than spec
 30 gal foam tank
 Harrison 6kw Generator with electrical cord reel
 On Spots
 Hose loads and Pre-Connects

Demo Bids Negatives: PRICE
 Only has 1000 gal tank
 No Front Suction or intake
 2' longer than our spec length
 No Booster Reel
 No Deck Gun
 Only carries 2 Hard Suctions
 Ladders are exposed to the elements
 Only holds 7 spare SCBA cylinders
 Roll up compartments require more maintenance & tend to have more issues along with loss of space.

WARRANTY: Standard 1 Year from Sutphen
 Extended 2 Year is \$7,267.00
 Extended 3 Year is \$9,150.00
 Structural & Body 10 years
 Paint 7 years
 Plumbing 10 years



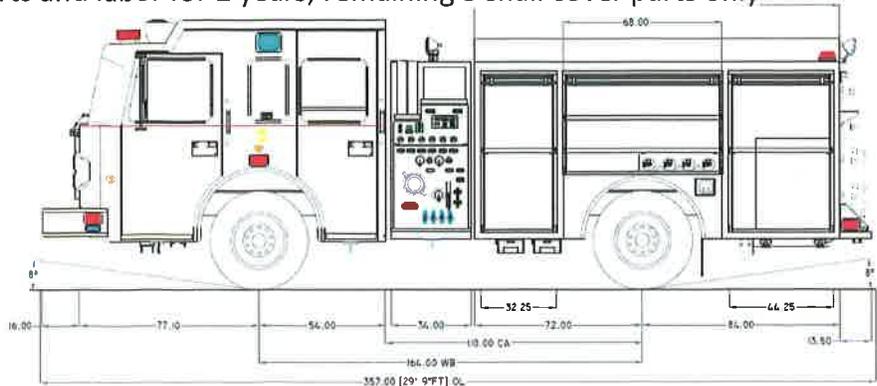
C & S Specialty Demo's

Demo Bid Positives: Price
 Similar Cab to our spec
 2' shorter then spec length
 Demo #2102 has the front discharge for car fires
 Ladders stored inside body

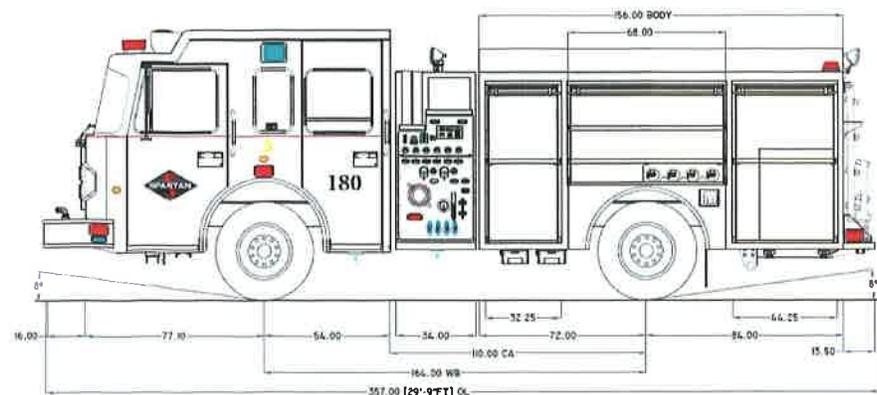
Demo Bids Negatives: Only has 1000 gal tank
 No Front Suction or intake on either Demo
 Compartments sizes are smaller than spec
 No Booster Reel
 No Deck Gun
 Not Enough pre-piped hose
 No Flood/Scene Lighting
 Only carries 2 Hard Suctions
 Only holds 4 spare SCBA cylinders
 Roll up compartments require more maintenance & tend to have more issues along with loss of space

WARRANTY: Tank-Lifetime
 Structural & Body 10 years
 Paint 10 years
 Plumbing 10 years,
 Frame limited Lifetime
 Motor 5 years
 Transmission 5 years
 Pump 5 years, parts and labor for 2 years, remaining 3 shall cover parts only

DEMO #2101



DEMO #2102



New England Fire

Demo Bid Positives: Price (Reasonable)
Same Manufacturer and Service Vendor Town currently uses
1,250 Gal Tank (*Biggest you can get on single axel*)
3 Lengths of Hard Suction for Drafting
Supplied Deck Gun
Booster Reel
Front Bumper Intake
Front Bumper discharge for safer operation at car fires
Exact Crosslay & Hose bed layout we currently use
Holds 11 SCBA spare cylinders
Enclosed storage of Ladders
Flood / Scene Lighting

Demo Bids Negatives: You can no longer get a 1,500 gal tank on a single axel anymore

WARRANTY:

- Tank-Lifetime
- Structural & Body 10 years
- Paint 10 years
- Plumbing 10 years
- Frame limited Lifetime
- SubFrame 20 years
- Corrosion 10 years
- Motor 5 years
- Transmission 5 years
- Pump 5 years, parts and labor for 2 years, remaining 3 shall cover parts only

New England Fire has given a trade in value of \$15,000.00

