

July 23, 2021

Commissioners of Cambridge
410 Academy Street
Cambridge, Maryland 21613

Dear Chief Pritchett,

I first want to Thank-You for the opportunity to submit HGAC Bid Pricing to you for your apparatus purchase, the last fire engine purchased through the City of Cambridge was also purchased using the HGACBuy system. I have listed pricing for all of the apparatus variations we've discussed over the past several months along with the discounts. With recent pricing increase in materials we have a 3% increase effective August 1 which I have been able to lock your pricing for to August 25, we will also have a planned price increase of 4% in January 2022.

Cooperative Sole Source purchasing through HGAC on these specialized products has become popular way to ensure you have the best pricing during these current times of uncertainty with the economy and increased cost of goods. As a point of information currently in the local area the following departments use HGAC to purchase fire apparatus this Fiscal year and in the past:

- City of Salisbury
- Anne Arundel County
- Prince George County
- Baltimore City
- Baltimore County
- Frederick County

Frequently Asked Questions About HGACBuy

What is HGACBuy?

HGAC is nationwide, government procurement service striving to make the governmental procurement process more efficient. Units of local government, including non-profits providing governmental services, are eligible to become participating members of the HGACBuy Cooperative. All contracts available to participating members of HGACBuy have been awarded by virtue of a public competitive procurement process compliant with state statutes.



What type of products are available thru HGACBuy?

Primarily, products that are utilized in Public Safety, Public Works, Emergency Services and Communications, in addition to professional consulting and temporary personnel and disaster recovery services. A wide variety of capital equipment is under contract, and through a unique feature of HGACBuy it can be customized through the use of published and unpublished options to fit your specific requirements.

Can my entity purchase through HGACBuy?

The Interlocal Cooperation Act permits joint participation by local governments, states, state agencies, and certain non-profit corporations. Most states have interlocal cooperation authority or other joint power provisions that allow participation in cooperative activities. Government entities join HGACBuy by executing an [Interlocal Contract](#) to become an End User. This document sets out the conditions, requirements and processes through which an entity's purchase orders are received, confirmed to contract, and processed.

What are some benefits of HGACBuy?

HGACBuy offers an expedited procurement process which can eliminate your need for preparing detailed specifications and satisfying all other requirements for competitive bids and proposals

- HGACBuy offers more than 800 contractors including many local dealers and authorized resellers.
- HGACBuy gives you access to volume purchasing pricing and discounts.
- HGACBuy has more than 40 years of experience in cooperative purchasing and serves more than six thousand local government across the United States.
- Is a transparent purchasing system that ensures contracts are compliant with state contract and that the proper bid forms are filled out and audited before an order is placed.



HGAC Bid Page

FY 2022 HGAC Apparatus Pricing:

*12-month delivery

*Pricing valid for 30 days

1 - Pierce Arrow XT Pumper	\$	787,919.00
1- Pierce Arrow XT Heavy Duty Rescue	\$	1,499,929.00
1 -Pierce Arrow XT Tower Ladder	\$	1,599,701.00
Subtotal Total	\$	3,887,549.00
Discounts	- \$	95,435.00
Total		\$ 3,792,114.00.00

*This pricing is valid through August 25, 2021

Thank-You again for the opportunity, let me know if you have any questions.



Brian F. Bashista
Senior Vice President

