

**From:** Bryan Johannes <bjohannes@townofhudson.org>  
**Sent:** Saturday, November 18, 2023 9:59 AM  
**To:** Thomas Gregory; sscalandra@verizon.net  
**Subject:** RE: Cooperative Purchasing Agreements  
**Attachments:** Hudson Engine quote 8 23 2023.pdf; HUDSON FD ENGINE APX8500 & APX8000 QUOTE-2269464-1 8-8-23.pdf; Town Meeting Bullet Points for New Engine Request 11-16-2023.doc; BID 704Hudson MA Enforcer Pumper FY24 Quote for Customer D1 19-May-2023.pdf

Mr. Gregory and Mr. Calandra,

Please find attached the information requested. I have also attached some of my talking points that I have prepared for town meeting. It is very hard to predict what condition Hudson Fire's emergency vehicle fleet will be in for the next several years. Over the course of my tenure, we have tried to keep the fleet maintained and safe to operate. It has been a challenge. As an example, we have been waiting for a diesel exhaust fluid (DEF) tank and level sensor for E-2 for close to 3 months. Also, keep in mind the attached quotes are today's prices. Please know I can be reached any time with additional questions. My cell phone is in my closing.

Pierce MFG Pumper / Tanker, Aluminum Body	\$902,110.00
Equipment Fit out	\$54,351.06
Mobile and Portable Radio	\$19,482.20
Total	\$975,950

Bryan R.  
Fire Chief Town of Hudson  
Emergency Management Director  
296 Cox St. Hudson, MA 01749  
Office: 978-562-5565



Johannes

Fax: 978-568-9609  
Cell: 978-875-1777

[bjohannes@townofhudson.org](mailto:bjohannes@townofhudson.org)

All permitting is now ONLINE! <https://hudsonma.viewpointcloud.com/>

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**From:** Thomas Gregory <tgregory@townofhudson.org>  
**Sent:** Friday, November 17, 2023 6:46 PM  
**To:** Bryan Johannes <bjohannes@townofhudson.org>  
**Subject:** Fwd: Cooperative Purchasing Agreements

Chief

Please see email below from Sam Calandra.

Can you provide backup for the pricing of the engine and related equipment to support the Warrant article?

Thanks  
Tom

Get [Outlook for iOS](#)

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**From:** [sscalandra@verizon.net](mailto:sscalandra@verizon.net) <[sscalandra@verizon.net](mailto:sscalandra@verizon.net)>  
**Sent:** Friday, November 17, 2023 6:42:54 PM

**To:** Thomas Gregory <[tgregory@townofhudson.org](mailto:tgregory@townofhudson.org)>

**Subject:** RE: Cooperative Purchasing Agreements

Hi Tom,

Sorry for the late Friday email, but with respect to Article 5, do you have the pricing from the vendor validating the \$975,950?

Please let me know. Thank you.

Sincerely,

Sam Calandra

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**From:** Thomas Gregory <[tgregory@townofhudson.org](mailto:tgregory@townofhudson.org)>

**Sent:** Friday, October 13, 2023 10:45 AM

**To:** Claudinor Salomao ([csalomao@comcast.net](mailto:csalomao@comcast.net)) <[csalomao@comcast.net](mailto:csalomao@comcast.net)>; Guy Beaudette ([guybeaudette22@gmail.com](mailto:guybeaudette22@gmail.com)) <[guybeaudette22@gmail.com](mailto:guybeaudette22@gmail.com)>; Jeannie Vineyard <[jeannievineyard@gmail.com](mailto:jeannievineyard@gmail.com)>; Jillian Jagling ([jillianjagling@gmail.com](mailto:jillianjagling@gmail.com)) <[jillianjagling@gmail.com](mailto:jillianjagling@gmail.com)>; Joe Fiorello <[joefiorello24@gmail.com](mailto:joefiorello24@gmail.com)>; Joe McNealy <[joemcnealy21@gmail.com](mailto:joemcnealy21@gmail.com)>; Rob Clark ([rob@robclark-law.com](mailto:rob@robclark-law.com)) <[rob@robclark-law.com](mailto:rob@robclark-law.com)>; Sam Calandra ([sscalandra@verizon.net](mailto:sscalandra@verizon.net)) <[sscalandra@verizon.net](mailto:sscalandra@verizon.net)>; Steve Forti ([steve@stevaforti.com](mailto:steve@stevaforti.com)) <[steve@stevaforti.com](mailto:steve@stevaforti.com)>

**Cc:** Bryan Johannes <[bjohannes@townofhudson.org](mailto:bjohannes@townofhudson.org)>

**Subject:** Cooperative Purchasing Agreements

Committee Members

Following up with you on last night's discussion on the procurement of the fire engine.

State statute ([G.L., Ch. 30B, Sec. 22](#)) allows Massachusetts municipalities the ability to participate in cooperative purchasing agreements.

As I indicated last night, the Inspector General's Office suggests that municipalities document that the cooperative purchasing agreement is not merely an approved vendor list. In other words, the IGO advises municipalities that they should document that the cooperative purchasing agreement was procured using full and open competition and that an appropriate comparative evaluation process was used to select specific vendors.

The [Houston-Galveston Area Council](#) is a non-profit entity which offers local governments an opportunity to participate in a cooperative purchasing agreement.

The [Metropolitan Area Planning Council](#) is another non-profit entity which offers a similar opportunity for local governments.

Thanks

Tom

**Thomas Gregory**

**Executive Assistant**

Town of Hudson

78 Main Street

Hudson, MA 01749

Phone: 978-562-9963 ext. 400

Fax: 978-568-9641

Email: [tgregory@townofhudson.org](mailto:tgregory@townofhudson.org)



# ALLEGIANCE

— FIRE & RESCUE™ —

# QUOTE

Bid Number 704.  
DATE: 05/19/2023

2181 Providence Hwy. Walpole MA 02081  
(800) 225-4808  
Info@allegiancefr.com

**EXPIRATION DATE: 2023-06-18**

**TO** Bryan Johannes  
Hudson Fire Department, MA  
296 Cox St  
Hudson, MA  
01749-1805  
+1.978.562.5565

SALESPERSON	PAYMENT TERMS
Patrick Whitney	may be eligible for prepayment or progress payment terms

QTY	DESCRIPTION	UNIT PRICE	LINE TOTAL
One (1)	Pierce MFG Pumper / Tanker, Aluminum Body, Single Axle, Custom Chassis Pumper	\$902,110.00	\$902,110.00
		<b>TOTAL</b>	<b>\$902,110.00</b>

This is a quotation on the goods named, subject to the conditions noted below: This quote may be referenced as a consortium price, until a formal set of documents can be prepared for your review. This quote is for budget purposes only and subject to change. Due to upcoming engine manufacturer and EPA changes between the 2024 and 2027 model year, Prices cannot be guaranteed until a Contract is executed.

**THANK YOU FOR YOUR BUSINESS!**



# Quote

## Industrial Protection Services, LLC

33 Northwestern Dr, Salem, NH 03079  
 125 Roberts Rd, Ste 4, South Portland, ME 04106  
[www.ipp-ips.com](http://www.ipp-ips.com)

Date: 20-Nov-2022

**Bill To:** Chief Bryan Johannes  
 Hudson Fire  
 296 Cox St  
 Hudson MA  
 978-568-9609

**Ship to:** Chief Bryan Johannes  
 Hudson Fire  
 296 Cox St  
 Hudson MA  
 MA 01854  
 978-568-9609

[bjohannes@townofhudson.org](mailto:bjohannes@townofhudson.org)

Salesperson	Shipping Method	Purchase Order No
Terry Link	Hand Deliver/Drop Ship	TBD

Qty	Item #	Description	Each Price	Line Total
15	JR400Y100-SZ400-S	Jafrib Yellow 4" 100 foot with 4" Storz	681.00	10,215.00
2	JR400Y050-SZ400-S	Jafrib Yellow 4" 50 foot with 4" Storz	418.25	836.50
2	JR400Y025-SZ400-S	Jafrib Yellow 4" 25 foot with 4" Storz	266.00	532.00
2	JL300R025-NH250-S	Jafline 3" Red 25' with 2.5" NH coupling	352.00	704.00
24	JL250R050-NH250-S	Jafline 2.5" Red 50' with 2.5" NH coupling	253.00	6,072.00
3	JL175B100-NH150-S	Jafline 1 3/4 Blue 100' with 1.5 NH coupling	317.00	951.00
6	JL175B050-NH150-S	Jafline 1 3/4 Blue 50' with 1.5 NH coupling	175.00	1,050.00
54	STENCIL	Stencil all hose with Hudson Fire	NC	NC
1	NYF-4 WD	NY 4' Fiberglass with D-Handle	97.50	97.50
2	44311	Vulcan 180 Standard Sys - 120V/100V AC/12V DC, with quick release shoulder strap - Orange - Div 2	216.36	432.72
1	G01-0101-000	Toxirae 3 , CO 0-500 PPM	249.00	249.00
1	AX240	Amerex® 2.5 gal Stored Pressure Water Fire Extinguisher w/ Wall Hanger	223.00	223.00
2	NYFG-6	New Yorker 6' Fiberglass with ram knob	136.00	272.00
1	DDKEY	Double drop elevator key	42.00	42.00
1	EKS-12	Elevator Keys	230.00	230.00
1	4826	2 1/2 NH Assult nozzle with spinning teeth 250@50 with pistol grip and color clips	801.00	801.00
2	1445	1 1/2 NH smooth bore shutoff with 15/16 tip with pistol grip and color clips	473.00	946.00
1	4863	1 1/2 NH low pressure 185 @50 with pistol grip and color clips	650.00	650.00
1	1702	1" Turbojet Nozzle 1.421 mass forestry thread 100 PSI with pistol grip and clips	727.00	727.00
1	HR-2	Hydra Ram II	2,640.00	2,640.00
1	KHR-1-P18	one man hose roller	469.00	469.00
1	K46-2-P18-P09	set of double holder with 2 K01 spanner	86.25	86.25
1	BP05301	Brass 2 1/2" NH XD Playpipe Shutoff	1,011.00	1,011.00

1	OO662007	Elkhart FDNY stack 1.5 NH 15/16 , 1/2 tips	352.00	352.00
1	O2551007	Elkhart Triple stack 1.5 NH 1", 1 1/8 and 1 1/4 ti	510.00	510.00
1	KS34-P18-P09	set of (4) 4" storz spanner with holder	144.00	144.00
3	36R2525-H51	2.5 NH X 2.5 NH DBL RL M HARDCOAT -FG-	49.00	147.00
3	35R2525-H51	2.5 NH X 2.5 NH DBL SW RL F HARDCOAT -FG-	97.00	291.00
2	37R2515-H51	2.5 NH RIG RL F X 1.5 NH M HARDCOAT -FG	48.00	96.00
1	GWK	Gas/Water T shutoff	60.00	60.00
2	1446	2 1/2 NH smooth bore Shutoff with 1 1/8 Plain Tip , with pistol grip and color clips	560.00	1,120.00
1	S60S54-H51	5 STZ W/LOCK X 4 STZ W/LOCK NAT/GREY	238.00	238.00
1	2285	Akron 2 1/2 gate valve	622.00	622.00
1	S54L445-H51	4 STZ W/LOCK X 4.5 NH SW LH F HARDCOAT -FG	208.75	208.75
1	1582	Hydrant wye 4 1/2" F NH x (2) 2 1/2" M NH	1,683.00	1,683.00
1	1582	Hydrant wye 2 1/2" F NHx (2) 2 1/2" M NH	1,402.00	1,402.00
1	1581	Leader Line Wye, 2.5" NH inlet and two 1.5" NH	752.00	752.00
1	K07-P18	ADJ HYDRANT WRENCH SINGLE HEAD (CRS) -FG	41.66	41.66
2	SHVF-27 W/D	Square short handle 27" with D handle	60.00	120.00
1	DF-4	Dynamic Foursome-Axe,Pro Bar,Strap and K-Tool	500.00	500.00
1	DT-3	Dynamic Tri- Axe, Pro Bar and strap	360.00	360.00
2	ISS-82	Iron shoulder strap	54.00	108.00
2	IN-1	Irons nest mounting bracket	308.00	616.00
1	MPB-20	Mini pry bar 20"	102.00	102.00
1	RH-4	NY 4' Farrell Aircraft steel	132.00	132.00
1	RH-3 W/D	NY 3' Hook with D Handle	140.00	140.00
1	FAP-6	6LB Fiberglass pick axe	70.00	70.00
1	NYFG-8	New York 8' fiberglass with pry end	150.00	150.00
1	NH-6	National Pike 6' wood	96.00	96.00
1	QUICKEE	Blowhard 20" Battery PPV	4,093.00	4,093.00
1	AX330	Amerex® 10 lb CO2 Fire Extinguisher w/ Wall Hanger – 10B:C	398.00	398.00
1	AX411	Amerex® 20 lb ABC Fire Extinguisher w/ Wall Hanger – 10A:120B:C	295.00	295.00
4	24876	28" Safety Cone with reflectors	30.00	120.00
1	45680	Portable Scene Light EXT- 120V AC/12V DC - Yellow	813.10	813.10
1	46000	Portable Scene Light II - 120V AC/12V DC - Red	621.43	621.43
1	NCBC-36	Non Conductive Bolt cutters	157.50	157.50
1	1142000156	STIHL MS 462 R C-M Rescue 20" chainsaw with depth limiter	1,739.00	1,739.00
1	BS60-P09	6 NH BARREL STRAINER -FG-	220.00	220.00
1	AJ581	vehicle lock out kit	91.00	91.00
1	BP106	Milwaukee M 18 Kit 3, 18 drill, 18 sawzall, 3 blades, charger x2 batteries and bag	1,500.00	1,500.00
1	HBB	Hydrant bag	78.75	78.75
1	H700-40-45NH	Hydrant assist valve 5" 4.5NHx4" Storz	2,300.00	2,300.00
1	DWHS-4 W/D	4ft dry wall hook with d handle	160.00	160.00
3	MM2501-P09	2.5 NH Male MOUNTING PLATE -FG	35.00	105.00
5	MF2501-P09	2.5 NH Female MOUNTING PLATE -FG-	52.00	260.00
1	MM4501-P09	4.5 NH M MOUNTING PLATE -FG-	79.00	79.00
1	85341	30-Minute Safety Flares, pack of 36	145.00	145.00

1	K5012-B	Pick head axe hanger pocket kit black	135.95	135.95
3	1001	hooklok , pair	32.95	98.85
2	K5009-B	tool hanger kit black	76.95	153.90
1	K5029-1	Bolt Cutter Kit	48.95	48.95
14	1004-B	Handlelok black	39.95	559.30
6	1070	Jumbo lok black	60.00	360.00
1	K5020-B	Fast Lok Adjustamount Kit Black	119.95	119.95
		Pricing Budgetary and per Mass PSE01 Cat Fire		

*Sean Rogers*

	\$	53,951.06
Quoted Freight Charges		400.00
	\$	<b>54,351.06</b>

Email: [srogers@ipp-ips.com](mailto:srogers@ipp-ips.com)

Cell: 781-547-1447 Fax: 603.458.5958



## HUDSON FIRE DEPT, TOWN OF

08/08/2023

08/08/2023

HUDSON FIRE DEPT, TOWN OF  
296 COX ST  
HUDSON, MA 01749

Dear Chief Bryan Johannes,

Motorola Solutions is pleased to present HUDSON FIRE DEPT, TOWN OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide HUDSON FIRE DEPT, TOWN OF with the best products and services available in the communications industry. Please direct any questions to John Connolly at [jconnolly@cybercomminc.com](mailto:jconnolly@cybercomminc.com).

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

John Connolly

Motorola Solutions Manufacturer's Representative



Billing Address:  
 HUDSON FIRE DEPT, TOWN OF  
 296 COX ST  
 HUDSON, MA 01749  
 US

Quote Date:08/08/2023  
 Expiration Date:10/07/2023  
 Quote Created By:  
 John Connolly  
 jconnolly@cybercomminc.com

End Customer:  
 HUDSON FIRE DEPT, TOWN OF  
 Chief Bryan Johannes  
 bjohannes@townofhudson.org  
 978-562-5565

Contract: 22564 - PSE01 MA STATE

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8500					
1	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,893.68	\$4,420.26	\$4,420.26
1a	G831AD	ADD: SPKR 15W WATER RESISTANT	1	\$66.00	\$49.50	\$49.50
1b	G67DD	ADD: REMOTE MOUNT 02 MP	1	\$327.00	\$245.25	\$245.25
1c	G48BB	ENH: CONVENTIONAL OPERATION APX	1	\$880.00	\$660.00	\$660.00
1d	G78AT	ENH: 3 YEAR ESSENTIAL SVC	1	\$288.00	\$288.00	\$288.00
1e	G892AB	ENH:HAND MIC,GCAI WTR RESISTANT APX	1	\$79.00	\$59.25	\$59.25
1f	GA01606AA	ADD: NO BLUETOOTH/WIFI/GPS ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
1g	G843AH	ADD: AES ENCRYPTION AND ADP	1	\$523.00	\$392.25	\$392.25
1h	GA00804AA	ADD: APX O2 CH (GREY)	1	\$541.00	\$405.75	\$405.75
1i	G89AC	ADD: NO RF ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
1j	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1k	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00
1l	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$425.25	\$425.25
2	EQ000103A02	MULTIPLEXER,_ALL BAND, APX8500, VEHICLE	1	\$214.92	\$148.29	\$148.29
3	HAE6016A	ANT LOW PROFILE 450-512 MHZ	1	\$129.60	\$89.42	\$89.42
4	AN000197A11	ANTENNA, STUBBY,3DB LOW PRO MCYC 762-870MH	1	\$52.92	\$36.51	\$36.51
5	LSV00Q00202A	DEVICE PROGRAMMING	1	\$100.00	\$100.00	\$100.00
6	LSV00Q00203A	DEVICE INSTALLATION	1	\$1,000.00	\$1,000.00	\$1,000.00
7	CB000091A02	CABLE, COAXIAL,CABLE, COAXIAL,QMA PLUG TO QMA PLUG CONNECTOR	1	\$44.16	\$33.12	\$33.12
8	CB000091A09	CABLE, COAXIAL,QMA PLUG TO MINI-UHF JACK CONNETOR (BECU QMA)	3	\$103.50	\$77.63	\$232.89
	APX™ 8000 Series	APX8000XE				
9	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	1	\$7,392.32	\$5,544.24	\$5,544.24
9a	H869BW	ENH: MULTIKEY	1	\$363.00	\$272.25	\$272.25
9b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$425.25	\$425.25
9c	Q361AN	ADD: P25 9600 BAUD TRUNKING	1	\$330.00	\$247.50	\$247.50
9d	QA02006AC	ENH: APX8000XE RUGGED RADIO	1	\$880.00	\$660.00	\$660.00
9e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	1	\$184.00	\$184.00	\$184.00
9f	H38BS	ADD: SMARTZONE OPERATION	1	\$1,650.00	\$1,237.50	\$1,237.50
9g	Q629AH	ENH: AES ENCRYPTION AND ADP	1	\$523.00	\$392.25	\$392.25



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
9h	QA01427AG	ALT: APX8000/XE HOUSING GREEN	1	\$28.00	\$21.00	\$21.00
10	PMNN4504A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 3400T	1	\$222.92	\$153.81	\$153.81
11	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	2	\$509.76	\$351.73	\$703.46
12	LSV00Q00202A	DEVICE PROGRAMMING	1	\$200.00	\$200.00	\$200.00
13	LSV00Q00203A	DEVICE INSTALLATION	1	\$321.43	\$321.43	\$321.43
14	PMMN4132A	ACCESSORY KIT,XVE500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITH KNOB	1	\$680.40	\$469.48	\$469.48
15	LSV00Q00381A	ENGRAVING SERVICES	1	\$64.29	\$64.29	\$64.29

**Grand Total**
**\$19,482.20(USD)**
**Notes:**

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



## Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead  
**(PO will not be processed without this)**

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO )

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)