October 8, 2026

Kathryn B. Thomson
Secretary
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of 2027 Pierce Velocity Chassis, Tandem Rear Axle, 100' Aluminum Rear Mounted Platform-1034 for Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall Airport) Fire and Rescue Department (FRD)

Dear Ms. Thomson:

The Maryland Aviation Administration (MAA) is requesting to purchase a 2027 Pierce Velocity Chassis, Tandem Rear Axle, 100' Aluminum Rear Mounted Platform-1034 for the total price of $2,883,475.00 utilizing the Intergovernmental Cooperative Purchasing Agreement, (ICPA) through HGAC Buy and Atlantic Solutions, Inc., Contract No. FS12-23.

The MAA BWI Thurgood Marshall Airport Fire & Rescue Department's (BWI FRD) is submitting a request to utilize the Intergovernmental Cooperative Purchasing method to replace a 2016 Pierce Tower. This emergency vehicle was built in 2016 and has a current milage of 76,059 miles. This vehicle is the BWI FRD's elevated rescue platform that carries necessary specialized emergency rescue equipment. Additionally, this unit carries equipment for technical rescues, vehicle and aircraft extrication, and HazMat responses along with structural responses.

In 2025, the BWI FRD responded to over 4,500 emergency responses. The projected milage at the time of replacement was approaching 120,000 miles. The new National Fire Protection Association (NFPA) standard for Emergency Apparatus pertaining to emergency lights, safety devices, reflective safety markings and other items is now in effect (updated since manufacture of current tower) further justifying the need for replacement. The current production lead time for the manufacture of this replacement unit is four years from the time of approval. Due to the age, extended build times and anticipated mechanical failures due to age/use, the agreed FRD apparatus replacement combined with the vehicle's inability to meet current safety requirements, supports the need for replacement. The replacement tower will be placed in first-line service and the current tower, MAA vehicle ID # 30471, Tag # 02419SG, can be surplused.

This frontline structural firefighting apparatus is operated by emergency essential personnel and serves as a critical component of FRD's structural firefight, rescue, and airport emergency response capability. These operational responsibilities require a high level of apparatus reliability

and readiness to support life safety, airport continuity, and emergency response operations on a 24-hour,7 day a week basis.

BWI Thurgood Marshall Airport operates both as an Aircraft Rescue and Firefighting (ARFF) department and a structural fire department. While ARFF apparatus fulfills Federal Aviation Administration (FAA) operational expectations under Part 139, structural companies such as 2016 Pierce Tower perform distinct and non-interchangeable functions that cannot be replaced by ARFF vehicles alone. A reduction in structural firefighting capability directly impacts overall emergency response effectiveness and increases operational exposure during critical incidents.

Contract No. FS12-23 between HGAC Buy and Atlantic Emergency Solutions, Inc., is effective through November 30, 2027. The contract provides the 2027 Pierce Velocity Chassis, Tandem Rear Axle, 100' Aluminum Rear Mounted Platform-1034 for a total price of $2,883,475.00. The lead time for this equipment is approximately 1,475 days after receipt of order.

The Procurement Officer was able to compare pricing from November 20, 2025, Proposal/Bid 1232 from MacQueen Equipment LLC. for the City of Maple Grove, MN. with a price of $2,654,169.00 for a Pierce Enforcer 100' Ascendant Tower compared to the contract price of $2,883,475.00. from HCAG Buy Contract No. FS12-23 for a difference of $229,306.00.

Based on the pricing information provided, the MAA has determined that the pricing from the Contract No. FS12-23 ICPA to be Fair and Reasonable.

COMAR 21.05.09.05 requires, "before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title." Therefore, to procure the necessary specialized equipment for BWI Thurgood Marshall Airport, the MAA requests approval and authorization from Maryland Department of Transportation (MDOT) to utilize the Intergovernmental Agreement Contract No. FS12-23 for the above-mentioned purchase. Utilizing this procurement method will allow MAA to achieve savings of both time and money in obtaining specialized equipment.

By making an award under the HGAC Buy Contract No. FS12-23, it will promote administrative efficiencies, as set forth in COMAR 21.05.09.04(B)(1)(b), because this procurement will save the state considerable time it would take to prepare a solicitation for public advertisement; obtain necessary approvals prior to publication; publish the solicitation; receive and evaluate proposals; and make the award. It is in the best interests of the State and will promote administrative efficiencies and intergovernmental cooperation as HGAC Buy has already deemed the vendor responsible. It is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement Section 13-110. MAA intends to use its delegated authority under 21.02.01.04C(1)(f)(i) for aeronautically related services, commodities, and supplies, including

equipment contracts to procure the 2027 Pierce Velocity Chassis, Tandem Rear Axle, 100' Aluminum Rear Mounted Platform-1034.

If you have any questions or require additional information, please contact me at 410-859-7004.

Sincerely,

Monica Queen 10/08/2026

Monica R. Queen, CMPO, M.S., Acquisitions & Contract Management Date
Acting Director
Procurement & Materials Management
Office of Finance

Approved:

Valerie Radomsky 10/20/2026

Valerie Radomsky Date
Chief Procurement Officer, Maryland Department of Transportation
Designee of Secretary