



# CITY OF HUNTINGTON BEACH

## Sole-Source Justification

(For use on all goods and services acquisitions.)

This justification document consists of two (2) pages. All information must be provided and all questions must be answered. The "Required Approvals" section must include a date for each signature, as appropriate for the transaction.

Requesting Department Information			
<b>Date:</b> September 17, 2025			
<b>Requestor Name:</b> Johanna Bonaparte		<b>Division Manager:</b> Denny Bacon (Type names. Do not sign.)	
<b>Department:</b> Public Works		<b>Department Head:</b> Chau Vu (Type names. Do not sign. Must be same as signature below.)	
Department Contact Information			
<b>Contact Name:</b> Johanna Bonaparte		<b>Street Address:</b> 17371 Gothard Street, Huntington Beach, CA 92647	
<b>Telephone:</b> (714) 536-5522		<b>Shipping Address:</b> 17371 Gothard Street, Huntington Beach, CA 92647	
<b>Fax:</b> N/A			
<b>Cellular phone:</b> N/A			
Required Contact Information			
<b>Contractor/Supplier Name:</b> ReNewell Fleet Service			
<b>Contractor/Supplier Address:</b> 2020 S. Baker Avenue			
<b>Contractor/Supplier City/State/Zip:</b> Ontario, CA 91761			
<b>Original Contract Amount:*</b> \$ (*Includes original contract and previously approved amendments)	<b>Amendment Amount:*</b> (if applicable) \$ (*Current amendment only)	<b>New Contract Amount:*</b> \$200,000 Annually (*Includes original contract and all amendments, including current amendment)	
<b>Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:</b> ReNewell Fleet Service will provide warranty, parts, and service for emergency vehicles.			
Contract Type and Term			
<b>Contract Type:</b> Select One: <input type="checkbox"/> Goods <input type="checkbox"/> Service <input checked="" type="checkbox"/> Goods & Services	<b>Contract Term:</b> Begin: 12/01/2025 End:	<b>What account number will be used to purchase?</b> Business Unit: 10085705 Object Code: 64720	
Required Approvals			
<b>Department Head</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature 9/17/25 Date	<b>Finance Manager- Budget</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature 9/22/25 Date	<b>Chief Financial Officer</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature 9-22-25 Date	<b>Assistant City Manager</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature 9/22/25 Date (Transactions exceeding \$50,000 must be approved by City Council)



# CITY OF HUNTINGTON BEACH

## Sole Source Justification

(For use on all goods and services acquisitions.)

Complete responses must be provided for all of the following items.

**A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASONS STATED BELOW:**

**1. Why is the acquisition restricted to this goods/services/supplier?**

(Explain why the acquisition cannot be competitively bid.)

The acquisition cannot be competitively bid because ReNewell Fleet Service is the sole authorized Pierce dealer for parts, warranty, and service in Southern California. Pierce fire engines require proprietary parts and manufacturer-specific programming (including Command Zone software calibrations and updates) that are only available through authorized Pierce dealers.

ReNewell is also the Original Equipment Manufacturer (OEM) for all Pierce products and fire apparatus. No other fire apparatus repair companies in the region have access to the proprietary information, parts distribution channels, or technical certifications required to maintain Pierce fire engines to manufacturer specifications.

Within California, there are only two authorized Pierce dealers:

- ReNewell Fleet Service, LLC – serving Central California (Paso Robles) to the Mexican border
- Golden State Fire Apparatus – serving Northern California to the Oregon border

Because 16 of the City's 17 fire engines are Pierce units, the City requires a vendor with full access to Pierce-certified parts and programming. ReNewell Fleet Service is the only authorized provider within the City's service region, making competitive bidding infeasible.

**2. Provide the background of events leading to this acquisition.**

The City previously contracted with South Coast LLC for emergency vehicle maintenance and repair services, including support for Pierce fire apparatus. However, in 2025 staff learned that South Coast LLC had gone out of business and was no longer able to provide services.

Following the closure of South Coast LLC, staff identified ReNewell Fleet Service - a newly established company operated by the same owner - as the only authorized Pierce dealer in Southern California, certified since April 2024. ReNewell Fleet Service provides exclusive access to Pierce parts, warranty service, and Command Zone system updates that no other vendor in the region is authorized to perform.

Because of the City's heavy reliance on Pierce apparatus and the absence of other authorized vendors in the region, staff determined that acquisition of services from ReNewell Fleet Service was necessary to maintain the fire fleet in a safe and service-ready condition.

**3. Describe the uniqueness of the acquisition (why was the good/service/supplier chosen?).**

ReNewell Fleet Service was chosen because it is the sole authorized Pierce dealer in Southern California with the ability to provide OEM Pierce parts, warranty service, and manufacturer-certified repairs. As an authorized dealer, ReNewell is the only vendor with access to Pierce's proprietary systems, including the Command Zone software updates that are essential to the operation of Pierce fire apparatus.

No other vendor in the region has the necessary dealer status, technical certifications, or direct access to OEM Pierce parts. This exclusivity ensures that all maintenance and repairs are performed in compliance with Pierce manufacturing standards, preserving both safety and warranty requirements for the City's fire fleet.

**4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?**

If the City does not contract with ReNewell Fleet Service, the following consequences could occur:

- **Loss of Authorized Service:** Pierce fire engines require proprietary parts and diagnostic systems, including Command Zone updates, that only an authorized Pierce dealer can provide.
- **Extended Operational Downtime:** Non-authorized vendors would face delays obtaining parts and would lack the certifications to perform required repairs, potentially leaving fire apparatus out of service longer.
- **Increased Costs:** Without direct access to OEM parts, the City would face higher costs due to third-party markups and longer repair times.
- **Risk to Public Safety:** Reduced fleet readiness would jeopardize the reliability of emergency response services, potentially impacting the City's ability to protect life and property.

**5. What market research was conducted to substantiate no competition, including evaluation of other items considered?**

(Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The names and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

As part of the market research process, staff consulted with Pierce Manufacturing, Inc., the original equipment manufacturer of the City's fire apparatus. In a letter dated July 24, 2025, Pierce confirmed that ReNewell Fleet Service, LLC is the sole authorized provider of Pierce warranty service, OEM parts, and repairs in Southern California (see attached). Pierce further noted that the only other authorized Pierce dealer in California, Golden State Fire Apparatus, serves Northern California exclusively.

Based on this manufacturer confirmation, staff concluded that no competitive alternatives exist within the City's service region, and that contracting with ReNewell Fleet Service is necessary to ensure manufacturer-compliant service for the City's Pierce fire engines.

**B. PRICE ANALYSIS**

**1. How was the price offered determined to be fair and reasonable?**

(Explain what the basis was for comparison and include cost analyses as applicable.)

Because ReNewell Fleet Service is the sole authorized Pierce dealer in Southern California, no competitive cost analysis is applicable. The vendor's published fee schedule (see attached) was reviewed and serves as the standard pricing for Pierce warranty service, OEM parts, and repairs in this region.

**2. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

By contracting with ReNewell Fleet Services, the City avoids additional costs that would result from non-authorized vendors, including high markups for parts, longer repair times, and potential loss of warranty coverage. Access to OEM parts and certified repairs helps ensure the fleet remains operational and reduces costly downtime.

Remit completed form to:

City of Huntington Beach – Purchasing Division  
2000 Main Street, Huntington Beach, CA 92648-2702

## PIERCE MANUFACTURING INC.

AN OSHKOSH CORPORATION BUSINESS • ISO 9001 CERTIFIED

2600 AMERICAN DRIVE  
 POST OFFICE BOX 2017  
 APPLETON, WISCONSIN 54912-2017  
 920-832-3000 • FAX 920-832-3208  
[www.piercemfg.com](http://www.piercemfg.com)



July 24, 2025

To provide you with the personalized level of sales and service you deserve, Pierce Manufacturing has established a widespread network of authorized dealers throughout the country. South Coast Fire Equipment is the Pierce authorized dealership in Southern California.

ReNewell Fleet Services (a wholly owned/operated subsidiary of South Coast Fire Equipment) is the sole source for service, parts and warranty on Pierce products in the Southern California area.

South Coast and ReNewell are extremely qualified to provide you with the support you have come to expect from Pierce Manufacturing, Inc. and have service & warranty facilities in several locations to provide the first-class customer service support Pierce is known for.

**South Coast Fire Equipment**

3150 Palisades Drive  
 Corona, CA 92878  
[info@southcoastfire.net](mailto:info@southcoastfire.net)  
 Phone: [909-673-9900](tel:909-673-9900)  
[\[ Details \]](#)

**Paso Robles Service Center**

1650 Ramada Drive, Suite 160  
 Paso Robles, CA 93446  
[service@southcoastfire.net](mailto:service@southcoastfire.net)  
 Phone: [909-930-2278](tel:909-930-2278)

**Ontario Service Center**

2020 S. Baker Avenue  
 Ontario, CA 91761  
[info@southcoastfire.net](mailto:info@southcoastfire.net)  
 Phone: [909-673-9900](tel:909-673-9900)

**Vista Service Center**

2490 South Santa Fe Ave, STE A  
 Vista, CA 92804  
[service@southcoastfire.net](mailto:service@southcoastfire.net)  
 Phone: [909-930-2278](tel:909-930-2278)

Respectfully,

*Marc Faluotico*

Marc Faluotico

Vice President – Regional Sales



August 22, 2025

Dean Guccione  
Director of Service Operations  
2020 S. Baker Ave.  
Ontario, CA. 91761  
(909) 635-8992  
[dguccione@renewellfs.com](mailto:dguccione@renewellfs.com)

Johanna Bonaparte, MPA  
Huntington Beach Fire Department  
17371 Gothard Ave.  
Huntington Beach, CA. 92647

Subject: ReNewell Fleet Service as Sole Source for Pierce Warranty, Parts, and Service

Dear Johanna,

Please be advised that ReNewell Fleet has been assigned as the sole source provider for Pierce warranty, parts, and service. ReNewell is a subsidiary of South Coast Fire Equipment, which is the sales dealer for Pierce fire apparatus.

Also, attached is the sole source letter from Pierce stating that South Coast Fire is the southern California Pierce sales dealer, and that ReNewell is the southern California Pierce service, warranty, and parts dealer.

Please let me know if you have any questions or need any additional information.

Respectfully,

Dean Guccione  
Director of Service Operations  
ReNewell Fleet Service

A Subsidiary of



## COST ANALYSIS

### Huntington Beach Fire Department Repairs & Services Fee Schedule

<b>RENEWELL FLEET SERVICES, LLC</b>	
Description	Cost
Labor Hourly Rate	\$195.00
Overtime Rate	\$295.00
Apparatus Pick Up and Delivery	\$250.00 per unit round trip
Fuel surcharge (round trip)	\$0.00
Mileage (mobile service)	\$1.00 per mile
Road call fee (mobile service)	Travel time @ \$140.00 per hour + mileage
Body Shop Hourly Rate	\$195.00
Fabrication Hourly Rate	\$195.00
Paint Hourly Rate	\$195.00
BIT/DOT inspections	1 hour @ \$195.00
Subcontractor Repairs	30% mark-up
<b>Fire Apparatus Service and Repair</b>	
Minor Service Labor for Pumper	4 hours @ \$195.00 = \$780.00 + parts
Moderate Pumper/Aerial/Rescue/Tanker Services	6 hours @ \$195.00 = \$1170.00 + parts
Minor Aerial Services	\$195.00 per hour + parts (usually 4-6hrs)
Major Pumper/Rescue/Tanker Services	8 hours @ \$195.00 = \$1560.00 + parts
Major Aerial Services	100 hour ladder service - 15 hours @ \$195.00 = 2925.00 400 hour ladder service – 30 hours @ \$195.00 = \$5850.00
<b>Parts – Includes all parts and fluids</b>	<b>Manufacturer's Suggested Retail Price (MSRP) 0% Discount</b>
Shop Supplies	8% of labor with a cap of \$500.00
Annual Fire Pump Testing Certification	\$850.00
Other Services	Overnight/Weekend/Holiday Rate = \$390.00 per hour + \$250.00 per hour portal to portal
Fontana Radiator, Inc. (Sublet)	Labor Rate = \$150.00 per hour + 30% mark-up
Western States Converter and Transmission (Sublet)	Labor Rate = \$150.00 per hour + 30% mark-up
UL Solutions, LLC (Sublet)	\$2575.00 annual aerial ladder testing + 30% mark-up