



# Fire Apparatus Group Purchasing

THROUGH THE FIRE CHIEFS ASSOCIATION OF MASSACHUSETTS (FCAM)



Available to communities nationwide via FCAM membership

**A**cquiring fire apparatus holds special challenges. The expense, the delays, the intricacies of procurement, and above all, the imperative to safeguard mission and personnel — it all adds up to a complex, expensive, and time-consuming process.

This is where an innovative group purchasing program managed by the Metropolitan Area Planning Council (MAPC) for FCAM comes to the rescue.

**Through the FCAM “shop and buy” program, communities choose the apparatus and manufacturer** — MAPC has already negotiated pricing. Fleet managers save tens of thousands of dollars, and have peace of mind that their procurement has been conducted in compliance with relevant law.

**GET STARTED** The FCAM program is a convenient, cost-effective way to purchase a range of apparatus from multiple vendors at competitive prices.

- NFPA-compliant pumper engines, aerial equipment (including platforms, ladder trucks)
- Industry-compliant ambulances
- Other equipment

## LET MAPC HANDLE THE PROCUREMENT

MAPC is the regional planning agency for Greater Boston, and the purchasing agent for FCAM. MAPC is rightly known for its expertise in procurement and its responsiveness to the needs of FCAM members.

## COST IS EXCEEDED BY SAVINGS

The 1.5% transaction fee is built into the vendor pricing and is payable by the vendor. The fee is capped at \$6,000 per apparatus — an amount usually far exceeded by the savings. Further, if the FCAM program as a whole exceeds a certain sales volume in a given fiscal year, rebates are given to all purchasers during that year. Last year, checks were issued to every department that purchased apparatus, and this year is looking even better.



*“There is no shortage of places to invest the money saved — including additional equipment, such as hoses and tools, to outfit the truck.”*

Thomas Collins, Fleet Manager,  
Natick, Massachusetts



**TO SEE HOW YOUR MUNICIPALITY CAN BENEFIT FROM THE FCAM PROGRAM, CONTACT:**

**Heidi Anderson**

Municipal Procurement Services Manager

617.933.0764

handerson@MAPC.org

[www.mapc.org/collective-procurement#fcam](http://www.mapc.org/collective-procurement#fcam)

# MAPC

## Your Planning Agency

THE FCAM PURCHASING PROGRAM IS ONLY ONE OF MANY WAYS THAT MAPC, THE REGIONAL PLANNING AGENCY FOR THE 101 CITIES AND TOWNS OF GREATER BOSTON, CAN ASSIST YOUR MUNICIPALITY.



### MAPC helps you procure — and save on — a full range of apparatus, equipment, and services.

- Public Works: Apparatus and services.
- Public Safety: NFPA-compliant pumper engines & aerial equipment (including platforms & ladder trucks), industry-compliant ambulances, police vehicles, personal gear, and other equipment.
- Clean Energy: Local energy planning, LED streetlight retrofits, community choice aggregation, solar development, anaerobic digestion.
- Transportation: Smart parking meters, bike racks, bike sharing systems (Hubway).

### MAPC helps you plan.

- Our full range of integrated planning services promotes increased housing and transportation options; the enhancement of health, prosperity, equity, safety; and the stewardship of natural resources.
- We help preserve local flavor.
- As a public agency, our services are intentionally kept affordable. And we're often able to leverage outside funds to defray your costs or supplement your project.
- Massachusetts law allows municipalities to contract with MAPC directly and simply.

### MAPC provides you with data, analysis, and opportunities to collaborate and learn.

- Data, maps, analyses, and decision-support tools. [metrobandatacommon.org](http://metrobandatacommon.org)
- Planning toolkits: web-based guides that help municipalities face complex challenges. [mapc.org/resources](http://mapc.org/resources)
- Subregional Committees: Information-sharing and collaboration. [mapc.org/subregions](http://mapc.org/subregions)
- Conferences and reports [mapc.org](http://mapc.org)

TO SEE HOW YOUR MUNICIPALITY CAN BENEFIT FROM THE FCAM PROGRAM OR ANY OTHER MAPC SERVICE, CONTACT:



[www.MAPC.org](http://www.MAPC.org)



Heidi Anderson, Municipal Procurement Services Manager  
617.933.0764 [handerson@MAPC.org](mailto:handerson@MAPC.org)  
[www.mapc.org/collective-procurement#fcam](http://www.mapc.org/collective-procurement#fcam)

60 Temple Place Boston, MA 02111

617.933.0700