

**Michael Farrell**

**From:** loot61@aol.com  
**Sent:** Friday, January 22, 2010 12:29 PM  
**To:** Phil Trapini - Personal Email; Phil Trapani; Evan O'Rielly - Personal Email; Steve Smith - Personal Email; davsurface@aol.com; Michael Farrell; Evan O'Reilly; David Surface; Stephen Smith; Al Beardsley  
**Cc:** Chuck Savage; csavage@amada.com; jeffmanning1@verizon.net; PMEDIC911@aol.com  
**Subject:** Re: Central Fire Company

Gentlemen,  
I hope that everyone is enjoying this break in the wintery weather.

I have chosen to write this email as a reply of sorts to Mr Trapani so that you can all see first-hand what he was presented with earlier in the week. I spoke with Town Administrator Farrell directly by phone, and covered most of these points and more in our conversation on Tuesday. Also copied on this email is the rest of the E-Board of the Central Fire Company.

It seems that there is a great deal of misinformation 'out there', and unfortunately perception is reality. The fact of the matter is that the reality couldn't be much further from the truth than what the perception is.

I'm writing this in an attempt to inform and educate you all as to what the Central Fire Company is trying to accomplish.

First and foremost, to anyone who feels that they have been slighted by this, please accept my apologies. The intent was not to blindside anyone, or be underhanded in any way or try to back-door anyone at all. For those that might not know what I'm apologizing for, consider this an explanation.

Over the course of the years, there has always been much discussion of starting up a Georgetown Fire Department run ambulance service. All that one needs to do is look at the equipment that Byfield has been able to purchase over the years, station included, and know that a large percentage of that is coming from billable revenue from our town. The often asked, and rarely answered question has always been "why not us?".

Each person who interviewed for the Fire Chief's job stated that their intention was to get a Fire based EMS system into Georgetown, the majority of the last few 'five-year plans' from each Chief has also stated this. Chief Beardsley has stated that it is to be a big part of his plans for the Town of Georgetown Fire Department.

In the years since the transition from Board of Engineers to Strong Chief has been discussed, the Central Fire Company has been trying to come up with ways to leave a lasting impression, our legacy for the Town and the Department. Well, more often than not, the discussion has turned to purchasing and providing for the Town an ambulance or ambulances.

As I state below, I sat two weeks ago in a Dept Head meeting with the Chief. Town Administrator Farrell, in that meeting, encouraged everyone to look into their fee schedules and to take long hard looks at revamping them to find ways to increase revenues coming into the Town, due to the bleak financial front on the State and Federal level. What I took from this meeting validated the endeavor which we were already pursuing.

There are a number of Central Fire Company members who have worked on this project for well over twelve months, each with his own portion. We, and when I say we I mean the Central Fire Company, continued our search efforts for ambulance vehicles, and came across a pair. A month or two ago, we waited and lost a very nice pair from a dealer in Texas. In discussion with this dealer in New Jersey over a pair of 2003's that come from a fire department in Florida, one was sold *while we were on the phone asking about it*. This dealer in then offered us a 2003 and a 2004, both from the same FD, for a comparable price. This literally became an offer we couldn't refuse, here was a pair of twin trucks, at low cost and relatively low mileage from Florida (having never seen sand/salt).

This was a decision to outlay over \$65,000 from the coffers of the Central Fire Company to do this project, and do it right. The perception that we are being premature and "putting the cart before the horse" by purchasing the ambulances before the plan is solidified is just not so. The plans are solidified, they are just not yet in a distributable form in black and white. This is due in part to the fact that the person working on this portion is

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VERY busy in his work which has him traveling and all the while trying to be a husband and a father.

The reason for trying to be as silent about this project as possible was to allow the planning stage to catch up. With the trucks, it became about quality and not wanting to have to settle for what we might have found down the road.

We did not want to find ourselves doing exactly what we are doing now, and spending time doing damage control and rumor control when we have work to do. Time is something that for each and every one of us, is at a premium.

We are not trying to force an ambulance service upon the Town. Our plan all along has been to present the Town with the complete package and let things progress from there. The vast majority of the costs are being shouldered by the Central Fire Company, with the only ones benefiting from it are the Town and the citizens that we serve.

What could be better at three in the morning, instead of having to wait for an ambulance to arrive from another community while the Fire Department administers aid to you, than to have that same Fire Department, **YOUR** Fire Department, arrive in a timely fashion to provide you not only with that same aid, but package and transport you all in the time that normally would have been spent waiting for a transporting service to arrive.

Operating our own ambulance would allow us complete control over the policies and procedures, something that we have not had in the past. It would also allow us to have complete control over QA & QI and insure that the citizens of our community are being provided the very best possible care that we can give, and that they deserve.

The benefits to the Town are immeasurable. Prompt, efficient, quality EMS delivery by a fire department run ambulance that is staffed with your friends and neighbors. When there is that personal touch involved, it becomes more than just a job.

Conservatively, there is over \$80,000 of potential, billable returns to be had. This potential, along with the donation of the equipment and start-up costs, put into the proper enterprise account, would allow the ambulance to run in the black in a short amount of time. Equipment, education, re certification and staffing would be taken from that account to make the ambulance self-sufficient.

This is strictly a Central Fire Company undertaking at this stage. If the Town is not interested in accepting this donation, then the long-and-short of it is that the Central Fire Company has two Fords for sale. No harm, no foul.

I hope that I have alleviated your fears about what you may or may not have been hearing about this.

I ask that if any of you have **ANY** questions, comments, concerns, inquiries or anything, please come to **me**. Ask **me**. There will be plenty of answers to be obtained elsewhere, but for business relating to the Central Fire Company and this project, I can give you a straight answer.

Thank you, I hope to hear from you all soon.

Rusty...

Rusty Ricker  
President, Central Fire Company Inc  
978-360-4765

-----Original Message-----

From: loot61@aol.com  
To: ptrapani@microsoft.com; ptrapani@georgetownma.gov  
Sent: Mon, Jan 18, 2010 10:53 pm  
Subject: Central Fire Company

Phil,

I hope this email finds you well.

I'm writing to let you know that we, the Central Fire Company, have something big in the works. Very big.

Since the contract talks all began, we have been searching for a way to secure our legacy with the Town. Not

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that our years of dedicated service and unwavering support aren't enough of a legacy, but we wanted something a little more tangible. There have been many ideas knocked around, and a few of us thought we had it all figured out.

After attending last week's Department head meeting with the Chief, and hearing first-hand from Mike Farrell the budget season woes and plea's for increased revenue generation across the board; my, and our, efforts were kicked into high gear. It gave us a certain purpose if you will.

Well, having said all that, here is what I wrote to tell you.

We, the Central Fire Company, have purchased two ambulances. We intend on handing the Fire Department, and the Town, a turn-key ambulance service. We feel that we have budgeted enough to cover this from our own accounts. The only start-up costs that the Town will need to take on will be minimal, those being costs associated with vehicle registration and the like.

This is not yet ready for a formal announcement, the Chief is aware of our efforts and I'll be emailing or speaking with Mike Farrell in the morning. At this time, this is strictly a Company undertaking.

As Chairman of the BoS, we felt that it was only appropriate to let you know what we were up to, and I ask that you hold off sharing with the rest of the Board until we're a little further along in the process.

If you have any questions, comments, concerns etc, please don't hesitate to contact me.

Thanks, I have a feeling I'll be hearing from you soon.

Rusty...  
978-360-4765

Rusty Ricker  
President, Central Fire Company Inc  
Georgetown Fire Department  
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