

City of Rochester Hills, MI		
Emergency Extrication Equipment	First Due Fire Supply Co.	Apollo Fire Equipment Company
RFP-RH-16-027	207 E. Kipp Rd. Suite A	12584 Lakeshore Dr.
	Mason, MI 48854	Romeo, MI 48065
Type of organization:	Corporation	
Firm established:	2007	1969
How many customers does your company currently serve with the type of equipment described?	118 Fire Departments	Approximately 75+ Fire Departments
Provide a list of client references.	Joey Therington, Fire Chief Dearborn 313-943-2869 Mark Howe, Asst. Fire Chief Mason 517-388-2575 James Tow, Chief Onondaga 517-719-6582	Attached list with names and numbers of 32 departments
The number of continuous years of service of your longest customer that is using the proposed equipment. Include name & contact information for the referenced customer.	Grand Traverse Metro, Chief Pat Parker pparker@gtmetrofire.org	Shelby Twp. Fire Dept. Chief Jim Swinkowski, 586-731-3476 servicing for 7 years
How many employees does your company employ?	5 Full-time and 10 Part-time	16 Full-time employees and 2 Part-time employees
How many years experience does your company have in providing the proposed equipment? Provide details of your experience.	9 years.	25 years experience as a Hurst rescue tool dealer. Have been in business for nearly 50 years. Full service providing sales, demos, training, service and preventative maintenance.
What are the qualifications of your staff assigned to this project (trainers and support personnel)?	Daniel Hamel-President also certified Holmatro Tech Brent Bartley-Full-time Holmatro Repair Tech Ellaine Gallardo-Holmatro repair, service, and demo scheduling Also have 2 other part time techs and trainers.	Scot McLeod is a State certified fire instructor and extrication specialist. He has 22 years experience in Fire/EMS and 23 years experience in jaws of life service and extrication training. Dennis Scribner is the lead Hurst service technician with approximately 15 years experience. He has a mobile service truck dedicated to rescue tool repair.
Provide the manufacturers listing of equipment the proposed equipment is capable of integrating with.	Battery tools may be converted to core hydraulic.	Each tool is self contained. Technically, it could integrate with all brands of tool. The advantage for being a Hurst user already is that you can still retain one point of contact for service and training instead of dealing with multiple vendors for support.
Does the proposed equipment meet current NFPA 1936 2015 standards? If no, please provide explanation.	Yes, Halmatro meets all standards	Yes
Is the proposed equipment third part listed (such as UL)? If no, please provide explanation.	Yes	Yes, they are tested by UL or TUV
Describe the warranty program for each piece of equipment being recommended. If written, please enclose a copy of the warranty with the proposal.	See copy of warranty. Note: Copy of Warranty was not included with the proposal as indicated by the vendor's response.	Lifetime warranty (10 years from manufacture date). Please read complete warranty information on tools.
Cutter Manufacturer and Model Number:	Holmatro GCU 5050 EVO	Hurst S700E2
Specify Cutting Force	317,430 lbs	A8, B9, C8, D9, E9
Specify Cutter Opening	7.2"	7.6"
Specify Length	34.9"	36.2"
Specify Width	10.9"	11.7"
Specify Height	7.7"	10.3"
Specify Weight	47.6 lbs	49.4 lbs.
Describe Handle	Deadman	4 Sided "D" handle w/star-grip controller

City of Rochester Hills, MI		
Emergency Extrication Equipment	First Due Fire Supply Co.	Apollo Fire Equipment Company
RFP-RH-16-027	207 E. Kipp Rd. Suite A	12584 Lakeshore Dr.
	Mason, MI 48854	Romeo, MI 48065
Is the proposed cutter capable of cutting "boron steel"	Yes	Yes
Describe the cutters physical & operating attributes:	Lightweight, easy operator, lighted handle, slim design	The blade geometry aggressively pulls the material towards the pivot point of the blade where it is the strongest and the most durable. The cutter also makes a higher percentage of its maximum cutting force near full open position to better perform on the new exotic alloys which do not crush and reduce but must be fractured.
Spreader Manufacturer and Model Number:	Holmatro - GSP 5250 EVO	Hurst SP555E2
Max. Pulling Force:	15,062 lbf	10,341 lbs
Max. Spreading Force:	21,806 lbf	16,186 lbs
Min. Pulling Force:	6,969 lbf	6,295 lbs.
Min. Spreading Force:	10,341 lbf	11,016 lbs
Weight:	48.7 lbs	44.1 lbs
Is proposed cutter capable of spreading "Boron Steel"?	Yes	Yes
Type of Handle:	Deadman	3 Sided "D" handle with star grip controller
Describe the spreader's physical & operating attributes:	Lightweight, easy to operate, lighted handle	New "shark tooth" jaw tip provides unmatched gripping ability and performance integrated crush pads on inside of spreader arms for crushing. Arm angle at full open (28.7) is at a much safer, more useable angle than many competitors.
Ram Manufacturer and Model Number:	Holmatro GRA 4331 EVO	Hurst R421E2
Pushing Force:	36,194 lbf	28,600 lbs
Weight:	44.3 lbs	41.9 lbs
Length Extended:	41 inches	53"
Length Retracted:	27.2 can be less with different tip	23.5"
Type of Handle:	Deadman	Suitcase handle w/star grip controller
Describe the ram's physical & operating attributes:	Easy operation twist handle	Only two stage telescoping batter powered ram available to their knowledge. It offers the most stroke of an ram in its class without the need of extensions. It also uses a 4-point hardened claw at each end for superior gripping ability. The Ram body can also be pivoted around even while under load.
Combination Tool Manufacturer and Model Number:	Holmatro GCT 4150 EVO	Hurst SC757E2
Max. Pulling Force:	17,085 lbf	14,800 lbs
Min. Pulling Force:	47,435 lbf	10,800 lbs
Max. Spreading Force:	7,868 lbf	11,000 lbs
Min. Spreading Force:	44.3	8,770 lbs
Weight:	14.2	52.9 lbs
Spreading Distance:	85,427 lbf	17.7"
Cutting Force:	85,427 lbs	A8,B9,C8,D9,E9
Dimensions:	35.4x10.8x8.1	40.7 L x 11.6 W x 11.2 H
Type of Handle:	Twist grip	4 sided "D" handle w/star grip controller
Describe the combination tool's physical & operating attributes:	lightweight, quick, lighted handle	Strongest combination tool on the market. Shark tooth jaw tip provides unmatched gripping ability. Tips also quickly detach in seconds to allow cutting to the tip of blade. Pins are captured and cannot be lost or dropped.

City of Rochester Hills, MI		
Emergency Extrication Equipment	First Due Fire Supply Co.	Apollo Fire Equipment Company
RFP-RH-16-027	207 E. Kipp Rd. Suite A	12584 Lakeshore Dr.
	Mason, MI 48854	Romeo, MI 48065
AC/DC Converter Pack Manufacturer and Model Number:	Holmatro BMC 2	Hurst 272085412
Dimensions:	5.6" x 2.4" x 4.4"	4" x 8" x 3" Plus cords
Power Source:	15A-125V-26' of cable	110 Volts AC (880 watts max.)
Weight:	8.8 lbs - battery converter, cable, etc	Approx. 4 lbs including cords and converter box (does not add weight to tool)
Describe the Electric Power Units physical & operating attributes:	For use in prolonged scenarios when you have exhausted all battery life.	Allows tools to be run in a "corded" mode where the adapter snaps in as a batter pack would but is plugged into a 110 volt source (generator, cord, reel, wall plug, etc.)
Training:	Training will be provided to all shifts. One hour classroom and three hours hands on cutting. Training included for delivery and getting service. Suggest yearly training by department of First Due.	Typically 3-4 hours per session of both classroom and hands on at a location agreeable and convenient for the department. Basic operation as well as care and maintenance of the equipment is covered first, then they go into new vehicle technology updates. Followed by hands-on sessions. On going
Product Support:	Ellaine Gallardo-HQ First Due 517-969-3065. In charge of all Holmatro warranty and service. Brent Bartley, Mike Stock, Blake Holt are all Service Tech. Daniel Hamel, President. Numbers are all same as Ellaine Gallardo.	Repairs and maintenance are typically performed at fire station. In the event something would need to be shipped to the factory, a loaner tool would be provided. Response times would rarely, if ever, be greater than 24 hours. Main Hurst Service Tech is Dennis Scribner, 586-243-1208. Hurts Sales/Training/Service is Scot McLeod, 586-924-4052.
Timeframe for repairs and/or service. Will temporary units be supplied and is there a charge?	24 hour repair or replacement tool	Typically 24 hours or less. No charge for loaner tools when/if needed.
Is service on-site or will units need to be shipped back to the manufacturer for service?	Units will be serviced at City Fire departments	Service and maintenance are usually performed on site. Rare instances could require something to be shipped back to the factory in Shelby, North Carolina.
Hours of operation for contacting service personnel:	24 hours a day, 7 days a week	7:00 am - 10:00 pm
Length of time for this support:	Life of Tools	Lifetime
Contact for service/repair or warranty issues:	Ellaine Gallardo-517-965-3065 or 517-512-9040	Scot McLeod 586-924-4052
Response time within 24 hours of equipment failure?	Yes, they can respond 24/7	Yes, 99% of the time. There is always the potential they can't get there in 24 hours, but it would be rare. They have a long established track record of excellent service.
Cost Proposal:	Unit Cost / Extended Cost	Unit Cost / Extended Cost
Cutter (6)	\$8,718.98 each = \$52,313.88	\$8,725.00 each = \$52,350
Spreader (6)	\$9,107.77 each = \$54,646.62	\$9,750.00 each = \$58,500
Ram (6)	\$7,323.63 each = \$43,941.78	\$6,800.00 each = \$40,800
Combination Tool (1)	\$7,723.63 each = \$7,723.63	\$9,975 each = \$9,975.00
AC/DC Converter Pack (7)	\$660.35 each = \$4,622.45	\$550.00 each = \$3,850.00
Mounts for Tools (16)	\$4,356.89 (did not give unit price) The lump sum price provided is for 16 mounts. The City would like to purchase 19 mounts (this is an increase in quantity) estimated revised cost is \$5,173.89	\$250.00 each = \$4,000.00 (16) \$250.00 each = \$4,750.00 (19)
Itemize the cost for any other components or accessories needed:		N/A
Total New Equipment Cost (w/19 mounts):	\$168,422.25	\$170,225.00

City of Rochester Hills, MI		
Emergency Extrication Equipment	First Due Fire Supply Co.	Apollo Fire Equipment Company
RFP-RH-16-027	207 E. Kipp Rd. Suite A	12584 Lakeshore Dr.
	Mason, MI 48854	Romeo, MI 48065
Trade-in of Existing Equipment:	Description / Quantity / Total Credit	Description / Quantity / Total Credit
	For all trade in equipment.	3 ML-ISV Power Unit \$1,200.00 1 JL4GH-SV Power Unit \$ 400.00 4 ML-16S Maverick Combo Tool \$1,600.00 2 JL 30 B Ram \$ 300.00 Misc. hoses \$ 150.00
Total Trade-in Credit for Used Equipment:	\$5,000.00	\$3,650.00
Total Equipment Purchase Cost Less Trade-In:	\$163,422.25	\$166,575.00
Is any of the trade-in equipment capable of being reused with the proposed system?	No	Any of the above equipment can be used with current or proposed equipment.
Can your company provide annual maintenance service? If yes, what is the hourly rate?	Yes. \$85 per hour	Yes. \$78 per hour
Indicate the type of discount used to compute the prices for parts:	Parts are at list price	10% off MSRP
Specifications/literature for proposed devices included?	Yes	Yes
Delivery (FOB Destination) days to delivery from receipt of order:	60-90 days	30-60 days
Initialed to acknowledge that delivery is to be FOB-no additional delivery charges?	None	Initialed
Are you using a company vehicle to deliver if awarded?	Yes	No
If yes, can you meet the City's insurance requirements?	Yes	N/A
Does your company accept MasterCard for payment?	Yes	Yes
If yes, state any fees applicable?		
Desired payment method:	ACH or Credit Card	ACH