

REQUEST FOR PROPOSALS FOR FIRE APPARATUS EXHAUST EXTRACTION SYSTEMS

PROPOSALS TABULATION

NAME	Clean Air Concepts	Nederman	Temperature Services, Inc.	Hastings Air-Energy Control
ADDRESS	Cincinnati, Ohio	Westland, MI	Livonia, MI	New Berlin, WI
Years in Business	25 years	27 years	23 years	38 years
Years providing exhaust extraction systems	15 years	27 years	TS-5 yrs/Exhaustomatic - 15 yrs	18 years
Last 10 contracts for exhaust extraction systems	Louisville KY Fire-22 stations Tuscumbia Fire, AL Haines City FD, FL NASA USAF Fire Serv, FL Anchorage Fire, Alaska Kodiak Fire, Alaska Derby Fire, KS Cocke County Fire, TN Lakeland Twp Fire, Coldwater MI Berlin Charter Fire, Newport MI	Clyde Twp Grosse Pte Farms Grosse Pte Park London-Maybee-Raisinville Groveland Bridgeport Macomb Twp Mayville Coloma-Hagar Grosse Pte Woods	Holland FD Kentwood FD Birmingham FD Eastpointe FD Plainfield FD Coldwater FD Rockwood FD Meridian Twp FD Grand Rapids FD Lansing Twp FD	Oakland Twp FD Oxford FD Royal Oak FD Shelby Twp FD Birmingham FD Lansing FD Clinton Twp FD Farmington Hills FD Troy FD Novi FD
Number of employees	17 full time/1 part time	27 full time/1 part time	20 full time	25 full time
Description of Project & services	Equipment List Provided W/ engines running hotter need sealed nozzle attachment & cooler air to enter tailpipe, 5" hose to reduce resistance of air stream, backward incline fan, fewest parts to make nozzle release, automatic start/stop system drop which is driver friendly and not speed sensitive	Place in complete working operation extraction system to eliminate haz gaseous and particulate contamination fr operating vehicles in bays-100% complete evacuation of diesel fumes. Attach to undercarriage vehicle tail pipes; no excess hanging hose loops other than singular vertical hose drop for adoptation to tail pipe. Hose assemblies do not touch floor.	Equipment List Provided Install all veh exhaust removal equipmt in all stats; install all exhaust fans & control panels & electrical; install all exhaust hoses, train all personnel, make tailpipe modifications, service warranty issues	Equipment List Provide
Work Plan for Services	Order materials, proj mgr coordinate install date, pre-install mtg if necess. Once started stay dedicated, will not pull off project; when leave project will be totally installed and complete. Specific personnel at stations will be trained; sign-off sheet, follow-up.	Installation is team effort. Careful involvement of factory personnel, their rep, eng personnel & city must be coordinated in every detail (Nederman & Clean Air Systems) Step by step installation provided.	Schedule to be determined at post bid meeting	Equipment installed turn-key Mechanical/electrical /start-up/ training Removal of existing ventilation system

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Recommendations	Communication is key. Pre-con communication and mtgs/questions on either side addressed. Need a "go to person" in dept able to get things done & special special additional training for service knowledge.	Nederman Magna Series is the most "successful completion" a city can have. Intended for long and trouble-free equipment life.	Proposing the same system that is in operation at fire station #5	Spec Opts available above & beyond written quotation 1-EPA Filter System 2-Secondard smoke removal apparatus bay area 3-Extended bumper to bumper warranty parts and labor
List of Materials	List provided including quantities	Most components provided in list	List provided including quantities	Specifics on written quotation
Timeframe	90 - 120 days	Begin as early as 2 wks after award; Completion 45 days	Delivery 4 weeks after award; Completion 4 mos after award	After order receipt 4-6 weeks Each stat 1-wk to install complete
Staff Qualifications	45 years combined experience in managing and installed exhaust systems: Paul Miller-Install Mgr, David Rossman - Proj Eng, Kay Bogle - Inside Coordinator (Liaison)	Asst Proj Mgr w/ Nederman since 1994-Master's in Eng; Regional Mgr w/ Nederman since 2006-BA in Exercise Physiology	Exhaustomatic installing system; Temperature Services providing electrical and demo of existing equipment	Mach installers-factory trained by PlymoVent; Over 278 stations installed in Michigan
Exhaust System Manufacturer	MagneGrip Vehicle Exhaust System and HazVent Pneumatic Exhaust System. Recommending MagneGrip Installing exhaust systems for 16 yrs and MagneGrip for 11 yrs. Exclusive distributor of AirHawk Air Purification System	Manufactuer of Magna Series- has been installed since 1992	Exhaustomatic - 5 yrs	PlymoVent "emergency" Vehicle Exhaust Extraction Systems Hastings is largest PlymoVent Dealer in US covering: MI, IL, WI, Northern Indiana and Eastern Iowa

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Manufacturer's Product Meets City's Needs	Simple, easy to use and virtually maintenance free. Service performed in-house because fewest amt of operating parts; long term operation at lowest cost; lowest expense product, thorough maint and oper training will reduce down time and maint cost. If issue handle over phone most of time; advanced support from Toledo or Cincinnati 24-48 hrs.	Electromagnet - fastest exit speed, vehicle body as the workhorse not the tailpipe/muffler assembly, space saving, ambient air induced, safety release, one step attachment, sleek design, single hose drop, fan activates automatically, door to door coverage, no valves, clamps, wires, air lines or air compressors, 6" diameter hose, 8" nozzle, reliable, durable product	Exhaustomatic system is operating at Station #5. By installing Exhaustomatic in other 4 stations would give city one manuf and make ordering parts, material and warranty work much easier and saves money in the long run	Quality, performance, proven system installed in over 800 stations in our region, flexibility for vehicles to rotate to various bays & stations; service after sale-only manuf w/ service organization est in MI, low cost repair parts
Certified to install manuf's exhaust system	Yes. 11 years. 98% of their exhaust systems have been w/ govt agencies	Certified and installed 10+ years	Manufacturer will be doing install	yes, 20 yrs
Subcontractors	In-house people from manufacturer Local electrician, perferably City's choice for electrical fan hook up	Yes, Clean Air Systems.	Yes, DO Electric for electrical installation	Mercury Mechanical-install ductwork & system equipmt; C&J Elctrical - power wiring fan & controller; R&R Fire Truck Repair-Tailpipe mods
Warranty	Company is both manufacturer and installer. Lifetime guarantee for some parts, 5 yrs for others and 3 yrs for the balance of equipment	2 yrs on equipment; 1 yr all else No labor and freight included in warranty	2 yrs on exhaust equipment and five years on fan and panel	2 yrs parts and labor
Necessary Preparations	Co to quote project, take inventory of their materials. Most material in stock. They will order fan and control panel for City's custom needs for electrical purposes and coordinate with their personnel and City	Removal of existing system - part of turnkey package	NA	None

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Routine Maintenance	Routine maintenance is minimal, more inspection than performance. Check tailpipe nozzle periodically for debris and brush off; inspect hoses and balancer and adjust as needed. Hoses are rated at 400 degrees constant and 500 degrees intermittent. Since system brings in cool air system will withstand higher temps generated by apparatus than a pneumatic sys.	Ck fan daily, Inspect nozzle for proper contact to tail pipe monthly; Inspect anchor plate monthly; Examine disconnection pt monthly; examine clearance of nozzle to floor for balancer adjustment, bi-annual inspect bumper end stops, bi-annual inspect of flexible hose for wear pts, annual inspection of fan assembly; annual inspection of structural members	Occasional adjustment of hose saddles is all that is necessary	None; air compressor needs to be checked monthly-drained
Physical Attributes of system	Very clean looking, red, white & blue. No clutter attached. No air lines, switches or valves to clutter the appearance of system.	Source capture system w/ straight hose drop; quickest release & reattach in industry, no compressors, simple w/ low maint, no yrly maint agrmt needed	NA	High temp hose rated 500 degrees; Break-away feature-re-usable coupling. Small diameter hose - 4" diameter
Contract provided	Yes		No	No
Ability to meet insurance requirements	Yes	Yes	Yes	Yes
Provided manufacturer's information	Yes	Yes		Yes
Provided manufacturer's literature	Yes	Yes		Yes
	Provided alternative proposal for AirHawk.			
Operating Temperature		500 degrees		Hose 500 degrees/high RPM's/15 min
Period of Time		Continuous		Hose 400 degrees/cont running veh.

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NAME ADDRESS	Clean Air Concepts Cincinnati, Ohio	Nederman Westland, MI	Temperature Services, Inc. Livonia, MI	Hastings Air-Energy Control New Berlin, WI
COST PROPOSAL				
Fire Station #1				
Materials	\$32,287	\$29,079	\$31,500	\$25,801
Installation	\$19,180	\$14,400	\$26,200	\$16,860
Removal of Old System	0	\$900	\$2,000	\$1,450
Lump Sum for Fire Station #1	\$51,467	\$44,379	\$59,700	\$44,111
Fire Station #2				
Materials	\$16,197	\$21,158	\$33,700	\$17,206
Installation	\$13,150	\$12,100	\$23,275	\$13,340
Removal of Old System	\$0	\$900	\$3,200	\$1,450
Lump Sum for Fire Station #2	\$29,347	\$34,058	\$60,175	\$31,996
Fire Station #3				
Materials	\$14,607	\$25,287	\$24,000	\$21,213
Installation	\$10,849	\$12,500	\$22,450	\$13,070
Removal of Old System	\$0	\$900	\$1,800	\$1,450
Lump Sum for Fire Station #3	\$25,456	\$38,687	\$48,250	\$35,733
Fire Station #4				
Materials	\$11,751	\$20,252	\$20,000	\$19,510
Installation	\$8,925	\$11,497	\$22,000	\$10,835
Removal of Old System	\$0	\$900	\$1,500	\$1,450
Lump Sum for Fire Station #4	\$20,676	\$32,649	\$43,500	\$31,795
Total Lump Sum for all 4 stations	\$126,946	\$149,773	\$211,625	\$143,635
Additional Drops		\$6900/unit installed turnkey to existing system		*Add Drops: \$4600/un except St 5
Exceptions	Excludes any mods to bring service to code; excludes any booster, sub-panel or any add. Elect device to activate exhaust system	None Supplemental Cost Proposal Additional Drops \$6900/unit installed turnkey to existing system Operating Temperature: 500 degrees Period of Time: Continuous		Spec Req: opportunity to present product to committee