

REQUEST FOR PROPOSALS FOR SELF CONTAINED BREATHING APPARATUS
RFP-RH-07-016
PROPOSAL TABULATION

NAME	Dräger Safety, Inc.	West Shore Fire, Inc.	Douglas Safety Systems, LLC	Douglas Safety System, LLC
ADDRESS	Pittsburgh, PA	Allendale, MI	Sanford, MI	Sanford, MI
Years in Business	Over 100 years	26 years	13 years	13 years
Years providing SCBA	100 years	20 years	13 years	
Current clients similar services	Michigan 15+/Worldwide 1000's	Approximately 250	350 fire departments	350 fire departments
List of last 10-15 clients	Bay City FD Canton Twp FD Dearborn FD Dearborn Heights FD Centerline FD Grand Haven Twp FD Taylor FD Garden City FD Inkster FD Michigan State Police Bomb Squad Michigan National Guard 51st WMD CST	Harlin Twp FD (Eaton Rapids) Grass Lake Twp FD Napoleon Twp FD Leoni Twp FD Parma-Sandstone FD Harbor Springs FD Topinabee Twp FD Walker FD Michanan FD Cassopolis FD Grand Traverse Metro Fire Walled Lake FD	US Army, US Navy, US Marine Corp Ottawa FD Venezuela, South America Savannah FD Novi FD Saginaw FD Casper FD (WY) Cobb County FD (GA) Salem Oregon Fire Petroleos Brasileiros (Brazil) SK Oil Refinery (S Korea) Panama City FD Intel Philippines NPCC - United Arab Emirates Beijing FD Hynix ST. Semiconductor Ltd - China CNOOC China	Alpine Twp FD Battle Creek FD Home Twp VFD Newton Twp FD Southfield FD Troy FD Plymouth Community FD Toivola Vol Fire Dept Zeeland FD Los Angeles FD Birmingham FD Virginia BeachFD Hillsborough County FD Richmond FD
Full/Part Time Employees		15 full time/10 part time	400+ Avon/Douglas 8 reg reps/2 sales	200+ Survivair/Douglas 6 reg reps/2 sales
Description of SCBA	Facepiece, First stage reducer, Lung Demand Valve, Backplate and harness assembly, Cylinder and valve assembly, Chest mounted gauge, 1st stage mounted alarm whistle, Integrated personal alert safety system, Pull forward waist belt, Heads up display, Rapid intervention universal airline coupling, Comfort harness with lumbar support, Buddy breather/airline connection (optional)	Scott Air Pak 50 4500 2002 NFPA compliant w/ Ric Standard regulator w/ vibravert Optional CBRN regulator, dual EBSS Carbon Cylinders: 45 min or 60 min Optional integrated pass device Facepiece	Viking SCBA, DXL & Z-Seven Models NIOSH/NFPA 2007 Edition (9/1/07) ISI full facemask assembly AirswitchTM Regulator (2 opts available) End of Service Indicators Backframe and Harness	Totally re-designed SCBA meet NFPA 1981/2007 edition "Warrior" new design features

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Description of Services	Draeger Safety will provide initial fit testing with a porta	Delivery; set-up including battery installation & cylinder installation system check. Functional testing, complete operation training, warranty & service.	80 yrs prof quality & service ISI Regional sales mgrs qualified/training Toll free tech support line Viking donning & doffing video Continual product updates ISI product training classes On-line warranty registration ISI authorized service ctrs throughout US Total manuf/cust dedication & commitment Master distributor, Douglass Safety will provide on going local support w/ factory trained reg rep. ISI Trust Serv Ctr & training facility	
SCBA Physical Attributes	Technology based on field proven high performance pneumatic system; lifetime warranty; Panorama Nova mask if field proven for fit and comfort - most widely used around the world; reliable, easy to use and maintain, durable, ergonomic designed mechanical system w/ less stress on back & shoulders, light weight carbon composite one-piece back plate conforms to back shape, suspenders removes weight from shoulders; first stage reduce gives fail safe design for all breathing air needed, pressure indications inside mask & rapid intervention universal airline coupling for rescue of downed firefighter, opts & accessories, NFPA appr.	Dual valve pressure reducer w/ warning device fail safe pneumatics Pneumatically operated warning devices Lowest cost maintenance air pack on the market Longest warranty in air pack business	Breathes easy w/ less effort w/ design of airswitch & second stage regulator; streamlined to avoid potential entanglement Clam shell design protects functional features, feels comfortable, unhampered movement due to design and integration w/ firefighter's body, used easily and requires little focus on the donned apparatus	Manuf after 9/11/07, re-design articulated alum back frame w/ 3 backpack sizes for comfort & freedom of motion. Back frame is robust to offer Carabineer attachmts up to 1000 lbs of pull force in 3 different positions to aid in rescue scenarios
Manufacturers/Years Authorized	Draeger Safety. Distributor involves in pressure vessel testing in Clinton Twp and has been a distributor for over 15 years.	Scott Health & Safety - 20 years	Avon - ISI - 13 yrs Survivaire - 2 yrs	Fall, 2005 - Survivaire

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Why products will best meet City's needs	Most cost efficient unit on the market; lifetime limited warranty; no overalls on first stage reducer and very little spare parts equal cost of ownership over the years save money	Scott offers air pack for every FD application. Simple operation, easy to maintain, lowest cost to maintain, longest warranty in business, not the most expensive pack in the market	Easily serviced in field, fewest moving parts in industry equates to reliability, performance and lowest cost of ownership, facepiece unsurpassed in peripheral vision, manuf & distributor training, modular design in his maintenance	Affordable initial purchase investment and low cost of ownership. Complete re-design SCBA features, one of most clean and streamlined designs thus eliminating entanglement hazards
Certified to Repair	Regional Sales Manager - 10 yrs is certified to repair. Pressure Vessel is an authorized service center for Draeger Safety	Yes, for the life of the pack and beyond	Douglas Safety is an Avon-ISI Factory authorized trust service center - four in US	Douglas Safety is factory authorized repair and training center since acquiring Survivalair
Repair Work	See above	NA	For assistance beyond trained department personnel Facility Licensed Distributor, Sales Rep is local DSS, regional sales rep, AVON ISI customer care via 800 number Turnaround time runs 1 week unless electronic repairs, then sent to Avon-ISI Repair Facility - 2 weeks 2-3 days GA facility for 3 techs/1 rep factory	
Delivery Time	Depends on NFPA approval process. If approved by Sept 1st, delivery in 4 to 6 weeks	60-90 days	8-12 weeks	60 days after receiving required certification
Staff Qualifications as Instructors for Training	Regional Sales Manager with Draeger for 10 years w/ several yrs of operational training w/ the fire service	Sales staff trained by Scott Health & Safety	AVON-ISI staff qual: reg mgr/upper midwest 5+ yrs exp in SCBA, respiratory protection and fire equipment. 10 yrs firefighter.	Douglas Safety have concluded Survivalair's Gold Distributors Factory Sales Rep Training & local on-going training w/ Factory Rep.

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Full scope of training to be provided to City Staff	Initially is operational training - will work w/ staff until they are comfortable wearing and breathing. Second is a Level II class for three people of City's choice. Course for maintenance and repair.	Complete overview of pack and operational features; proper installation of supplied batteries; basic preventative maintenance procedures; operational check procedures; one-on-one operational training of air pack	Manuf & distributor training available throughout the yr to assist fire depts in up-to-date maintenance techniques & procedures. Training provided at factory at TRUST Serv Ctr and when arranged at customers service facility	In service training by Douglass Safety Systems - will train all shifts in proper donning/doffing of apparatus and care, cleaning, pre-use, post use inspections
Warranty	Lifetime on SCBA components-first stage and second stage reducers, back plate, harness, cylinder & valve (not consumables) 10 yrs-all elastomer parts; 3 yrs HUD	1 Year warranty on all electronics 8 Year warranty on the rest of the pack 15 Year warranty on pressure reducer assembly	15 yrs on components 1 Yr on electronics	Warrior SCBA - 12 yrs, first stage pressure reducer-lifetime, cylinder-15 yrs, PASS device-3 yrs, heads-up display-2 yrs, communication opts-1yr, Pathfinder-1-yr.
Routine Maintenance	Visual inspection after use; functional & leak test after use; flow test once a year, hydro cylinders every 5 years, Molykote demand valve connector open as required	Yearly flow/functional testing	Normal routine visual inspection for normal wear, normal decon of entire facepiece; Facepiece can be totally submerged as electronics are sealed, once a year Monthly periodic maintenance	Annual Flow Test Only
Continuous Maintenance/Service Contracts		Only maint reqd by Scott is annual full function test. If any repairs detected will be made. If pack passes function test will be put back in service immediately. Test can be performed at customer location	Two available maintenance programs: Silver Plan for depts w/ ISI cert techs at \$55 per SCBA Gold Plan - all testing and work provided at \$120 per SCBA	In-house maintenance and dynamic flow test of SCBA's at \$45/SCBA by Douglass Safety Systems
Copy of Contract	No	No	No	Not Required
Ability to Meet Insurance Requirements	Yes	Yes	Yes	Yes
Manufacturer's name, model, service manual	Yes	No	Yes	Not yet in production
Manufacturer's Literature	Yes	No	No	Not yet in production
Will Extend Contract to MITN	Yes	Yes	Extend to Auburn Hills, Rochester and Oakland Township ONLY	Extend to Auburn Hills, Rochester and Oakland Township ONLY

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COST PROPOSAL:				
2007 PRICING:				
SCBA				
Unit Pricing	\$4,338.90	\$3,968.01	\$4,500.00	\$3,400.00
Price for 50 units	\$216,945	\$198,400.50	\$225,000.00	\$170,000.00
Additional SCBA Units				
Unit Pricing	\$4,338.90 (includes spare cylinder)	\$3,968.01	\$4,500.00	\$3,400.00
SCBA complete unit w/ 10 min escape bottle				
Unit Price	\$881.00	\$1232.85 (Less face piece)	\$1,350.00	\$830.00
Price for 6 units	\$5,286.00	\$7,397.10	\$8,100.00	\$4,980.00
Additional SCBA Units w/ 10 min escape bottle				
Unit Pricing	\$881.00	\$1232.85 (Less face piece)	\$1,350.00	\$830.00
RIT packs w/ cylinder & associated airlines				
Unit Pricing	\$1,328.24	\$1,285.50	\$1,250.00	\$1,457.00
Price for 4 units	\$5,312.96	\$5,142.00	\$5,000.00	\$5,828.00
RIT packs w/ cylinder & associated airlines				
Unit Pricing	\$1,328.24 (includes 60 minute cylinder)	\$1,285.50	\$1,250.00	\$1,457.00
2008 PRICING				
SCBA				
Unit Pricing	\$4,338.90	\$4,206.10	\$4,620.00	\$3,400.00
Price for 50 units	\$216,945	\$210,305.00	\$231,000.00	\$170,000
Additional SCBA Units				
Unit Pricing	\$4,338.90	\$	\$4,620.00	\$3,400.00
SCBA complete unit w/ 10 min escape bottle				
Unit Price	\$881.00	\$1,306.85	\$1,400.00	\$830.00
Price for 6 units	\$5,286.00	\$7,841.10	\$8,400.00	\$4,980.00
Additional SCBA Units w/ 10 min escape bottle				
Unit Pricing	\$881.00	\$1,306.85	\$1,400.00	\$830.00
RIT packs w/ cylinder & associated airlines				
Unit Pricing	\$1,328.24	\$1,362.65	\$1,290.00	\$1,457.00
Price for 4 units	\$5,312.96	\$5,450.60	\$5,160.00	\$5,828.00
RIT packs w/ cylinder & associated airlines				
Unit Pricing	\$1,328.24	\$1,362.65	\$1,290.00	\$1,457.00

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Optional Equipment & Accessories				
PN#139019 Buddy Breather Assembly			07 - \$156 08 - \$160	07 - \$176 08 - \$176
PASS Option			07 - \$156 08 - \$163	07 - \$488 08 - \$488
PN#136001 Spec Kit (Lens not included)			07 - \$57 08 - \$60	
Pathfinder Locating System on unit				07 - \$396 08 - \$396
Tracker for Pathfinder System				07 - \$1239 08 - \$1239
Exit Beacon for Pathfinder System				07 - \$345 08 - \$345
Auxiliary Beacon for Pathfinder System				07 - \$345 08 - \$345
Install Voice Amplifier				07 - 397 08 - \$397
Trade-Ins:				
SCBA - Trade-In Per Unit	0		0 \$350 (one-to-one basis)	\$350 (one-to-one basis)
Cylinder - Trade-In Per Unit	0		0 \$100 (one-to-one basis)	\$100 (one-to-one basis)
SABA Unit - Trade-In Per Unit	0		0 \$50 (one-to-one basis)	\$50 (one-to-one basis)
Exceptions/Alternates				
	First Stage Reducer - definition		SCBA quoted w/ more popular airswitch	No exceptions
	Second Stage Reducer - do not have an air-saver switch		facemask w/ built in Demand Valve. Removeable Demand Valve also available and no additional charge	

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NAME ADDRESS	Apollo Fire Equipment Company Romeo, MI	Apollo Fire Equipment Company Romeo, MI	Argus-Hazco Chesterfield, MI
Years in Business	38 years		57 years
Years providing SCBA	38 years		57 years
Current clients similar services	203 clients		475-600 clients
List of last 10-15 clients	Adrian FD Amnada FD Augusta Twp FD Beaverton Area FD Billings Twp FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal		Grand Rapids FD Ann Arbor FD Comstock Twp FD Sterling Heights FD Eastpointe FD Roseville FD Niles FD Belleville FD Denton Twp FD Trenton FD Scio Twp FD
Full/Part Time Employees	7 full/5 part time employees		63 full time/8 part time employee
Description of SCBA	Wide view "ultra elite" facepiece One way inhalation check valve Swiveling lumbar pad High visability reflective shoulder pads Ric fitting Integrated PASS CBRN Protection HUD display		Cylinder & valve assembly 4500 psi, 45 Min carbon fiber, full facepiece assembly, auto dual pressure reducing regulator, removable facepiece mtd, pos pressure breath regi, purge valve, harness, backfm assembly, shoulder strap, remote gauge, heads-up HUD alarm, rapid intervention crew/universal air connection, voice amplifier, certified NIOSH chemical, biological, radiological & nuclear standard, includes buddy breathing opt, Pak Alert, Pass Device, Voice amplifier, Pressure Reducer

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NAME ADDRESS	Apollo Fire Equipment Company Romeo, MI	Apollo Fire Equipment Company Romeo, MI	Argus-Hazco Chesterfield, MI
Description of Services	Firefighting equipment repair/maintenance		Respiratory fit testing Argus rep available upon delivery to review assist with inventory of items, questions Delivery FOB to RH Training classes as requested. Scott tech course available for depts who wish to conduct own flow tests & advanced level service, Argus will assist w/ arrangements of course
SCBA Physical Attributes	Airframe Harness, double pull waist belt, w/ chest strap, swiveling lumbar support, 45-min carbon steath (4500 Psi 66 cubic feet cylinder) Firehawk MMR PTC with threaded-connect ultra elite facepiece w/ nosecup & neck strap, pressure gauge only URC, HUD and clean command communication system, integrated computer module and PASS device		Harness & backframe: lightwgt-alum, lumbar support style. Seat belt type attachment Cylinder & value: value is fail open type of forge alum. Cylinder is 4500 psi, 45 min duration carbon fiber. Facepiece: 3 diff sizes, Single, replaceable lens of non-shatter type polycarbonate material. Kevlar head harness w/ 6 pt suspension.
Manufacturers/Years Authorized	MINE Safety Appliances - 38 years		Scott health & Safety - 13 yrs-auth serv ctr Survivair-39 yrs- auth serv ctr MSA-3 yrs - Industrial markets Drager - 27 yrs - Industrial markets

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NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
ADDRESS	Romeo, MI	Romeo, MI	Chesterfield, MI
Full scope of training to be provided to City Staff	Full product training by MSA representative per specs		Start-up training-use, care & maintenance & common issues to avoid. Field maintenance covers basic repairs of 2.2, 3.0 & 4.5 air-pak regulator harness assembly, AV2000/3000 facepieces and cylinder valve.
			Scott Tech Level course is available for depts w/ PosiChek & Scott specific software
			Signed contract for advanced level service required w/ Scott before course is provided.
Warranty	Airmask & parts-lifetime, facemask breath tube, harness, nosecup-5 yrs, electronic comm-1yr, heads-up display-1yr, ICM Tx-2 yrs, batteries-NA		SCBA warranty is 10 yrs (1981-2007 Edition) Except for pressure reducer, which is covered for 15 yrs. Electronic components warranted for 3 yrs.
Routine Maintenance	Annual flow test as required by manual		Flow test every 2nd year Hydrostatic test every 5 yrs for composite cylinders Standard inspection of SCBA according to manufacturer's recommendations
Continuous Maintenance/Service Contracts	Prev Maint Policy related to 3 broad categories of use		Argus-Hazco provides this service and can customize a service contract based on the number of SCBA's, increments of service and on-site vs. in-house service.
Copy of Contract	Yes		No
Ability to Meet Insurance Requirements	Yes		Yes
Manufacturer's name, model, service manual	Yes		Yes
Manufacturer's Literature	Yes		Yes
Will Extend Contract to MITN	Yes		Yes

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NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
ADDRESS	Romeo, MI	Romeo, MI	Chesterfield, MI
COST PROPOSAL:			
2007 PRICING:			
SCBA		W/ integrated comp mod and PASS device	
Unit Pricing	\$4,100.00	\$4,750.00	\$3,835*
Price for 50 units	\$205,000.00	\$237,500.00	\$191,750
Additional SCBA Units			
Unit Pricing	\$4,100.00	\$4,750.00	\$3,835*
SCBA complete unit w/ 10 min escape bottle			
Unit Price	\$1,670.00	\$1,670.00	\$1,097.80
Price for 6 units	\$10,020.00	\$10,020.00	\$6,586.80
Additional SCBA Units w/ 10 min escape bottle			
Unit Pricing	\$1,670.00	\$1,670.00	\$1,097.80
RIT packs w/ cylinder & associated airlines			
Unit Pricing	\$3,300.00	\$3,300.00	\$1,605.25
Price for 4 units	\$13,200.00	\$13,200.00	\$6,421.00
RIT packs w/ cylinder & associated airlines			
Unit Pricing	\$3,300.00	\$3,300.00	\$1,065.25
2008 PRICING			
SCBA			
Unit Pricing	NA		\$4,478.50*
Price for 50 units	20% off manuf. List		\$223,925.00
Additional SCBA Units			
Unit Pricing	20% off manuf List		\$4,478.50*
SCBA complete unit w/ 10 min escape bottle			
Unit Price	NA		\$1,195.00
Price for 6 units	20% off manuf List		\$7,170.00
Additional SCBA Units w/ 10 min escape bottle			
Unit Pricing	NA		\$1,195.00
RIT packs w/ cylinder & associated airlines			
Unit Pricing	NA		\$2,033.75
Price for 4 units	20% off manuf List		\$8,135.00
RIT packs w/ cylinder & associated airlines			
Unit Pricing	NA		\$2,033.75
			*Includes no chrg spare cylinder; promo for initial purch-min quantity per specification

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Optional Equipment & Accessories	20% off manuf List		
PN#139019 Buddy Breather Assembly			
PASS Option			
PN#136001 Spec Kit (Lens not included)			
Pathfinder Locating System on unit			
Tracker for Pathfinder System			
Exit Beacon for Pathfinder System			
Auxiliary Beacon for Pathfinder System			
Install Voice Amplifier			
Facepiece Bag			07 - \$14 08 - \$14.35
Spare AV-3000 Facepieces			07 - \$153.60 08 - \$157.50
Airline Hose 50'			07 - \$132.86 08 - \$136.18
Airline Hose 100'			07 - \$212.15 08 - \$217.45
Trade-Ins:			
SCBA - Trade-In Per Unit	NA		0
Cylinder - Trade-In Per Unit	NA		0
SABA Unit - Trade-In Per Unit	NA		0
Exceptions/Alternates			Exact sample of SCBA not available- proto- type SCBA 1981-2007 Edition is available for demo purposes.
			Air-Paks w/ similar configuration that fall under NFPA 1981-2002 Edition may be requested for 60 day evaluation