

RFP - PUMPERS AND QUINTS -- PROPOSAL TABULATION

NAME	Ferrara Fire Apparatus Inc.	Apollo Fire Equipment Company	HME/Ahrens-Fox	LTM Fire Equipment	Marion Rescue & Fire Apparatus	Halt Fire, Inc.	Halt Fire, Inc.
ADDRESS	Holden, LA	Romeo, MI	Alpena MI	Pontiac, MI	Marion, WI	Wixom, MI	Wixom, MI
Manufacturer	Ferrara	Sutphen	HME/Ahrens-Fox	E-One, Inc.	Marion	Pierce Manufacturing	Pierce Manufacturing Alternate: PUC
Years manufacturing apparatus	26 years	118 years	95 years	14 years	44 years/In business: 103 years	35 years/In business 44 years	Stock Custom Contender
Clients similar pumpers and quints	Palm Beach County, FL San Francisco PD/Fire, CA	Adrian Fire Dept, MI Chesterfield Twp Fire, MI	Northville Twp Fire, MI Caledonia Twp Fire, MI	Bay City Fire, MI Bangor Twp Fire, MI	Oakland Township Fire, MI Birch Run Fire, MI	Green Twp Fire, MI LaSalle Fire, MI	Same
	Houston Fire, TX San Jose Fire, CA Detroit Fire, MI Tawas City, MI	Dearborn Fire, MI Detroit Fire, MI Eastpointe Fire, MI Fenton Fire, MI	Watertown Twp Fire, MI Hazel Park Fire, MI Monitor Twp Fire, MI Owosso Fire, MI	Bloomfield Twp Fire, MI Auburn Hills Fire, MI Battle Creek Fire, MI Farmington Hills Fire, MI	Dryden Twp Fire, MI Frankenmuth City-Twp Comm, MI Ypsilanti Fire, MI White Lake Twp Fire, MI	Pickford Fire, MI Mt. Forest Fire, MI Reed City Fire, MI Monroe Fire, MI	
	Montague Fire District, MI Athens Twp Fire, MI New York City Fire, NY Tuscalossa Fire, AL Indianapolis, IN	Grand Haven Fire, MI Hastings Fire, MI Kentwood Fire, MI Portage Fire, MI Southfield Fire, MI Sterling Heights Fire, MI Troy Fire, MI	Grand Rapids Fire, MI Mason Fire, MI Wayne Twp Fire, MI Grand Traverse Fire, MI East Lansing Fire, MI Troy Fire, MI Stamford Fire, CT Boyne Valley Fire, MI Georgetown Twp Fire, MI Corruna-Caledonia Fire, MI	Grand Rapids Fire, MI Rochester Hills Fire, MI Royal Oak Fire, MI Madison Heights Fire, MI Waterford Fire, MI Westland Fire, MI Green Oak Twp, MI Grand Blanc Fire, MI Grand Traverse Fire, MI Wayne County Airport, MI	Topinabee Fire, MI Pennfield Twp Fire, MI Pere Marquette Twp Fire, MI Mussey Twp Fire, MI Memphis Fire, MI Imlay City & Twp Fire, MI Forest Twp Fire, MI Portland Fire, OR Sacramento Fire, CA Rockwood Fire, WI	Rives Tompkins Fire, MI Springfield Twp Fire, MI Glen Arbor Fire, MI Fraser Fire, MI Bois Blanc Fire, MI Mt Morris Fire, MI Kinde Fire, MI Detroit Fire, MI Battle Creek Fire, MI	
Full Time Employees	452 full time employees		180 full time employees	18 full time employees	210 full time employees	9 full time employees	Same
Part Time Employees	0		5 part time employees	2 part time employees	R&R Truck Repair 15 full time empl.	13 part time employees	
Description of Services	see specs		Constructin, delivery and training of pumpers and aerial devices	Contract would be factory direct. LTM Fire Equipment would handle all correspondence between purchasers and factory, paperwork, delivery and pre-inspection. LTM Fire Equipment would also be primary point of contact for maintenance and parts and warranty	see attachment	Pierce-over 1000 employees Paperwork, drawings and engineering docs reviewed and approval. When fabrication begins, post paint inspection trips for customer to review progress. One month later final inspection trip. Trk reviewed by customer. Corrections noted. Drive vehicle to Mich. Post delivery inspection. Halt will perform any extra opt or service	
Pumpers and Quints Physical Attributes	see specs & drawings	see specs and literature	Rescue Pumpers-side mount pump panels, hydraulic ladder racks, 900 gallon tanks, rescue compartments, stainless steel bodies. 75' Aerial Quint-Custom MFDXL cab, 400 gallon tank, rescue compartments	Aluminum construction (33 years); single source provider for all custom pumpers and aerials manufactured on-site in Ocala, FL. Aluminum ladders as standard offering a low center of gravity and integral tork box	see attachment	Cust Pumper: Contender cab & chassis seats 4, 400 HP Cummins eng, Allison EVS 3000 trans, rigid frt/rear axles, 1500GPM Waterous pump, 750 gal poly water tank, 8kw hydraulic gen, hydraulic ladder rack. Comm Pumper: Freightliner M2-106, 330 Cummins eng, remainder same as custom 75' Aerial Quint: Pierce Impel custom cab & chassis, seats 4, 400 HP Cummins eng, Allison EVS 3000 trans, Independent frt suspension, ridig rear axle, mutliplex elect system, 1500 gpm Waterous pump, 300 gallon poly water tank, 75' alum ladder, 115' grd ladders, 1000' capacity of 5" LDH 8kw hydraulic generator	Pierce Ultimate Configuration (PUB), seating for 6, Wheelbase of 174", Cummins 370 HP Engine, Allison 3000 Transmissions, Ability to pump and roll, 30 gallon around the pump foam tank, 1000 gallon poly water tank, slideout trays to hold fans and equipment, enclosed ladder compartment, stainless steel plumbing Harrison 8kW PTO generator, Chevron stripping on rear for added safety
Attachment of Rescue Body to Frame	see specs - solely responsible for design & construction all non-spec. features	Bolted w/ hardware	Stainless steel support frames with ISO flexible mounts	All E-One body and pump modules are separate from the chassis and mounted to chassis frame rails using rubber isolator and u-bolts to keep body and chassis separate	Pumpers use a U-bolt design on rubber pads. Aerials bolted with frame mounts	Uses underbody support structure. Allows frame to move independently fr body yet supports the apparatus body. See "Underbody Support" tab	
Apparatus Manufacturer	Proposal submitted directly from factory	Sutphen Fire Apparatus	HME, Inc. is Ahrens-Fox fire apparatus	Emergency One. Authorized to sell for 2 yrs/associated for 6 yrs	Marion - less than 1 year	Pierce since 1973	Pierce since 1973

RFP - PUMPERS AND QUINTS -- PROPOSAL TABULATION

NAME	Ferrara Fire Apparatus Inc.	Apollo Fire Equipment Company	HME/Ahrens-Fox	LTM Fire Equipment	Marion Rescue & Fire Apparatus	Halt Fire, Inc.	Halt Fire, Inc.
ADDRESS	Holden, LA	Romeo, MI	Alpena MI	Pontiac, MI	Marion, WI	Wixom, MI	Wixom, MI
Reasons manufacturer's products will best meet City's needs	see specs Highest quality workmanship, rugged construction, accessibility to various components; welding not employed in assembly of apparatus that prevents removal of major component parts for service/repair	Pumpers: Sutphen shield products give custom blt quality, superior craftsmanship w/ practical opts at reasonable cost. Quints: mid ship design has ability to give low center of gravity, lighter in-service weight, more compartment space, higher payload capacity and lower aerial life cycle costs	Michigan based company in close proximity to your cities. They build heavy duty apparatus to withstand the harsh winters and snow and salt.	E-One pumpers and arials are designed & manufactured to provide years of service. In business for 33 yrs, bldg a strong reputation of manufacturing quality fire apparatus as well as being one of the top fire apparatus manufacturers	Small, easy to contact. Warranty repair is less than 1% per yr meaning apparatus operates w/o needing daily repair. Service available 24/7, 365 days. Replacement parts same day in most cases	NFPA requirements, built w/ Pierce employess with aver 19 yrs; 2 eng reviews before manuf begins, cust serv center staffed w/ 44 empl & designed for 24/7 tech serv; \$3,000,000 parts inventory; best & most reliable manuf w/ 91 yrs exp; #1 in market share, 1 in 5 apparatus are built by Pierce; financially stout & subsidiary of Oshkosh Trk Corp; aerial, pumper & gen tested by 3rd party; single source supplier. Comm not a single source.	Same
Certified to repair manufacturer's products How Long	yes	Yes, as long as manufacturing products. Apollo fire has sold and serviced products since early 1980's	Yes	Yes. ASE and EVT seravice techs w/ yrs of combined training on E-One products are employed.	Yes, EVT, ASE certified and trained by the manufacturers	Yes, Halt authorized service center in Michigan	Yes, Halt authorized service center in Michigan
Repair work		Mobile Service or Romeo EVT certified service center can provide prompt professional service.	If you have someone you are currently using, they would be happy to consider them to perform repairs. Goal is to limit down time.		Most repair 98% are complete within 24 hours of call.	Not applicable	Not applicable
Length of time to accomplish repairs		Length of time depends on service required.	Goal is to limit down time				
List of Manuals	specs	2 complete Operation & Service Manuals; service manual instructions for service, maint & troubleshooting, parts numbers, table of contents, brake & wiring schematics, video tape on operation of truck upon del.	Chassis, Electrical, plumbing, engine transmission, pumps	2 full hard copy manuals and data sheets; 1 electronic CD version of manuals	Service Repair, Electrical, Onboard Charger, Axles, Front & Rear	Pump, engine, trans, axles, lightbars, battery charger, etc. Cust chass, aerial & pumper maint & operation; Standard elect wiring diagrams. For cust as built wiring diagrams	Same
Expenses for factory trip	Yes will provide	Yes, recommend pre-construction conference & final inspection to ensure vehicles are built to agreed upon configuration and quality	Yes. Lodging, meals and air travel if over 250 miles	Yes, all costs are covered	Yes. Travel, motel and meals as needed.	Yes, two inspection trips including transportation, hotel & food	Same
Manufacturer's information on apparatus	specs and drawings Height fully loaded shall not exceed chassis manuf max. Frt to Rear distribution within limits set by chassis manuf. Axle loads not less than min. Weight diff end of axle not exceed 7%. Meet perf reqs at stationary any grade up to 6% on level rd. Speed of 35mph fr standing within 25 sec. Min top speed of 50 mph; Maintain speed of 20 mph any grade to 6%; Road test performed Underwriters Lab testing;	Pumpers: Sutphen Shield Series S-3. See literature & specifications Quints: Sutphen SL75 Aerial Ladder, 75' aerial, 1000# tip load (750# while flowing water) 197 cu ft stain-less steel rescue body w/ 500 gallons of water, centrally located controls and aerial set up in under 20 seconds	HME, Inc Ahrens-Fox - items are detailed in the specifications	Pumpers-Car 36 on Typhoon Chassis 182" W.B. 750 tank, 1500 Hale pump side mounted pump panel (see drawings for dimensions) Quints-HP75 SS on Typhoon Chassis 500 gallon tank, 1500 GPM pump, side mounted pump panel (see drawings for dimensions)		See enclosed proposal.	See enclosure
Comformance w/ applicable Federal and State Motor Vehicle Safety Standards	Yes	Yes	Yes	Yes	Yes. It meets or exceeds	Yes.Federal DOT, NFPA, FMVSS, EPA regs. 80% of 2009 NFPA updates	Same
Availability of parts. Process and length of time required to obtain replacement parts	specs	Contact Apollo (dealer) or Sutphen Service. Most parts are in stock and could be shipped same day or overnight. Complete stock of service parts & service provided on 24 hour around the clock basis. Company maintains parts & service for min period of 20 yrs on each apparatus	Maintain a full parts inventory in Wyoming, MI and shipments in Michigan are usually one day delivery.	LTM maintains a large inventory of parts, all part ordering is complete on-line by your maintenance personnel Average shipping is 3-5 days.(Part Central brochure enclosed)	Parts are in stock at service center in Northville and on the service vans. If service center is out of stock, they are available overnight	Pierce \$3,000,000 in stock parts; Halt \$80,000 parts inventory. Pierce can ship next day & fabricated parts in 5 days; 32 Pierce dealer in US; 20 yr parts availability for each vehicle	Same

RFP - PUMPERS AND QUINTS -- PROPOSAL TABULATION

NAME ADDRESS	Ferrara Fire Apparatus Inc. Holden, LA	Apollo Fire Equipment Company Romeo, MI	HME/Ahrens-Fox Alpena MI	LTM Fire Equipment Pontiac, MI	Marion Rescue & Fire Apparatus Marion, WI	Halt Fire, Inc. Wixom, MI	Halt Fire, Inc. Wixom, MI
QUINTS							
Cost for 2 units, custom chassis	\$987,792	\$1,224,406	\$1,031,672	\$1,161,370	\$1,211,582	\$1,118,960	Extenda Lite, 1500 watt 240 volt, pushup
Cost per unit custom chassis	\$496,896	\$612,203	\$525,836	\$580,685	\$605,791	\$559,480	Receptacle 15 A 120V twist lock
Additional Cost Options	2 Commercial chassis \$973,028 1 Commercial chassis \$489,514	Sutphen Stock Unit 232 SL75 available delivery in Sept 08. Unit Cost - as is \$565,073 Contact Apollo for additional info and full specifications	PrePayment Discount Custom Pumper 100% Prepayment \$10,823 50% Prepayment \$ 5,578 Commerical Pumper 100% Prepayment \$9,985 50% Prepayment \$4992 75' Aerial Quint 100% Prepayment \$17,503 50% Prepayment \$9,852 *Discounts are per unit	PrePayment Discount *Prepayment of 10% or \$25,000 within 30 days of order or contract date: aerial product - 5% of dealer net price at time of invoice; other product 4% of dealer net price at time of invoice Or simple interest at annual rate of 5% from day funds are received until unit delivery at factory	PrePayment Options Engine: \$8944/each \$15,180/each Multiple Discount Per Unit \$6500/per	Delete aerial controls @ pump panel Subtract \$6227 Delete remote monitor controls at the P/P Subtract \$1306 Auto lube system for aerial device Add \$2189 Breathing air system @ tip w/ 2 masks Add \$7343 Quick lock water way Add \$3487 Cust Chass-Pay upon delivery to Pierce \$156,741 (4-5 mos) Deduct: \$4702 100% upftr Deduct: \$10,865	On-Spot automatic tire chains Receptacle 20A 120V twist lock Canadian ULC
Lease Options:							
Availability of Lease Option	Yes	Yes		Yes			*Net Balance Due at final inspection
Lease Terms/Copy of Lease	Yes	Yes		Yes			in Appleton & Bradenton. If not made \$64/day is charged.
Pre-Payment Discount Available	Yes	Yes	Yes	Yes			Comm chass 100% upfr Ded: \$8960
Terms of Pre-Payment Discount	Upon Award	Upon Request-example 25% down within 30 days of signed contract deduct \$8761.	Yes (see above)	Yes			Aerial cust pay upon const to Pierce Deduct: \$6353 Pay aerial device upon const to Pierce Deduct \$3261 Upftr 100% Deduct \$21,793
Exceptions/Alternates	Demo aerial - \$438,853 Based on availability per vendor's specification *Pricing good for 60 days (4/10)	See specifications	Hold prices 60 days only Comm Chassis 1 yr warranty on chas and 3 yr warranty on body & pump Payment Net at Delivery comm-turning rad 28.9' L/33.5' R cust-turning rad 26.8'/bump swg 32' Allison 3000 EVS supplied FireComm brand intercom system Frt compt & lid=aluminum and NFPA approved diamond plate for step Gortitle Roll-up doors Rear door will be roll-up Rescue tool rollout tray brackets are proposed \$1000 allowance 24" deep compartments/max size Foam tank cell is separate tank Double Crosslay hosebed 75" off ground/removeable trays =\$4400 2 Cast products brand 200 watt siren speakers Included 2 hydraulic reels, mts, assm For discounts all trks same, ex color Class B proportioner/contrl +\$9245 Air ride suspension not available Syn oils where not void manu war. Quints: 115' port ladder-no ISO credit 110 volt outlet ladder tip/no elec reel	Hold Harmless Largest available engine is Cummins ISC-330-330 HP@2000 RPM Allison EVS3000 Transmission 10" front bumper instead of 12" 4 red/wht dome lights Cab layout not sufficient space for full height medical cabinet Frt Jumpline Compartment w/Lid - alum tray w/ alum diam plate lide and stainless steel hinge Hale 5.0 Foam Logics System Cord reel mounting inside pump module on officer's side to free up compartment space Hydraulic reels in rear compartments Zolatone finish on compartments coating instead of Rhino Liner Compartment Power Vents instead of duct work Double Crosslay slide out tray is not available on E-One products Opt Pricing 2 LTA501C-TCO 12 volt 300 watt lighthouse - \$1100/each 4 Optimum Scene Lights-can only provide 2-Opt pricing \$1352/each Air ride suspension is not available	Replacement parts available from Marion for 20 years *See Attached" Engine Options List provided w/ costs at end of Tab #2	Enclosed pump panels are not available on cust or comm pumper Pierce offers training class for mechanics although Pierce would prefer that auth serv ctr (halt) conduct warranty repairs. Class does not certify. Cost \$750 per class + trans, hotel, meals, etc.	
Delivery:	210 days -Freightliner pumpers 180 days-Intruder Customer Pumpers 270 days-Freightliner 77' aerial 210 days-Intruder custom 77' aerial	Shield Series Pumpers 6-7 months Sutphen SL 75 Aerials 12-14 months Sutphen SL 75 Aerial demo 9/08	270 days from acceptance at HME, Inc.	240-270 days	Pumpers 300 to 360 Quints 390 to 420	Customer Contender:6-7 months Comm Contender: 8-9 months 75' quint: 7-8 months	121-143 working days after receipt of order & acceptance from Pierce

RFP - PUMPERS AND QUINTS -- PROPOSAL TABULATION

	30/90 days-Intruder Custom 77' In						
	Process Demo Aerials (may vary)						
Extended to MITN	Yes	Yes	Yes-5 unit pricing if all bought at same time; Single unit extended	Yes	Yes	Yes	Same