

Emergency Extrication Equipment					
RFP-RH-05-032					
	Apollo Fire	Rescue Equip Sales & Serv	Southeast Equip Company	Douglass Safety Syst	West Shore Fire
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTEC	Amkus
Years In Business	36	16	2.8	33	26
Type of Organization	Corporation	Individual	Individual	Corporation	Not indicated
#Full time employees	18	3	1	60	25
#Part-time employees	4	6	0	0	4
Clients your company currently serves in Michigan	List attached	List attached	None - Just signed contract with Phoenix Rescue	Wyoming; Montrose; Comstock; Colma	Auburn Hills; Brandon; Flint; Grand Rapids
Client references	Sterling Hgts, Troy, Warren, Detroit, etc	Oakland Twsp; Madison Hgts; Macomb Twsp, etc.	Phoenix Rescues Client Ref: Alpena Fire, Harrisville Fire	Miami Tech Rescue Team; Deaware State Fire School; Affton Fire Prot District	Auburn Hills; Brandon; Flint; Grand Rapids
Number of continuous years of service for longest customer	20-30 years	Marion Comm Fire 16 yrs	Phoenix Rescue has Charlotte NC for 10 years	15 years Pea Ridge Fire Dept	Attached Listing
Years of Experience providing proposed equip	13 years	16 years	None	33 years	21 years
Qualifications of staff	Firefighter/Paramedic; Factory trained & certified service & training specialist; Hurst Service Tech; State certified trainer basic and advanced vehicle extrication	Certified techs thru Holmatro. Req to recertify every 2 yrs at factory	Certified instructor by MI Fire Fighters Training Council. Attended repair, operation and maint school at Phoenix's Factory Location	Natl sales mgr 15 yrs of extrication training exp, 7 yrs as sales mgr. Extensive new car tech understanding	15 people Amkus trained sales, service, repair; Amkus certified repair shop; certified mobile repair truck & trailer
Manufacturers listing of equip proposed equip can integrate with	Only integrates with Hurst products	Only integrates with Holmatro Products	Integrates with any system using Phosphate Ester or Diethylene Glycol fluid with max pressure of 5,000 PSI	With Ultimate PSI it can connect to all operating pressured systems	Only integrates with Amkus products
Meets NFPA 1936 Standards	Yes	Yes	Yes	Yes	Some
UL Listed	Yes	Yes - UL Tested and Listed	Yes	Yes - TUV	Yes - tested by SEI
Warranty	Copy of 2 year warranty	Enclosed	Enclosed	Enclosed	Enclosed
Cutter:					
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTEC	Amkus

	Apollo Fire	Rescue Equip Sales & Serv	Southeast Equip Company	Douglass Safety Syst	West Shore Fire
Model #	M.O.C. II	3050-NCT	S/B	G4	AMK-25E
Cutting Force	152,900 lbs	208,000 lbs	114,000 lbs	109,669 lbs	60,000 lbs
Cutter Opening	7"	7 1/8" measured at tips	9.5"	8 9/16"	7"
Length	30.9"	32 1/2" inc hose bend radius	29"	28 9/16"	23.9"
Width	9.7"	10 1/4"	9"	8 3/16"	9"
Height	7.7"	7 1/2"	8.5"	9 11/16"	
Weight	47 lbs	40 1/2 lbs	44 lbs	28.1 lbs	34 lbs
Type of Handle	D-Handle front; Rear-Star Grip Control Valve	Carrying handle U-shaped - Deadman's control handle; 20 deg twist of wrist; returns to neutral w/released	Top "D" Handle with handles on each side	Duo Control Dead-man handle	can get with optional D-ring handle
Can cut Boron Steel	Yes	Yes	Yes	Yes	Yes
Physical attributes	Super duty; can cut 1 1/2" solid round bar. Designed to pull material towards rear of blades where most cutting force is developed	Provides one hand control to open/close tool. Blade design draws object to main area of blade for max cutting force	Heavy duty serrated tool steel blades. Dual moving blades, ideal for heaviest cuts. Safety grip deadman control	Fixed 360deg handle; flat bolt design; quick connects; thumb and/or twist control in one	Long blade & wide opening covers the need for continuous cutting such as "B" and "C" posts, third door and roofs
Spreader:					
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTEC	Amkus
Model Number	ML28 Defender	3260-UL	Model 32	X4S	AMK-28
Spreading Force	44,000 lbs	33,000 lbs	19,255 lbs	226,980 lbs	53,300 lbs
Pulling Force	20,000 lbs	14,300 lbs	15,000 lbs	16,383 lbs	
Weight	48 lbs	58 1/2 lbs	57 lbs	48.3 lbs	52 lbs
Spreading Distance	28"	32 3/4"	32"	31 3/4"	28"
Length	30.5"	37 1/2" inc hose bend radius	39"	33 11/16"	26.3"
Depth	8.35"	9 1/4"	8.5"	11 7/16"	9"
Type of Handle	D-Handle front; Rear-Star Grip Control Valve	Carrying handle U-shaped - Deadman's control handle; 20 deg twist of wrist; returns to neutral w/released	Top "D" Handle with handles on each side	Duo Control "dead-man" handle	
Can spread Boron Steel	Yes	Yes	Yes	Yes	Yes

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Physical attributes	Tips are combo automotive, grabber and cutting tip	Provides one hand control to open/close tool. Designed to allow 360deg access to handle, use of tool in any position	Not only spreader but integral cutter. Cutter has 56,900 lbs of cutting force with 10" opening. Dual pilot ck valves,	Interchangeable jaws; fixed 360deg handle; quick connects; thumb and/or twist control in one; effective angle	Linakage/Arm drive provides superior force, ck valve design maintains load, anodized for corrosion protection
Gas Power Unit:					
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTec	Amkus
Model #	ML2H-AV	DPU-30	4310 Symo	PHHMTO	GH2S-XL
Dimensions	12.8" x 10.8" x 15.6"	19 5/8" x 13 1/4" x 16"	19" x 17.5" x 20.5"	17.91"x 17.32"x 16.73"	23"x 19"x 20.5"
Engine Type	Honda 4-cycle 2.5hp	Honda GX100 3.0 HP	Honda 6.5 HP	Honda	Honda 5.5 HP
Weight	28.7 lbs	58 lbs	98lbs; single unit 75lbs	69.44 lbs	94 lbs
Operating Pressure	5,000 PSI	10,500 PSI	5,000 PSI	UltimatePSI;5000 PSI	10,500 PSI
Capable of running two tools simultaneously	Yes-alternately with no need for manual switching	Yes	Yes	Yes	Yes
Hoses meet SAE100R8 & NFPA 1936 Standards	Yes	Yes	Yes	Yes	Yes
Physical attributes	Capacities are comparable to full size units 3-4 times its size and weight	2 stage pump capable of running 2 tools at full pwr, indep & simult. Couplers one handed operated.	Designed to operate two tools simult w/no loss of speed or presssure. Lrg reservoirs for heat dissipation.	Designed to operate two tools simult maintaing speed; Lrg reservoir	Uses lead free gasoline, 2 high pressure, 2 stage pumping system; two 2-way, 2 position selector valves, 2 tools can be connected and operated simult. Roll cage and one hose loop for storage
Electric Power Unit:					
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTec	Amkus
Model #	JL-AC-SI	DPU-60-E	4104 Symo 220 Volt	PHEMT02	GH2S-XL
Dimensions	18.9"x 17.22" x 19.69"	19 3/4"x 15 3/4" x 21 3/4"	16" x 16.5" x 25.5"	17.91"x 17.32"x 16.73"	23"x 19"x 20.5"
Power Source	220 volts AC	115V/18amp 2.0HP or 230V/9amp 2.0HP	220 Volt AC	220V Standard; 110V avail on req at not additional chrg	Electric Powered 3 HP
Weight	88 lbs	110 lbs	168 lbs	78.41lbs	114 lbs

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Operating Pressure	5,000 PSI Max	10,500 PSI	5,000 PSI	Ultimate PSI/5000PSI	10,500 PSI
Capable of running two tools simultaneously	Yes	Yes	Yes	Yes	Yes
Capable of operating off of the 5K apparatus Generator	Momentary starting AMP draw 50 AMPs, running AMP draw of 15.2 AMP. Req 12/3 wire and 30 amp breaker	Yes(1.5K req to run 115V/100 amp 230V/50amp @ start up	As long as nothing else is drawing power	Yes	Yes
Hoses meet SAE100R8 & NFPA 1936 Standards	Yes	Yes	Yes	Yes	Yes
Physical attributes	Quiet. True independent two tool operation and large 8-9 qt reservoir	2 stage pump capable of running 2 tools at full pwr, indep & simult. Couplers one handed operated. 2 indep valv blocks incorp manually operated press relief valve	220 volt designed to operate 2 tools simult w/no loss of power or speed. High flow pumps for better tool speed	Two tool operation	Washdown Motor; 2 high pressure, 2 stage pumping system; two 2-way, 2 position selector valves, 2 tools can be connected and operated simult. 220/240 volt single phase
Combination Tools:					
Manufacturer	Hurst	Holmatro	Phoenix Rescue	ResQTec	Amkus
Model Number	ML-16-S Maverick	3150-UL	Model 18	FX6	AMK-C15
Spreading Force	13,000 lbs	16,166 lbs	15,500 lbs	39,620 lbs	13,100 lbs
Pulling Force	8,100 lbs	14,358 lbs	12,000 bls	N/A - Too Strong	
Cutting Force	60,000 lbs	67,600 lbs	66,000 lbs	281,140 lbs	57,000 lbs
Cutter Opening	9"	9"	12"	14.75"	7"
Length	33"	33 3/4" inc hose bend radius	31"	33 13/16"	26.5"
Spreading Distance	16"	14 1/4"	18"	14.75"	15.5"
Weight	38 lbs	35 lbs	37.5 lbs	41.5 lbs	43 lbs
Type of Handle	D-Handle front; Rear-Star Grip Control Valve	Carrying handle U-shaped - Deadman's control handle; 20 deg twist of wrist; returns to neutral w/released	Top "D" Handle with handles on each side	Duo control dead-man handle	D-Ring Handle

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Physical attributes		Provides one hand control to open/close tool. Designed to allow 360deg access to handle, use of tool in any position	Opens farther than any other small combo tool; dual pilot ck vlvs, deadman controls	Detachable jaws; fixed 360deg handle; flat bolt design; thumb and/or twist control in one; advnd blade design	Combo cutting/spreading/pulling tool; Well balance & easy to use; ck valve design maints load
Compatible with City's existing equipment	Yes	No	Yes; excpt maybe the 32A	Yes	No
Training:					
Length and location of training	Typically on site unless travel to automaker's facility	Typically on site or at a location set up prior to training	On Site. Training provided first 2 years; none after 2nd year	On site. Training provided first 2 years by factory personnel; local dist support avail after	On Site upto 5 times a year at no cost
Type of training	hands-on basic/adv extrication; classroom on new veh tech	Combo of classroom and hands on. City responsible for providing vehicles. Certificates issued to all members that go thru the course on use and maint of their new equip	Advancd extrication or basic. 3 hours, first hour spent in classroom (basic extrication scene safety; incident scene setup & mgt; Extric scene size up; tool operation.	Classroom and hands on including service maint.	Classroom and Hands on.
Amount of training	4-8 hrs per shift for initial delv and Impl; after a program will be set up for continuing educt	As often as needed. 2-8 hours as reqst	3 hour blocks	3 consecutive days of training for 2 years	up to 5 times a year
Automakers affiliated with	Ford; Chrysler; GM	Ford, GM, Chrysler, Saturn	Works with most major automakers but do not routinely get new vehicles for training	No formal manuf specific test have been arranged. Has utilized most current makes/models in dev of tools	None
Product Support:					

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Describe support policy		7 certif techs & 4 instructors. 10% disc off list on future purchase >\$200.00	Provided locally by Souteast Equip.	Douglass safety 95% of service; ResQTEC has 2 sales mgrs in MI	Extrication Specialist
Timeframe for repairs/service	Same or next day/loaners avail n/c	Within 24 hours of notification/loaners avail n/c	No later than next business day/loaner avail n/c with warranty or service contract	Most on site. 2 day factory turn around is goal; loaner avail at n/c	24 hours; loaner avail at n/c
Service on-site or shipped back	90% on site	On site whenever possible	On site whenever possible	Most on site.	Most on site.
Hours of operation	7am-5pm m-f; rep avail 24/7 on cell	24/7	8am-5pm M-F; night call numbers will be provided	24hours a day	8am-5pm if not emergency
Length of time for support	Life of tool	Life of tool	2 yrs as long as covered under warranty; hoses/fittings/orings 1year	Not stated	As long as using Amkus equip
Name/Number of support contact	Scot McLeod/Dennis Scribner	J.R. St.Croix	Richard Sinclair	Steve Miller	Daniel Zarodkiewicz
Can personnel respond within 24 hours of failure	Yes, except rare circum.	Yes, required to	Yes; 24hour serv cannot be guaranteed	24 hour response from Douglass Safety; not guaranteed	Yes
Cost Proposal:					
Primary Cutters (2) - Cost for 2	\$ 9,200.00	\$ 9,090.40	\$ 9,700.00	\$ 7,400.00	\$ 6,100.00
Primary Spreaders (2) - Cost for 2	\$ 14,200.00	\$ 11,220.00	\$ 13,980.00	\$ 9,500.00	\$ 7,300.00
Electrical Power Units (2) - Cost for 2	\$ 14,400.00	\$ 13,515.04	\$ 15,050.00	\$ 9,900.00	\$ 9,014.00
Combo Tool (4) - Cost for 4	\$ 19,200.00	\$ 14,692.48	\$ 21,048.00	\$ 16,600.00	\$ 14,840.00
Gas Powered Power Unit (4) - Cost for 4	\$ 18,000.00	\$ 24,464.00	\$ 24,500.00	\$ 19,800.00	\$ 18,652.00
Hoses (75' each) - Cost for 4	\$ 3,000.00	\$ 5,290.56	\$ 3,540.00	\$ 3,180.00	\$ 2,800.00
Hoses (30' each) - Cost for 8	\$ 3,400.00	\$ 5,504.00	\$ 3,480.00	\$ 2,880.00	\$ 2,680.00
Itemized cost for any other items necessary	None	Hose reels converted \$800ea or new reels for \$1,400 ea	None	None	Install on fire equip \$900
Trade in of Existing Equipment:					
Maverick Combo Tool - Total 2	\$ (1,500.00)	\$ (250.00)	\$ -	\$ -	\$ (300.00)
Omni II Combo Tool - Total 3	\$ (1,200.00)	\$ (375.00)	\$ -	\$ -	\$ (450.00)
Power Unit - Total 5	\$ (1,000.00)	\$ (625.00)	\$ -	\$ -	\$ (1,000.00)

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Spreader - Total 1	\$ (200.00)	\$ (125.00)	\$ -	\$ -	\$ (300.00)
Cutter - Total 2	\$ (400.00)	\$ (250.00)	\$ -	\$ -	\$ (200.00)
Equip capable of being reused with proposed syst	All current equipment	None	All current eq at 5,000PSI		
Total Equipment Purchase Less Trade in	\$ 77,100.00	\$ 82,151.48	\$ 91,298.00	\$ 69,260.00	\$ 59,136.00
Alternate Bid:					
Hooking up Electric Power unit to Apparatus (2)	No Bid	No Bid	No Bid	No Bid	
Installation of Hoses on Electric Reels (4)	\$ 800.00	\$ 3,200.00	\$ 600.00	No Bid	\$ 900.00
		*includes 10' hose to go from pump to reel. Install of hose on reel is free once converted to 10,500PSI			
***Trade in all but 2 mavericks and reuse (cost for installation of Hoses	\$ 78,600.00		Reusable Items: Maverick; Omni II; 32A & JL150; Unknown if 12Volt power unit can be re-used; 4cycle power unit can probably be reused		
	\$ 800.00				
	\$ 79,400.00				