

REQUEST FOR PROPOSALS FOR TYPE III CLASS I AMBULANCE - RFP-RH-11-039
PROPOSALS TABULATION

NAME	Emergency Vehicles Plus	Halt Fire, Inc.	Mercy Sales Inc.
ADDRESS	Holland, MI	Wixom, MI	Saginaw, MI
Years in Business	41 years	46 years	20 years
Years company manufacturing ambulances	39 years	35 years	
Full Time Employees	400 full time employees	180 Full Time employees (Medtec)	147 Full Time employees
Part Time Employees		10 Full Time employees (Halt Fire, Inc.)	3 Part Time employees
Description of services	Fully serviceable ambulance manufactured by Wheeled Coach. EVP also accomodates dept pre-construction and final inspection trips, delivery of vehicle to and training at the dept's location	Complete sales & service support for Medtec ambulance product line. 12,000 sq ft service ctr w/ mobile service capabilities w/ 4 mobile service vehicles. Licensed in St of MI; mechanics are state licensed & EVT certified. Offers sales support w/ competent & experienced sales reps who are responsive to needs of customers	Any requested service, warranty or maintenance issues
Failure to complete awarded work	No	No	No
Officer/Partner failed to complete a contract	No	No	No
Failure of officer/partner failure to complete work in his/her name	No	No	No
Method of attachment of rescue body to frame of truck	Ten mouting points, 5 on each frame rail. Full perimeter welded sill rails of one half inch by two inch of 6061-T6 alloy aluminum & attached to vehicle using 1" by 3" sill plates of 6061-T6 alloy aluminum. Modular body welded to sill plates at every exposed seam. Double compression, neuprene rubber isolator mounts	Iso-Mount Technique is used to mount the module to frame. .750" x 6" 6061T6 alum bar stock body sill plates, 10 mounting nuts for each mounting point. Bolts & rubber isolators. Mounting plates bolted through upper mounting isolator above upper frame flange w/ OEM Grade 8 bolt. Combination of components.	

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Manufacturers represented by company	Wheeled Coach - 3 years Road Rescue - 1 year	Medtec Ambulance Corporation - 11 years Pierce Manufacturing Inc - 27 years	Marque - 20 years Osage - 10 years
Manufacturer's product best meets City's needs	Wheeled Coach has long-standing record of manufacturing quality, fairly priced ambulances w/ expedient delivery. RH currently runs 4 Wheeled Coach ambulances	Sound engineering practices, most durable, customized & efficient ambulances in competitive marketplace; safety of occupants; longevity, quality & support to customers. Made to withstand harsh demands of high volume agency w/ comfort of close support from local dealers.	
Location of ambulance construction	Winter Park, Florida	Bradenton, Florida	Elkhart, IN
Certification to repair manufacturer's products	Yes, Over 30 years	Halt Fire, Inc. is certified to support all Medtec products and has been providing service for Medtec since 2000	Yes, 20 years
Repair work provider	Length of time is dependent on extent of vehicles damaged or type of service performed	Halt Fire, Inc.	
Nearest service facility	Mobile Technician	Wixom, MI - 4 mobile units	Saginaw, MI
List of Manuals	Hardcopy binder of owner's manual DVD owner's manual Detailed wiring schematics	All support literature & warranty stmts for all parts used in production of ambulance; general operations & maintenance documents from Medtec	Chassis
Conformance to all applicable Federal and State motor vehicle safety standards	Yes	Yes. Also complies w/ Ford QVM and AMD standards as well as leading the industry in safety.	Yes

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Availability of parts	Emergency Vehicles Plus service dept keeps an extensive 10,000 sq ft parts inventory to generate rapid repairs and fast turnaround for dept.	Complete availability of parts, time may vary based on part & complexity of production. Most parts 24-48 hrs.	Immediate if in stock. If a part is needed a call would be placed to Mercy; will be shipped immediatley upon order.
Delivery Time	60 to 90 days from receipt of PO based on chassis availability	150 days after receipt of chassis & order approval by customer. Time may vary based on chassis availability.	120 days from time of order
Qualifications of Staff as training instructors	25 yrs experience in emergency vehicle sales	Certified Fire Instructor & licensed EMS IC & extensive background in Medtec product and emergency vehicles - Ed Miller	Years of experience with the Marque product
Full scope of training	Training will meet the requirements of the Fire Chief at the time of delivery	Daily inspection, routine maintenance, proper operation of features & pre-trip inspection process; ability to assist city mechanics on technical issues	Overview of who we are; run through of the vehicle at delivery; contact information for issues that may arise
Warranties by manufacturer & authorized sales company	12 mo/12,000 mile vehicle warranty Opt: 3 yrs/36,000 miles vehicle warranty 15 yr structural warranty on module Opt: Lifetime structural module Limited lifetime electrical warranty Limited Lifetime paint warranty	1 yr bumper to bumper warranty w/ option to extend to 3 yrs Lifetime warranty on module structure Lifetime warranty on electrical circuit board & wiring harness Paint warranty - 5 yrs	Limited Gen Warranty-36 mos/36,000 miles Structural Integrity Warranty-20 yrs Electrical Warranty - 10 yrs/100,000 miles Modular Body Paint Warranty - 7 yrs
Routine maintenance recommended	To be covered upon training	Recommends adherence to OEM chassis service schedule; gen lubrication & cleaning of service-able points of module; adjustments to door & hinges; complete maintenance list is provided with each new ambulance.	GM recommended maintenance schedule

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Continuous maintenance/service contracts	To be covered upon training	Halt can provide preventative maintenance & service contracts; can offer selected services to provide longevity	Per warranty-normal use & proper maintenance; repairs/alterations as approved & authorized by Marque; no abuse or negligence
Contract	No	Yes	Yes
Insurance requirements	Yes	Yes	Yes
Manufacturer's information	Yes - Upon Delivery	Yes	Yes
Manufacturer's literature	Yes - Upon Delivery	Yes	Yes
Factory engineering drawings	Yes	Yes	Yes
Contractor's specifications	Yes	Yes	Yes
References	Lansing-Mason Ambulance Service Manistique EMS Farmington Hills Fire Dept Waterford Fire Dept Commerce Twp Fire Dept Mecosta County EMS	Washington Township Addison Fire Department Central Huron EMS - Bad Axe City of Dearborn Jackson Community College Livonia Fire Department	Huron Valley Ambulance, Ann Arbor, MI Life EMS, Grand Rapids, MI Livingston County Ambulance North Flight Inc., Traverse City, MI City of Phoenix, AR Bristol Fire Dept, Bristol, IN
COST PROPOSAL: BASE PROPOSAL			
Cost for one ambulance as specified	\$138,077	\$149,765	\$136,903.99
Option 1: Cot	\$10,547	\$11,649	\$12,500.00
Option 2: Siren - Howler Low Frequency Tone	\$723	\$810	\$800.00
Option 3: Other Warranty Coverages	3-yrs/36,000 miles Lifetime Structural Module Lettering Credit	\$2,000 \$250 -\$1,700.00	3 yrs/36,000 mile \$993
TOTAL:	\$149,897	\$163,217	\$150,203.99