| 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 |
| | | | | | | 3 | Alternate: PUC |
| ears 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 |
| | Dala Basak Gasak El | Add Fin Don't Mi | North W. T. or Fire M. | Dec O't Fire Mi | Outland Translatio Fine Mi | O. T. T. Fire MI | 0 |
| Clients similar pumpers and quints | Palm Beach County, FL | Adrian Fire Dept, MI | Northville Twp Fire, MI | Bay City Fire, MI | Oakland Township Fire, MI | Green Twp Fire, MI | Same |
| | San Francisco PD/Fire, CA | Chesterfield Twp Fire, MI | Caledonia Twp Fire, MI | Bangor Twp Fire, MI | Birch Run Fire, MI | LaSalle Fire, MI | |
| | Houston Fire, TX | Dearborn Fire, MI | Watertown Twp Fire, MI | Bloomfield Twp Fire, MI | Dryden Twp Fire, MI | Pickford Fire, MI | |
| | San Jose Fire, CA | Detroit Fire, MI | Hazel Park Fire, MI | Auburn Hills Fire, MI | Frankenmuth City-Twp Comm, MI | Mt. Forest Fire, MI | |
| | Detroit Fire, MI | Eastpointe Fire, MI | Monitor Twp Fire, MI | Battle Creek Fire, MI | Ypsilanti Fire, MI | Reed City Fire, MI | |
| | Tawas City, MI | Fenton Fire, MI | Owosso Fire, MI | Farmington Hills Fire, MI | White Lake Twp Fire, MI | Monroe Fire, MI | |
| | Montague Fire District, MI | Grand Haven Fire, MI | Grand Rapids Fire, MI | Grand Rapids Fire, MI | Topinabee Fire, MI | Rives Tompkins Fire, MI | |
| | Athens Twp Fire, MI | Hastings Fire, MI | Mason Fire, MI | Rochester Hills Fire, MI | Pennfield Twp Fire, MI | Springfield Twp Fire, MI | |
| | New York City Fire, NY | Kentwood Fire, MI | Wayne Twp Fire, MI | Royal Oak Fire, MI | Pere Marquette Twp Fire, MI | Glen Arbor Fire, MI | |
| | Tuscalossa Fire, AL | Portage Fire, MI | Grand Traverse Fire, MI | Madison Heights Fire, MI | Mussey Twp Fire, MI | Fraser Fire, MI | |
| | Indianapolis, IN | Southfield Fire, MI | East Lansing Fire, MI | Waterford Fire, MI | Memphis Fire, MI | Bois Blanc Fire, MI | |
| | | Sterling Heights Fire, MI | Troy Fire, MI | Westland Fire, MI | Imlay City & Twp Fire, MI | Mt Morris Fire, MI | |
| | | Troy Fire, MI | Stamford Fire, CT | Green Oak Twp, MI | Forest Twp Fire, MI | Kinde Fire, MI | |
| | | | Boyne Valley Fire, MI | Grand Blanc Fire, MI | Portland Fire, OR | Detroit Fire, MI | |
| | | | Georgetown Twp Fire, MI | Grand Traverse Fire, MI | Sacramento Fire, CA | Battle Creek Fire, MI | |
| | | | Corruna-Caledonia Fire, MI | Wayne County Airport, MI | Rockwood Fire, WI | | |
| Full Time Employees | 452 full time employees | | 190 full time employees | 19 full time ampleyees | 210 full time amplayees | O full time ampleyees | Same |
| Part Time Employees | 402 Iuli time employees | 0 | 180 full time employees 5 part time employees | 18 full time employees 2 part time employees | 210 full time employees R&R Truck Repair 15 full time empl. | 9 full time employees 13 part time employees | Jame |
| Part Time Employees | | 0 | 5 part time employees | 2 part time employees | RAK Truck Repair 15 full time empl. | | |
| Description of Opening | | | O a set a se | On the standard Library Control LTM | | Pierce-over 1000 employees | |
| Description of Services | see specs | | Constructin, delivery and training of | Contract would be factory direct. LTM | see attachment | Paperwork, drawings and engineering | |
| | | | pumpers and aerial devices | Fire Equipment would handle all | | docs reviewed and approval. When | |
| | | | | correspondence between purchasers | | fabrication begins, post paint inspec- | |
| | | | | and factory, paperwork, delivery and | | tion trips for customer to review pro- | |
| | | | | pre-inspection. LTM Fire Equipment | | gress. One month later final inspec- | |
| | | | | would also be primary point of con- | | tion trip. Trk reviewed by customer. | |
| | | | | tact for maintenance and parts and | | Corrections noted. Drive vehicle to | |
| | | | | warranty | | 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 | Aluminum construction (33 years); | see attachment | | Pierce Ultimate Configuration (PUB), seating |
| | | | panels, hydraulic ladder racks, | single source provider for all | | seats 4, 400 HP Cummins eng, Allison | for 6, Wheelbase of 174", Cummins 370 HP |
| | | | 900 gallon tanks, rescue | custom pumpers and aerials | | EVS 3000 trans, rigid frt/rear axles, | Engine, Allison 3000 Transmissions, Ability to |
| | | | compartments, stainless steel | manufactured on-site in Ocala, FL. | | 1500GPM Waterous pump, 750 gal | pump and roll, 30 gallon around the pump foar |
| | | | bodies. | Aluminum ladders as standard | | poly water tank, 8kw hydraulic gen, | tank, 1000 gallon poly water tank, slideout |
| | | | 75' Aerial Quint-Custom MFDXL cab, | offering a low center of gravity and | | hydraulic ladder rack. | trays to hold fans and equipment, enclosed |
| | | | 400 gallon tank, rescue compartment | ts intregal tork box | | Comm Pumper: Freightliner M2-106, | ladder compartment, stainless steel plumbing |
| | | | | | | 330 Cummins eng, remainder same | Harrison 8kW PTO generator, Chevron |
| | | | | | | as custom | stripping on rear for added safety |
| | | | | | | 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 | |
| | | | | | | , , | |
| Attachment of Rescue Body to Frame | see specs - solely responsible for | Bolted w/ hardware | Stainless steel support frames with | All E-One body and pump modules | Pumpers use a U-bolt design on rubber | | |
| | design & construction all non-spec. | | ISO flexible mounts | are separate from the chassis | pads. Aerials bolted with frame | Allows frame to move independently fr | |
| | features | | | and mounted to chassis frame rails | mounts | body yet supports the apparatus | |
| | | | | using rubber isolator and u-bolts | | body. See "Underbody Support" | |
| | | | | to keep body and chassis separate | | tab | |
| | | | | Sopulate | | | |
| | Proposal submitted directly from | Sutphen Fire Apparatus | HME, Inc. is Ahrens-Fox fire | Emergency One. Authorized to sell | Marion - less than 1 year | Pierce since 1973 | Pierce since 1973 |
| Apparatus Manufacturer | - · · · · · · · · · · · · · · · · · · · | | | | | | |
| Apparatus Manufacturer Years authorized to sell product | factory | | apparatus | for 2 yrs/associated for 6 yrs | | | |

| 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 |
| DDREGO | Holdell, EA | rtomes, im | Alpona IIII | T Gridad, imi | marion, m | TTIXOTII, IIII | TTIXOTT, III |
| Reasons manufacturer's products will | see specs | Pumpers: Sutphen shield products | Michigan based company in close | E-One pumpers and aerials are | Small, easy to contact. Warranty | NFPA requirements, built w/ Pierce | Same |
| best meet City's needs | Highest quality workmanship, rugged | give custom blt quality, superior | proximity to your cities. They build | designed & manufactured to provide | repair is less than 1% per yr meaning | employess with aver 19 yrs; 2 eng | |
| • | construction, accessibility to various | craftsmanship w/ practical opts at | heavy duty apparatus to withstand | years of service. In business for 33 | apparatus operates w/o needing daily | reviews before manuf begins, cust | |
| | components; welding not employed | reasonable cost. Quints: mid ship | the harsh winters and snow and | yrs, bldg a strong reputation of | repair. Service available 24/7, 365 | serv center staffed w/ 44 empl & | |
| | in assembly of apparatus that pre- | design has ability to give low center | salt. | manufacturing quality fire apparatus | days. Replacement parts same day | designed for 24/7 tech serv; \$3,000,00 | 0 |
| | vents removal of major component | of gravity, lighter in-service weight, | | as well as being one of the top fire | in most cases | parts inventory; best & most reliable | |
| | parts for service/repair | more compartment space, higher | | apparatus manufacturers | | manuf w/ 91 yrs exp; #1 in market | |
| | | payload capacity and lower aerial | | | | share, 1 in 5 apparatus are built by | |
| | | life cycle costs | | | | Pierce; financially stout & subsidiary | |
| | | | | | | of Oshkosh Trk Corp; aerial, pumper 8 | |
| | | | | | | gen tested by 3rd party; single source | |
| | | | | | | supplier. Comm not a single source. | |
| ertified to repair manufacturer's products | yes | Yes, as long as manufacturing | Yes | Yes. ASE and EVT seravice techs | Yes, EVT, ASE certified and | Yes. Halt authorized service center | Yes. Halt authorized service center in |
| How Long | yes | products. Apollo fire has sold and | 165 | w/ yrs of combined training on E-One | trained by the manufacturers | in Michigan | Michigan |
| ow Long | | serviced products since early 1980's | | products are employed. | trained by the mandiacturers | III Wichigan | Iviiciigan |
| | | Serviced products since early 1900 5 | | producto are employed. | | | |
| epair work | | Mobile Service or Romeo EVT | If you have someone you are | | Most repair 98% are complete | Not applicable | Not applicable |
| - | | certified service center can provide | currently using, they would be | | within 24 hours of call. | , , | ' ' |
| | | prompt professional service. | happy to consider them to perform | | | | |
| | | | repairs. Goal is to limit down time. | | | | |
| | | | | | | | |
| ength of time to accomplish repairs | | Length of time depends on service | Goal is to limit down time | | | | |
| | | required. | | | | | |
| | | | | | | | |
| ist of Manuals | specs | 2 complete Operation & Service | Chassis, Electrical, plumbing, | 2 full hard copy manuals and data | Service Repair, Electrical, Onboard | Pump, engine, trans, axles, lightbars, | Same |
| | | Manuals; service manual instructions | engine transmission, pumps | sheets; 1 electronic CD version of | Charger, Axles, Front & Rear | battery charger, etc. Cust chass, | |
| | | for service, maint & troubleshooting, | | manuals | | aerial & pumper maint & operation; | |
| | | parts numbers, table of contents, brake & wiring schematics, video | | | | Standard elect wiring diagrams. For cust as built wiring diagrams | |
| | | tape on operation of truck upon del. | | | | cust as built willing diagrams | |
| | | tape on operation of truck upon del. | | | | | |
| xpenses for factory trip | Yes will provide | Yes, recommend pre-construction | Yes. Lodging, meals and air | Yes, all costs are covered | Yes. Travel, motel and meals as | Yes, two inspection trips including | Same |
| mponess for factory trip | 1 00 Tim provide | conference & final inspection to | travel if over 250 miles | Too, an occio are covered | needed. | transportation, hotel & food | Gaine |
| | | ensure vehicles are built to agreed | | | | , | |
| | | upon configuration and quality | | | | | |
| | | | | | | | |
| lanufacturer's information on apparatus | specs and drawings | Pumpers: Sutphen Shield Series | HME, Inc Ahrens-Fox - items are | Pumpers-Car 36 on Typhoon Chassis | | See enclosed proposal. | See enclosure |
| | Height fully loaded shall not exceed | S-3. See literature & specifications | detailed in the specifications | 182" W.B. 750 tank, 1500 Hale | | | |
| | chassis manuf max. Frt to Rear | Quints: Sutphen SL75 Aerial Ladder, | | pump side mounted pump panel | | | |
| | distribution within limits set by | 75' aerial, 1000# tip load (750# | | (see drawings for dimensions) | | | |
| | chassis manuf. Axle loads not less | while flowing water) 197 cu ft stain- | | Quints-HP75 SS on Typhoon Chassis | | | |
| | than min. Weight diff end of axle | less steel rescue body w/ 500 | | 500 gallon tank, 1500 GPM pump, | | | |
| | not exceed 7%. Meet perf regs at | gallons of water, centrally located | | side mounted pump panel (see | | | |
| | stationary any grade up to 6% on | controls and aerial set up in under | | drawings for dimensions) | | | |
| | level rd. Speed of 35mph fr standing within 25 sec. Min top speed of | ZU SECONOS | | | | | |
| | 50 mph; Maintain speed of 20 mph | | | | + | | |
| | any grade to 6%; Road test performed | | | | | | |
| | Underwriters Lab testing: | | | | | | |
| | | | | | | | |
| comformance w/ applicable Federal and | Yes | Yes | Yes | Yes | Yes. It meets or exceeds | Yes.Federal DOT, NFPA, FMVSS, | Same |
| State Motor Vehicle Safety Standards | | | | | | EPA regs. 80% of 2009 NFPA | |
| | | | | | | updates | |
| vailability of parts. Process and length of | specs | Contact Apollo (dealer) or Sutphen | Maintain a full parts inventory in | LTM maintains a large inventory of | Parts are in stock at service center | Pierce \$3,000,000 in stock parts; | Same |
| time required to obtain replacement parts | | Service. Most parts are in stock | Wyoming, MI and shipments in | parts, all part ordering is complete | in Northville and on the service vans. | Halt \$80,000 parts inventory. Pierce | |
| | | and could be shipped same day or | Michigan are usually one day | on-line by your maintenance personne | If service center is out of stock, they | can ship next day & fabricated parts | |
| | | overnight. Complete stock of service | delivery. | Average shipping is 3-5 days.(Part | are available overnight | in 5 days; 32 Pierce dealer in US; | |
| | | parts & service provided on 24 hour | | Central brochure enclosed) | | 20 yr parts availability for each vehicle | |
| - | | around the clock basis. Company | | | | | |
| | | maintains parts & service for min | | | | | |
| | | period of 20 yrs on each apparatus | | | | | |

| NAME | Ferrara Fire Apparatus Inc. | model manufactured. Apollo Fire Equipment Company | HME/Ahrens-Fox | LTM Fire Equipment | Marion Rescue & Fire Apparatus | Halt Fire, Inc. | Halt Fire, Inc. |
|--|--|--|-------------------------------------|--|--|---|---------------------------------------|
| DDRESS | Holden, LA | Romeo, MI | Alpena MI | Pontiac, MI | Marion, WI | Wixom, MI | Wixom, MI |
| | | | | | , | | |
| Delivery time; Number of days | 210 days | Shield Series Pumpers 6-7 | 270 days from acceptance at | 240-270 days | Pumpers 300 to 360 | Customer Contender:6-7 months | |
| | | Sutphen SL 75 Aerials 12-14 months | HME, Inc. | | Quints 390 to 420 | Comm Contender: 8-9 months | |
| | | Sutphen SL 75 Aerial demo 9/08 | | | | 75' quint: 7-8 months | |
| | | | | | | | |
| Qualifications of staff as instructors | Factory personnel | Due to liability, only allowed to | All are factory employeed and | Staff is factory trained in operation | Chassis & pumps-technicians are | Jim Lee-retired master mechanic fr | Same |
| | | demonstrate the operation of all | trained | and maintenance of all E-One | trained by manufacturer. | Livonia Fire; certified by Pierce manuf | |
| | | aspects of the vehicles | | products | Aerial technician is employed by | as authorized new veh delivery tech | |
| | | | | | manufacturer & trained by manufacture | er | |
| | | B + 12 12 12 12 12 12 12 12 12 12 12 12 12 | T | 1714 : 114 : 14 : 14 : 14 : 14 : 14 : 14 | | | |
| all scope of training | specs | Due to liability, only allowed to | Three days. One day per shift for | LTM will train department in operation | | Pumpers & Aerials: train all operations | Same |
| | | demonstrate the operation of all | operation of the units | and maintenance of pumpers and | | of vehicle by Halt. Aerials: 3 days of | |
| | | aspects of the vehicles; 3 days or | | aerials upon delivery and will stay | | training operations, set-up, overrides, short jacking, etc. by Pierce | |
| | | longer typcially to ensure personnel | | until released by Fire Chief. E-One | | short jacking, etc. by Pierce | |
| | | are familiar w/ operation of different | | provides 3 days factory training with each aerial. | | | |
| | | systems on vehicles inlcuding aerial operations. | | each aenai. | | | |
| | | operations. | | | | | |
| arranty by manufacturer and authorized | see warranty docs and specs | 5 yrs/60,000 miles-apparatus free of | Base Apparatus - 1 yr part & labor | Manf 10 yr stainless steel plump comp | Warranties meet or exceed City's | Warranties supported by Pierce & | Warranty 12 mos free of defects in |
| sales company | 1 yr-entire apparatus | mechanical defects; parts & labor | Cab-rust/corrosion - 10 yrs | Manf 1 yr apparatus | requirements. The service center | completed by Halt, 12,000 sq ft | material and workmanship |
| | 10 yrs- body structure cracking or | costs associated w/ repairs | Frame-structural failure | Manf 10 yr paint and perforation | will handle all warranty calls and | repair facility w 4 mobile repair trks. | Frame rail 50 yrs |
| | corrosion perforation | Lifetime on frame | Water Tank | Manf 10 vr structural | arrange for service | | Engine- 5 years or 100,000 miles by |
| | 4 yr paint/corrosion warranty | 7 yrs on paint | Stainless Piping - 10 yrs | Manf Lifetime - frame | 3 | | Cummins |
| | Chassis Frame Rails-Lifetime | 10 yrs body structural | 10 Yr Body limited warranty | Manf 2 yr standard | | | Cab-10 yrs or 100,000 miles by Pierce |
| | Others: chassis, engine, transmission | | Applicable extended warranties for | , | | | Tank - Lifetime |
| | fire pump, water tank, app body, rust, | | certain major chassis components | | | | Body-10 yrs or 100,000 miles |
| | paint, aerial parts & labor, aerial | components | *This is for custom pumper - Others | | | | Pump-6 yrs |
| | waterway & seals, aerial structure | | per apparatus type (see specs) | | | | Pump Plumbing-10 yrs or 100,000 mi |
| | | | Cummins Warranty-5yrs/100,000 mi | | | | Paint & Corrosion-10 yrs |
| | | | | | | | Roll-Up Doors -Lifetime by A&A Manu |
| | | | | | | | Part - 6 mos |
| | | | | | | | |
| outine maintenance recommended | | Recommended maintenance | All stand fluid changes and | | Annual lube, oil & filter, inspection, air | Binders include complete operation | Same |
| | | schedule will be provided with the | maintenance as recommended in the | | dryer, pump tests, oil changes, main | and maint manuals for both pumper | |
| | | vehicles | owners manual | | drain exercised, primer and valve | and aerial. | |
| | | | | | exercise | | |
| | | | | | | | |
| formation on continuous maintenance | | Apollo Fire Apparatus offers full | Not available | | Service center will provide any and | DOT inspections, eng oil change, | Same |
| and/or service contracts | | service contracts or on an as | | | all needed service and repair for | trans fluid change, aerial inspections, | |
| | | needed basis. | | | apparatus. Although contracts are | prev maint, pump repair, brakes, | |
| | | | | | rarely used, can provide contract | suspension, hydraulic systems, | |
| | | | | | services. | 12 volt electrical | |
| opy of Contract | | No | Yes | Yes | No | | |
| opy of Contract | | NO | 165 | 163 | 140 | | |
| oility to Meet Insurance Requirements | | Yes | Yes | Yes | | | |
| omity to weet insurance requirements | | 103 | 103 | 103 | | | |
| anufacturer's information provided | Yes | Yes | Yes | Yes | | | Yes |
| provided | | | | | | | |
| anufacturer's literature | Yes | Yes, upon delivery of apparatus | Yes | Yes | Yes | | Yes |
| - | | | | | | | |
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| NAME | | The state of the s | 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 |
| COST PROPOSAL | | | | | | | |
| PUMPERS | | | | | | | |
| | \$4.500.470 | # 4 777 005 | M4 F0F 70F | # 4.050 | 055 | M4 040 050 | #4.400.005 |
| Cost for 5 units, custom chassis | \$1,568,170 | \$1,777,385 | \$1,565,725 | \$1,853 | | | \$1,426,295 |
| Cost per unit, custom chassis | \$316,634 | \$335,477 | \$325,145 \$1,450,070 | \$370 | | | \$285,259 |
| Cost for 5 units, commercial chassis | \$1,558,055 | | \$1,459,870 | \$1,518 | | | |
| Cost per unit, commercial chassis | \$314,611 | No Bia | \$299,974 | \$303 | 631 \$325,346 | \$275,569 | ONII V and Table and and |
| | | | Opt: Freightliner MB2106 4-dr comm | | | | ONLY available options: |
| | | | chas w/ Cummins ISC330HP Engine | | | | 425 hp engine |
| | | | 5 units Deduct: \$99,240 | | | | Extended padded engine tunnel cover |
| | | | 1 unit Deduct: \$19,848 | | | | Siren, Federal Q2B(recessed bumper) |
| Additional Cost Options | | | *All pricing for 5, must purchase 5 | | | | Mount Q2B above deckplate |
| Additional Cost Options: | # 000 | # 005 | фоог | | 740 | #00F | Horn button & Pass side foot switch |
| 5 Koehler Responder rechg flashlights,mtd. | \$690 | \$895 | \$835 | | 743 \$841.85 | | Wheel liners stainless 8.25/9.00/rear pr |
| 4 Elkhart pistol grip low pressure nozzles | \$2,716 | \$2,928 | \$3,000 | | 120 \$2,475 | | Wheel cover stainless 8.25" frt pair |
| 3 Elkhart Chief low pressure adapter | \$1,620 | \$1,548 | \$1,725 | | 250 \$2,985 | | Mud flaps w/ Contender logo/frt & rear |
| Diamond plat on painted surfaces in rear | * | NA-Pumper standard; Aerial stainless | | Included | Standard | \$525 for Pumpers/Standard on aerials | |
| 3M Scotch protective stripping | | Included in base; other opts available | | Chevron at Rear \$322 | | \$1,063 | 2-tone cab red and wht top,cust Cont |
| Front suctions | \$6,703 | \$5,562 | \$6,880 | | 315 \$3850/each | | Add hose bed divider |
| Unilock systems on slide out tool system | | NA-quoted upon req Unilock,Pac,alum | | Included | \$1,500 | | Compartment shelf(pick tracks separate) |
| Additional 20 gal foam cell | \$1,439 | \$1,356 | \$1,186 | \$91 | | \$1497 Pumpers \$3286 Aerials | Shelf tracks unpainted |
| Double crosslays slide out trays on hose bd | | Not available w/ pumper aerial config. | | NA | | Speedlays Provided | 500 lb slide out tray fl mnt, w/o sides |
| WilBurt lighting system mtd on roof | \$18,872 | \$15,351 (w/ limb guard) | \$17,725 | \$19,38 | 5.64 \$18,750 | \$13,033 Custom \$11,848 Comm | 500 lb slide out tray, fl mnt, 2" sides |
| | | | | | | Not Available on Aerial | Alum 4-way under tray |
| Pump side gate value on master intake | \$6,322 | \$3577 (Hale MIV) | \$3,280 | \$3,02 | 9.28 \$8,750 | \$5115/ea Passenger Side only | Charger, single sys, Kussmaul 1000 |
| | | | | | | \$4927/each side for Aerial | w/ battery saver |
| AM/FM Stereo/CD frt and rear speakers | \$1,653 | \$979 | \$600 | \$95 | | \$755 Custom \$351 Comm | Charger, single sys, Kussmaul 1200 |
| Auto tire chains | \$3,289 | \$1,763 | \$1,738 | \$3,22 | - 1- 1- | \$2871 Custom \$2970 Comm | Shorelines, Ussmaul Super 15 amp |
| White over red exterior paint | \$3,423 | \$1,378 | \$1,800 | | | \$567 Pumper \$614 Aerial | Red hose bed cover w/ snap fasteners |
| Red exterior paint | * | Single tone paint included | | Included | Included | Included in Proposal Price | Red hose bed cover w/ chk cord & velc |
| Air Ride Suspension | Upon Award | Incl on aerial; not available on pumper | | NA | | Not Proposed | Foam Sys Foam Pro 2001 30 gal |
| 4" frt suction intake through frt bumper | \$6,703 | \$5,562 | \$6,880 | | | \$7235 Custom \$6858 Comm | Foam Sys Foam Pro 1600 30 gal |
| Pump house heater | \$2,150 | \$579 | \$698 | \$1,44 | | | Gauge Foam Level Pierce |
| Auto chassis lube | \$3,901 | \$2438 Vogel Brand | \$2,759 | \$3 | 605 \$2,155 | \$3836 Custom \$3732 Comm | Hard suct hose 2-10" length 6"PVC cl |
| | | | | | | \$3579 Custom Aerial | Hard suct hose troughs, comp top ea sd |
| Synthetic oil in diffentials | \$390 | \$450 | | | 181 \$103/each | \$300 Custom \$39 Comm | Troughs, hard suct hose, top catwalk |
| Rear & side cameras/mtd pump panel | | \$1909 dual camera single monitor | Rear-\$1050 Side \$250 | | | \$1193(1 camera) \$2743 (3 cameras) | Troughs hard suct hor. Hose bed one sd |
| Amber LED traf director in rear | \$1,092 | \$888 | \$800 | \$1,57 | | | Troughs hard suct vert hose bed one sd |
| ResQTec frontliner combo rescue tool | na | Hurst Maverick combo tool \$9464 | NA | | 800 \$10,405 | \$11,640 | Soft suction hose |
| Encl pump panel compt both sides of appar | \$2,878 | | \$4,000 | \$10 | 502 | | Ladder 24' 2 sect, Duo Safety |
| Mechanics Training for certification-war wk | No Charge. Lodging, Meals and | | | NA | | | Ladder 14' roof, Duo Safety |
| | Transportation expenses are | | 2 Nightmaster light system \$1013 | | | Hose Bed Cover Options from \$527 | Ladder folding |
| | responsibility of trainee. | | 4 Opt Scene lights on poles \$3310 | | | to \$3847 | 10' Pike Pole |
| | | | Rear Chevron Striping \$2840 | | | | 8' Pike Pole |
| Trade-Ins: | | | Class B Foam System \$9245 | | | | Reel, booster, over pump DS |
| RH 2 American LaFrance Pumpers | na | No offer at this time | NA | \$176,000 for 2 pumpers/\$88,000 e | ach To be determined | 0 | 3" outlet RH side |
| | | | | | | May wish to negotiate trade-ins | 2.5" inlet for R-hand pump panel |
| Lease Options: | | | | | | | 1 add 2.5" dischge outlet frt of hosebed |
| Availability of Lease Option | Yes | Yes | Yes | Yes | Yes | Yes | Direct 2.5" rear tank fill (pass side) |
| Lease Terms/Copy of Lease | Yes | Yes | Yes | Yes | Yes | Yes | Rear 10" Newton dump valve w/ san cht |
| Pre-Payment Discount Available | Yes | Yes | Yes | Yes | Yes | Yes | Slide out chute for 10" Newton dump vl |
| Terms of Pre-Payment Discount | Upon Award | Customer input required | Yes | Yes | Yes | Yes | Extenda Light Day Maker w/ tele pole |
| | | | | | | | Havis-Shields Magnafire 12v Model 31 |
| Exceptions/Alternates | Multiple Purchase Discount: \$3000 | | Listed Below | | | | Fed Night Fighter w/ Tele pole |
| | per unit discount for purchase of 2 or | | | | | | Honda EM5000 watt generator,panel |
| | more pumper & aerial apparatus | | | | | | Honda EM5000 watt generator, mtd |
| | from RFP based on guidelines as | | | | | | Electric start for generator |
| | stipulated in vendor's proposal. | | | | | | Mnt Dealer to furnish generator |
| | | | | | | | Cir Breaker panel for Dealer generator |
| | | | | | | | Extenda Lite 500 watt, push up |
| | | | | | | | Extenda Lite 1000 watt, push up |
| l | † | | | | | 1 | / L : : : I |

| NAME ADDRESS | Ferrara Fire Apparatus Inc. Holden, LA | | 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 |
|----------------------------------|---|--|------------------------------|---------------|---|--|--------------------------------------|--|
| UINTS | | | | | | | | Extenda Lite, 1500 watt 240 volt, pushup |
| Cost for 2 units, custom chassis | \$987,792 | \$1,224,406 | | \$1,031,672 | \$1,161,370 | \$1,211,582 | \$1,118,960 | Receptacle 15 A 120V twist lock |
| Cost per unit custom chassis | \$496,896 | \$612,203 | | \$525,836 | \$580,685 | | | Receptacle 20A 120V twist lock |
| · | | | | | - | | | Canadian ULC |
| Additional Cost Options | 2 Commercial chassis \$973,028 | Sutphen Stock Unit 232 SL75 | PrePayment Discount | | PrePayment Discount | PrePayment Options | Delete aerial controls @ pump | On-Spot automatic tire chains |
| | 1 Commercial chassis \$489,514 | available delivery in Sept 08. | Custom Pumper | | *Prepayment of 10% or \$25,000 | Engine: \$8944/each | panel Subtract \$6227 | |
| | | Unit Cost - as is \$565,073 | | 10,823 | within 30 days of order or contract | \$15,180/each | Delete remote monitor controls | |
| | | Contact Apollo for additional info and | 50% Prepayment \$5 | 5,578 | date: aerial product - 5% of dealer | Multiple Discount Per Unit \$6500/per | at the P/P Subtract \$1306 | |
| | | full specifications | Commerical Pumper | | net price at time of invoice; other | | Auto lube system for aerial device | |
| | | | | 9,985 | product 4% of dealer net price at time | | Add \$2189 | |
| | | | | 4992 | of invoice Or simple interest at an | | Breathing air system @ tip w/ 2 | |
| | | | 75' Aerial Quint | | annual rate of 5% from day funds are | | masks Add \$7343 | |
| | | | | 17,503 | received until unit delivery at factory | | Quick lock water way Add \$3487 | |
| | | | | 9.852 | | | Cust Chass-Pay upon delivery to | |
| | | | *Discounts are per unit | | | | Pierce \$156,741 (4-5 mos) | |
| | | | | | | | Deduct: \$4702 | |
| ease Options: | | | | | | | 100% upfrt Deduct: \$10,865 | |
| 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 | |
| Pre-Payment Discount Available | Yes | Yes | Yes | | Yes | | made \$64/day is charged. | |
| Terms of Pre-Payment Discount | UponAward | Upon Request-example 25% down | Yes (see above) | | Yes | | Comm chass 100% upfr Ded: \$8960 | |
| | | within 30 days of signed contract | | | | | Aerial cust pay upon const to | |
| | | deduct \$8761. | | | | | Pierce Deduct: \$6353 | |
| | | | | | | | Pay aerial device upon const to | |
| | | | | | | | Pierce Deduct \$3261 | |
| | | | | | | | Upfrt 100% Deduct \$21,793 | |
| xceptions/Alternates | Demo aerial - \$438,853 | See specifications | Hold prices 60 days only | | Hold Harmless | Replacement parts available from | Enclosed pump panels are not | |
| xceptions/Aitemates | Based on availability per vendor's | See specifications | Comm Chassis 1 vr warra | | Largest available engine is Cummins | Marion for 20 years | available on cust or comm pumper | |
| | specification | | and 3 yr warranty on body | . , | ISC-330-330 HP@2000 RPM | Walloff for 20 years | Pierce offers training class for | |
| | *Pricing good for 60 days (4/10) | | Payment Net at Delivery | | Allison EVS3000 Transmission | "See Attached" | mechanics although Pierce would | |
| | Fricing good for 60 days (4/10) | | comm-turning rad 28.9' L/ | | 10" front bumper instead of 12" | Engine Options List provided w/ costs | prefer that auth serv ctr (halt) | |
| elivery: | | | cust-turning rad 26.8'/bur | | 4 red/wht dome lights | at end of Tab #2 | conduct warranty repairs. Class does | |
| clivery. | | | Allison 3000 EVS supplied | | Cab layout not sufficient space for | at crid of Tab #2 | not certify. Cost \$750 per class + | |
| | | | FireComm brand intercon | | full height medical cabinet | | trans, hotel, meals, etc. | |
| | | | Frt compt & lid=aluminum | | Frt Jumpline Compartment w/Lid - | | trans, noter, means, etc. | |
| | | | approved diamond plate f | | alum tray w/ alum diam plate lide | | | |
| | | | Gortitle Roll-up doors | io. ctop | and stainless steel hinge | | | |
| | | | Rear door will be roll-up | | Hale 5.0 Foam Logics System | | | |
| | | | Rescue tool rollout tray br | rackets are | Cord reel mounting inside pump | | | |
| | | | proposed \$1000 allowar | | module on officer's side to free up | | | |
| | | | 24" deep compartments/n | | compartment space | | | |
| | | | Foam tank cell is separate | te tank | Hydraulic reels in rear compartments | | | |
| | | | Double Crosslay hosebed | d 75" off | Zolatone finish on compartments | | | |
| | | | ground/removeable trays | =\$4400 | coating instead of Rhino Liner | | | |
| | | | 2 Cast products brand 20 | 00 watt siren | Compartment Power Vents instead of | | | |
| | | | speakers | | duct work | | | |
| | | | Included 2 hydrauic reels, | | Double Crosslay slide out tray is not | | | |
| | | | For discounts all trks sam | | available on E-One products | | | |
| | | | Class B proportioner/cont | | Opt Pricing 2 LTA501C-TCO 12 volt | | | |
| | | | Air ride suspension not av | | 300 watt lighthead - \$1100/each | | | |
| | | | Syn oils where not void m | nanu war. | 4 Optimum Scene Lights-can only | | | |
| <u> </u> | | | Quints: | | provide 2-Opt pricing \$1352/each | | | |
| | | | 115' port ladder-no ISO ci | | Air ride suspension is not available | | | |
| | | | 110 volt outlet ladder tip/r | no elec reel | | | | |
| | | | | | | | | |
| elivery: | 210 days -Freightliner pumpers | | 270 days from acceptance | ce at | 240-270 days | Pumpers 300 to 360 | Customer Contender:6-7 months | 121-143 working days after receipt of |
| | | Sutphen SL 75 Aerials 12-14 months | HME, Inc. | | | Quints 390 to 420 | Comm Contender: 8-9 months | order & acceptance from Pierce |
| | 270 days-Freightliner 77' aerial | Sutphen SL 75 Aerial demo 9/08 | | | | | 75' quint: 7-8 months | |
| | 210 days-Intruder custom 77' aerial | | | | | | | |

| | 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 | Yes | Yes | Yes | Same |
| | | | same time; Single unit extended | | | | |