ADDRESS	Diffehireh DA		Desired Mil) ,
	1 : 125 ci gii, i D	Alici Male, Mi	Salitora, IVII	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	Hamlin Twp FD (Eaton Rapids)	US Army, US Navy, US Marine Corp	Albine Twp FD
	Canton Twp FD	Grass Lake Twp FD	Ottawa FD	Battle Creek FD
	Dearborn FD	Napoleon Twp FD	Venezuela, South America	Home Twp VFD
	Dearborn Heights FD	Leoni Twp FD	Savannah FD	Newton Twp FD
	Centerline FD	Parma-Sandstone FD	Novi FD	Southfield FD
	Grand Haven Twp FD	Harbor Springs FD	Saginaw FD	Troy FD
	Taylor FD	Topinabee Twp FD	Casper FD (WY)	Plymouth Community FD
	Garden City FD	Walker FD	Cobb County FD (GA)	Toivola Vol Fire Dept
	Inkster FD	Michanan FD	Salem Oregon Fire	Zeeland FD
	Michigan State Police Bomb Squad	Cassopolis FD	Petroleos Brasileiros (Brazil)	Los Angeles FD
######################################	Michigan National Guard 51st WMD CST	Grand Traverse Metro Fire	SK Oil Refinery (S Korea)	Birmingham FD
		Walled Lake FD	Panama City FD	Virginia BeachFD
			Intel Philippines	Hillsborough County FD
			NPCC - United Arab Emirates	Richmond FD
100 mm - 100			Beijing FD	And the second s
		7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Hynix ST. Semiconductor Ltd - China	
			CNOOC China	
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	Scott Air Pak 50 4500	Viking SCBA, DXL & Z-Seven Models	Totally re-designed SCBA meet NFPA
	Demand Valve, Backplate and harness	2002 NFPA compliant w/ Ric	NIOSH/NFPA 2007 Edition (9/1/07)	198l/2007 edition "Warrior"new design
a contraction of the contraction	assembly, Cylinder and valve assembly,	Standard regulator w/ viberavert	ISI full facemask assembly	features
10 mm/s /	Chest mounted gauge, 1st stage mounted	Optional CBRN regulator, duel EBSS	AirswitchTM Regulator (2 opts available)	
	alarm whistle, Integrated personal alert	Carbon Cylinders: 45 min or 60 min	End of Service Indicators	1970 - 19
	safety system, Pull forward waist belt,	Optional integrated pass device	Backframe and Harness	1 — //
	Heads up display, Rapid intervention	Facepiece		
	universal airline coupling, Comfort harness			
	with lumbar support, Buddy breather/		**************************************	
	airline connection (optional)			

NAME	Draeger Safety, Inc.	West Shore Fire, Inc.	Douglass Safety Systems, LLC	Douglass Safety System, LLC
ADDRESS	Pittsburgh, PA	Allendale, MI	Sanford, MI	Sanford, MI
Description of Services	Draeger Safety will provide initial fit	Delivery; set-up including battery	80 vrs prof quality & service	
	testing with a porta	installation & cylinder installation	ISI Regional sales mgrs qualified/training	- Control of the Cont
		system check.	Toll free tech support line	### (Fig. 1)
	THE PROPERTY OF THE PROPERTY O	Functional testing, complete operation	Viking donning & doffing video	
		training, warranty & service.	Continual product updates	And the second s
			ISI product training classes	
			On-line warranty registration	
			ISI authorized service ctrs throughout US	CONTRACTOR
			Total manuf/cust dedication & commitment	
			Master distributor, Douglass Safety will	and the state of t
			provide on going local support w/ factory	
			trained reg rep. ISI Trust Serv Ctr &	
			training facility	7-14-10-10-10-1
SCBA Physical Attributes	Technology based on field proven high	Dual valve pressure reducer w/ warning	Breathes easy w/ less effort w/ design of	Manuf after 9/1/07, re-design articulated
	performance pneumatic system; lifetime	device fail safe pneumatics	airswitch & second stage regulator;	alum back frame w/ 3 backpack sizes
	warranty; Panorama Nova mask if field	Pneumatically operated warning devices	streamlined to avoid potential entanglement	
	proven for fit and comfort - most widely	Lowest cost maintenance air pack on	Clam shell design protects functional	
	used around the world; reliable, easy to	the market	features, feels comfortable, unhampered	attachmts up to 1000 lbs of pull force
######################################	use and maintain, durable, ergonomic	Longest warranty in air pack business	movement due to design and integration	in 3 different positions to aid in rescue
	designed mechanical system w/ less		w/ firefighter's body, used easily and	scenarios
	stress on back & shoulders, light weight		requires little focus on the donned	The property of the control of the c
	carbon composite one-piece back plate		apparatus	AV - VV - VV - VV
	conforms to back shape, suspenders			7/2/20
	removes weight from shoulders; first stage			
	reduce gives fail safe design for all			
manarannumana manarannumining qi tefeferini s'amstekshiristimasi febablist tamsiskandamananan asana astabili f	breathing air needed, pressure indications		To a second and the s	
A-A-A-A-A-A-A-A-A-A-A-A-A-A-A-A-A-A-A-	inside mask & rapid intervention universal			Appropriate Authority Communication Communic
	airline couping for rescue of downed			The state of the s
	firefighter, opts & accessories, NFPA appr			
Manufacturers/Years Authorized	Draeger Safety. Distributor involves in	Scott Health & Safety - 20 years	Avon - ISI - 13 yrs	Fall, 2005 - Survivaire
	pressure vessel testing in Clinton Twp and		Survivaire - 2 yrs	
	has been a distributor for over 15 years.			

Why products will best meet City's needs				
oducts will best meet City's needs				
	Most cost efficient unit on the market;	Scott offers air pack for every FD application	Easily serviced in field, fewest moving	Affordable initial purchase investment
The second control of	lifetime limited warranty; no overalls on	Simple operation, easy to maintain, lowest		and cont low cost of ownership.
made/priming prime and a second secon	first stage reducer and very little spare parts		performance and lowest cost of ownership,	re-design SCBA features, one of most
	equal cost of ownership over the years		facepiece unsurpassed in peripheral	clean and streamlined designs thus
	save money	in the market	vision, manuf & distributor training,	eliminating entanglement hazards
			modular design in hs maintenance	////mm/y/m/y/milli
Certified to Repair	Regional Sales Manager - 10 yrs is	Yes, for the life of the pack and beyond	Douglass Safety is an Avon-ISI	Douglass Safety is factory authorized
	certified to repair; Pressure Vessel is an		Factory authorized trust service center -	repair and training center
To present the forms of the second se	authorized service center for Draeger Safety		four in US	since acquiring Survivair
		AV.		
Repair Work	See above	NA	For assistance beyond trained	
			department personnel	
			Facility Licensed Distributor, Sales Rep	
Vision American Company and Associated to the Company and Associat			is local DSS, regional sales rep, AVON	
			ISI customer care via 800 number	
		100 mm (100 mm	Turnaround time runs 1 week unless	Available of the state of the s
	Programme to the state of the s		electronic repairs, then sent to Avon-ISI	The state of the s
The state of the s			Repair Facility - 2 weeks	
			2-3 days GA facility for 3 techs/1 rep factory	
Delivery Time	Depends on NFPA approval process. If	60-90 days	8-12 weeks	60 days after receiving required certification
	approved by Sept 1st, delivery in 4 to 6			
	weeks			
Staff Qualifications as Instructors for Training	Regional Sales Manager with Draeger for	Sales staff trained by Scott Health & Safety	AVON-ISI staff quals: reg mgr/upper	Douglas Safety have concluded Survivair's
	10 years w/ several yrs of operational		midwest 5+ yrs exp in SCBA, respiratory	Gold Distributors Factory Sales Rep
	training w/ the fire service		protection and fire equipment. 10 yrs	Training & local on-going training w/
			firefighter.	Factory Rep.
en e				

NAME	Draeger Safety, Inc.	West Shore Fire, Inc.	Douglass Safety Systems, LLC	Douglass Safety System, LLC
ADDRESS	Pittsburgh, PA	Allendale, Mi	Sanford, MI	Sanford, MI
Full scope of training to be provided to City Staff	Initially is operational training - will work	Complete overview of pack and	Manuf & distributor training available	In service training by Douglass Safety
7,000	w/ staff until they are comfortable wearing	operational features; proper installation	throughout the yr to assist fire depts in	Systems - will train all shifts in proper
	and breathing. Second is a Level II class		up-to-date maintenance techniques &	donning/doffing of apparatus and care,
	for three people of City's choice. Course		procedures. Training provided at factory at	cleaning, pre-use, post use inspections
	for maintenance and repair.	check procedures; one-on-one	TRUST Serv Ctr and when arranged at	10 A A A A A A A A A A A A A A A A A A A
		operational training of air pack	customers service facility	
1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			Will train all shifts in proper donning and	72/AAA
			duffing apparatus, care, cleaning, pre and	Property and the second
**************************************			post use inspections and technical training	
			at location of choice.	
Warranty	lifetime on SCRA components first stone	4 Voor wormsty on all placement		
	and second stone radiusers back plate	o Voor morrowty on the most of the most	10 yla oli componenta	waller occa is year illacatage
1)	and second stage reducers, back plate,	o real wallality of the	i yr on electronics	pressure reducer-lifetime, cylinder-15 yrs,
**************************************	namess, cylinder & valve (not consumables)			PASS device-3 yrs, heads-up display-2 yrs,
	10 yrs-all elastomer parts; 3 yrs HUD	assembly		communication opts-1yr, Pathfinder-1 yr.
Routine Maintenance	Visual inspection after use; functional	Yearly flow/functional testing	Normal routine visual inspection for normal	Annual Flow Test Only
	& leak test after use; flow test once a year,		wear, normal decon of entire facepiece.	and the second of the second o
10 to	hydro cylinders every 5 years, Molykofa		Facepiece can be totally submerged as	Addelin
	demand valve connector open as required		electronics are sealed, once a year	
			Monthly periodic maintenance	
				1 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1
Continuous Maintenance/Service Contracts		Only maint reqd by Scott is annual full	I wo available maintenance programs:	In-house maintenance and dynamice flow
		function test. If any repairs detected will	Silver Plan for depts w/ ISI cert techs at	test of SCBA's at \$45/SCBA by Douglass
		be made. If pack passes function test	\$55 per SCBA	Safety Systems
A CONTRACTOR OF THE CONTRACTOR		will be put back in service immediately.	Gold Plan - all testing and work provided	
	The state of the s	Test can be performed at customer location		4.6
CODY OF CONTRACT		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 Authurn Hills Rochester and	Evtood to Auburn Hills Poshester and
	**************************************	1,100	Oakland Township ONLY	Oakland Township ONI V
				Castain Township Civil
		_		

NAME	Draeger Safety, Inc.	West Shore Fire. Inc.	Douglass Safety Systems 110	Douglass Safety System 110
ADDRESS	Pittsburgh, PA	Allendale, MI	Sanford, MI	Sanford, MI
COST PROPOSAL:				
2007 PRICING:				
SCBA			Autorition	and the second s
Unit Pricing	\$4,338.90	\$3.968.01)1 \$4.500.00	00 \$3,400.00
Price for 50 units	\$216,945	\$1	\$2	9
Additional SCBA Units				A A A A A A A A A A A A A A A A A A A
Unit Pricing	\$4338.90 (includes spare cylinder)	\$3,968.01	\$4,500.00	00 \$3,400.00
SCBA complete unit w/ 10 min escape bottle		7,000		
Unit Price	\$881.00	\$1232.85 (Less face piece)	\$1,350.00	00 \$830.00
Price for 6 units	\$5,286.00			(
Additional SCBA Units w/ 10 min escape bottle			AV	
Unit Pricing	\$881.00	\$1232.85 (Less face piece)	\$1,350.00	00 \$830.00
RIT packs w/ cylinder & associated airlines				
Unit Pricing	\$1,328.24	\$1,285.50	\$1,250.00	
Price for 4 units	\$5,312.96		AVVIII COMMISSION COMM	00 \$5,828.00
RIT packs w/ cylinder & associatedairlines	777			
Unit Pricing	\$1328.24 (includes 60 minute cylinder)	\$1,285.50	50 \$1,250.00	00 \$1,457.00
2008 PRICING				
SCBA				
Unit Pricing	\$4,338.90	\$4,206.10	\$4,620.00	00 \$3,400.00
Price for 50 units	\$216,945	\$2	\$2	
Additional SCBA Units			A Mary Conference of the Confe	The state of the s
Unit Pricing	\$4,338.90	\$	\$4,620.00	00 \$3,400.00
SCBA complete unit w/ 10 min escape bottle				
Unit Price	\$881.00	\$1,306.85	\$1,400.00	00 \$830.00
Price for 6 units	\$5,286.00		The state of the s	ę
Additional SCBA Units w/ 10 min escape bottle				A STATE OF THE STA
Unit Pricing	\$881.00	\$1,306.85	35 \$1,400.00	00 \$830.00
RIT packs w/ cylinder & associated airlines				100000000000000000000000000000000000000
Unit Pricing	\$1,328.24	\$1,362.65	1000	00 \$1,457.00
Price for 4 units	\$5,312.96		\$5,160.00	
RIT packs w/ cylinder & associatedairlines				
	\$4 308 0A	\$1 362 65	\$1 290 00	20 27 457 00

NAME ADDRESS	Draeger Safety, Inc. Pittsburgh, PA	West Shore Fire, Inc. Allendale, MI	Douglass Safety Systems, LLC Sanford, MI	Douglass Safety System, LLC Sanford. MI
		Airiuaic, Hi	Salliord, WI	Santoro, MI
Optional Equipment & Accessories				The state of the s
PN#139019 Buddy Breather Assembly			07 - \$156 08-\$160	07 - \$176 08 - \$176
PASS Option		1 0,000		
PN#136001 Spec Kit (Lens not included)				
Pathfinder Locating System on unit			000000	07 - \$396 08 - \$396
Tracker for Pathfinder System	1 ₂ -1 ₄			9
Exit Beacon for Pathfinder System	7/1997g-7-1-1			
Auxiliary Beacon for Pathfinder System	7/18/7/	haranan a an		
Install Voice Amplifier				
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
Address and the contract of th	Second Stage Reducer - do not have an	an	facemask w/ built in Demand Valve.	The state of the s
	air-saver switch		Removeable Demand Value also available	
			and no additional charge	100 April 100 Ap

Romeo, MI Business 38 years 38 years 203 clients 203 clients Adrian FD Augusta Two FD Businest Two FD Businest Two FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal At remade FD British FD Clinton FD Detroit Arsenal Mide view "ultra elter facepiece One way inhalation check valve Swiveling lumbar pad High visability reflective shoulder pads Rec fitting Indegrated PASS CERN Protection HUD display	NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
A 38 years A 38 years 203 clients Adrian FD Augusta Twp FD Beaverton Area FD Billings Twp FD Billings Twp FD Clinton FD Detroit FD Detroit Arsenal Potential Arsenal Wide view "ultra elite" facepiece One way inhalation clack valve Swiveling umbar pad High visability reflective shoulder pads Clarkn Protection HUD display HUD display	ADDRESS	Romeo, MI	Romeo, MI	Chesterfield, MI
A 38 years Adrian FD Adrian FD Augusta Twp FD Beaverton Area FD Bellings Twp FD Bilings Twp FD Clinton FD Detroit FD Detroit Arsenal Yees 7 full/5 part time employees Wide view "ultra elite" facepiece One way inhalation check valve Swiveling tumbar pad High visability reflective shoulder pads CBRN Protection HUD display HUD display HUD display	V	300		
Ints ar services 203 clients Adrian FD Augustia Twp FD Augustia Twp FD Beaverion Area FD Billings Twp FD Boils Blanc Island Bruce Twp FD Clinton FD Defroit FD Defroit Arsenal Tull/5 part time employees Wide view "ultra elite" facepiece 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 HUD display		30 years		5/ years
ar services Adrian FD Amada FD Amada FD Augusta Twp FD Beaverton Area FD Billings Tup FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit Arsenal 7 full/5 part time employees Wide view "ultra elite" facepiece One way inhalation check valve Swyeling lumbar pad High visability reflective shoulder pads Ric fitting Integrated PASS CBRN Protection HUD display	Years providing SCBA	38 years		57 years
Adrian FD Armada FD Augusta Twp FD Beaverlon Area FD Bellings Twp FD Boils Blanc Island Bruce Twp FD Clind FD Detroit FD Detroit FD Detroit Arsenal 7 full/5 part time employees Wide view "ultra elite" faceplece One way inhalation check valve Switveling lumbar pad High visability reflective shoulder pads Ric fitting Ric GRN Protection HUD display	Current clients similar services	203 clients		475-600 clients
Adrian FD Augusta Twp FD Beaverton Area FD Billings Twp FD Billings Twp FD Billings Twp FD Billings Twp FD Clinton FD Detroit FD Detroit Arsenal Provide view "ultra elitte" facepiece One way inhalation check valve Swiveling lumbar pad High visability reflective shoulder pads Ric fitting Integrated PASS CBRN Protection HUD display Addisonability and the shoulder pads CBRN Protection HUD display			1,	
Armada FD Augusta Twp FD Beaverion Area FD Billings Twp FD Boils Bland Bruce Twp FD Boils Bland Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal 7 full/5 part time employees 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 HUD display	List of last 10-15 clients	Adrian FD		Grand Rapids FD
Augusta Twp FD Beaverton Area FD Billings Twp FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal 7 full/5 part time employees 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		Armada FD		Ann Arbor FD
Beaverton Area FD Billings Twp FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal 7 tull/5 part time employees Wide view "ultra elite" facepiece One way inhalation check valve Swiveling lumbar pad High visability reflective shoulder pads Ric fitting Integrated PASS CERN Protection HUD display		Augusta Twp FD	7/2/2/2/2 data data data data data data data dat	Comstock Twp FD
Billings Twp FD Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal 7 full/5 part time employees 7 full/5 part time employees Wide view "ultra elite" facepiece One way inhalation check valve Swiveling lumbar pads High visability reflective shoulder pads Ric fitting Integrated PASS CERN Protection HUD display		Beaverton Area FD		Sterling Heights FD
Bois Blanc Island Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal 7 full/5 part time employees 7 full/5 part time employees 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		Billings Twp FD		Eastpointe FD
Bruce Twp FD Clinton FD Detroit FD Detroit Arsenal Detroit Arsenal Project Arsenal Detroit Arsenal Detroit Arsenal Detroit Arsenal Detroit Arsenal Project Arsenal Project Arsenal Artill/5 part time employees 7 full/5 part time employees 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		Bois Blanc Island	7///	Roseville FD
Clinton FD Detroit FD Detroit Arsenal Detroit Arsenal Project for a capiece Vide 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		Bruce Twp FD	Automotive	Niles FD
Detroit FD Detroit Arsenal Politic Arsenal 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 HUD display		Clinton FD		Belleville FD
Detroit Arsenal Detroit Arsenal Detroit Arsenal Detroit Arsenal Detroit Arsenal Full/5 part time employees Vide 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	de la companya de la	Detroit FD	-//dddm.a	Denton Twp FD
yees 7 full/5 part time employees 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		Detroit Arsenal		Trenton FD
yees 7 full/5 part time employees 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 HUD display				Scio Twp FD
yees 7 full/5 part time employees 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				
yees 7 full/5 part time employees 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				
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	1 = 3			
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	rull/Part Time Employees	/ ruil/5 part time employees		63 full time/8 part time employee
alation check valve mbar pad y reflective shoulder pads ASS ction	Description of SCBA	Wide view "ultra elite" facepiece		Cylinder & value assembly 4500 psi, 45 Min
nbar pad y reflective shoulder pads ASS ction		One way inhalation check valve		carbon fiber, full facepiece assembly, auto
y reflective shoulder pads ASS ction		Swiveling lumbar pad		dual pressure reducing regulator, removeab
ASS	- Commission of the Commission	High visability reflective shoulder pads		facepiece mtd, pos pressure breath reg,
ASS	40° A Company of the	Ric fitting		purge valve, harness, backfrm assembly,
ction		Integrated PASS		shoulder strap, remote gauge, heads-up
	**************************************	CBRN Protection		HUD alarm, rapid intervention crew/universal
NIOSH che nuclear ste opt, Pak A		HUD display		air connection, voice amplifier, certified
opt, Pak Al		to a company c		NIOSH chemical, biological, radiological &
opt, Pak Al Pressure F				nuclear standard, includes buddy breathing
Pressure F	A Company of the Comp			opt, Pak Alert, Pass Device, Voice amplifier,
				Pressure Reducer

NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
ADDRESS	Romeo, MI	Romeo, MI	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
		Fig. (2) Committee (1) And	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,		Harness & backframe: lightwgt-alum, lumbar
	w/ chest strap, swiveling lumbar support,		support style. Seat belt type attachment
	45-min carbon stealth (4500 Psi 66 cubic	To district the same	Cylinder & value: value is fail open type of
	feet cylinder) Firehawk MMR PTC with	T TO THE TAXABLE PROPERTY.	forge alum. Cylinder is 4500 psi, 45 min
	threaded-connect, ultra elite facepiece w/		duration carbon fiber. Facepiece: 3 diff sizes
	nosecup & neck strap, pressure gauge		Single, replaceable lens of non-shatter
- 1	only URC, HUD and clean command		type polycarbonate material. Kevlar head
	communication system, integrated	The state of the s	harness w/ 6 pt suspension.
	computer module and PASS device		
Manufacturers/Years Authorized	MINE Safety Applicances - 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

NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
ADDRESS	Romeo, MI	Romeo, MI	Chesterfield, MI
Why products will best meet City's needs	Cross contamination protection		Cost of ownership. Scott requires flow test
	Comfort and ease of use		every 2nd yr w/ no regularly scheduled
	CBRN positive protection	7.0000000000000000000000000000000000000	overhaul. Warranty. Convertability: AV-3000
	Best in class electronics	200	facepiece fully interchangeable w/ Scott
	Light Weight/Full service comfort		full line SCBA, air-supplied, respirators,
	Low Cost of Ownership		comm products, upgradeable, service
Certified to Repair	Yes, 38 years		Yes, since 1997. 2 service ctrs in MI -
			Chesterfield & Byron Center.
Repair Work	N/A		Currently 3-5 day turnaround time for
			service on SCBA's
COLLA TILLIC	ושם מונכו ופניפוטו טו טומפו מונכו	The state of the s	rei ilialiui. o- lu weeks aliei appiluvai
	implementation of 2007 standards		notification is received from NFPA
Staff Qualifications as Instructors for Training	Qualified by manufacturer with		One of seven Scott-auth techs will co-
	certificate		instruct w/ Fire Serv Sales Mgr, who has
Market and the second of the s			20 yrs firefighting exp & holds officer
			position w/ Michigan dept.
(A)			

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		Start-up training-use, care & maintenance &
Apply and defined the second of the second o	per specs		common issues to avoid. Field maintenance
			covers basic repairs of 2.2, 3.0 & 4.5 air-pak
			regulator harness assembly, AV2000/3000
		C. C	facepieces and cylinder valve.
			Scott Tech Level course is available for
	20.14	The state of the s	depts w/ PosiChek & Scott specific software
			Signed contrct for advanced level service
			required w/ Scott before course is provided.
Warranty	Airmask & parts-lifetime, facemask,breath		SCBA warranty is 10 yrs (1981-2007 Edition)
	tube, harness, nosecup-5 yrs, electronic		Except for pressure reducer, which is covered
	comm-1yr, heads-up display-1yr, ICM Tx-		for 15 yrs. Electronic components warranteed
	2 yrs, batteries-NA		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 inspecton of SCBA according to
			manufacturer's recommendations
Continuous Maintenance/Service Contracts	Prev Maint Policy related to 3 broad		Argus-Hazco provides this service and can
	categories of use		customize a service contract based on the
			number of SCBA's, increments of service
		3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	and on-site vs. in-house service.
Copy of Contract	Yes		No
Ability to Meet Insurance Requirements	Yes	The state of the s	Yes
Manufacturer's name, model, service manual	Yes		Yes
Manufacturer's Literature	Yes		Yes
Will Exterior Contract to Mili N	Yes		Yes

## Integrated comp mod and PASS device \$4,100.00 \$2,750.00 \$2,750.00 \$2,750.00 \$2,750.00 \$3,750.00 \$3,750.00 \$3,750.00 \$3,750.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,000.	initial purch-min quantity per specification			
W// integrated comp mod and PASS device \$4,100.00 \$4,750.00 \$237,500.00 \$4,1750.00 \$4,1750.00 \$4,1750.00 \$4,1750.00 \$4,1750.00 \$4,1750.00 \$4,1750.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,3200.00 \$1,3200.00 \$1,3200.00 \$1,3200.00 \$3,300.00 \$4,478.50* \$4,478.50* \$6 off manuf List \$6 off manuf List \$6 off manuf List	*Includes no chrg spare cylinder; promo for			
## W/ integrated comp mod and PASS device \$4,100.00 \$237,500.00 \$3,835* \$205,000.00 \$4,750.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$4,478.50* \$4,478.50* \$6 off manuf List \$3,300.00 \$4,478.50* \$6 off manuf List \$3,000.00 \$4,478.50*	\$2,033.75		NA	Unit Pricing
### Wintegrated comp mod and PASS device \$4,100.00 \$4,750.00 \$3.835* \$4,100.00 \$4,750.00 \$3.835* \$4,100.00 \$4,750.00 \$3.835* \$4,100.00 \$4,750.00 \$3.835* \$1,670.00 \$1,670.00 \$10,020.00 \$10,020.00 \$10,020.00 \$13,200.00				RIT packs w/ cylinder & associated airlines
## Wi integrated comp mod and PASS device \$4,100.00 \$47,750.00 \$3,835° \$205,000.00 \$4,750.00 \$3,835° \$4,100.00 \$4,750.00 \$3,835° \$4,100.00 \$4,750.00 \$3,835° \$4,100.00 \$4,670.00 \$4,670.00 \$4,670.00 \$4,670.00 \$4,670.00 \$4,670.00 \$4,478.50° \$2,670.00 \$3,300.00 \$4,478.50° \$2,670.00 \$2,670.00 \$4,478.50° \$2,670.00 \$2,670.00 \$4,478.50° \$2,670.00 \$4,4	\$8,135.00		20% off manuf List	Price for 4 units
Wi integrated comp mod and PASS device \$4,700.00 \$4,750.00 \$3,835*	\$2,033.75		NA	Unit Pricing
W/ integrated comp mod and PASS device \$4,100.00 \$4,750.00 \$3,835* \$2205.000.00 \$237,500.00 \$3,835* \$2205.000.00 \$237,500.00 \$3,835* \$4,750.00 \$3,835* \$4,750.00 \$3,835* \$4,750.00 \$3,835* \$4,750.00 \$3,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$4,478.50* \$4,478.50* \$226 \$6 off manuf List				RIT packs w/ cylinder & associated airlines
## W/ integrated comp mod and PASS device \$4,100.00 \$41,750.00 \$3.835* ## \$205,000.00 \$4,750.00 \$3.835* ## \$4,100.00 \$4,750.00 \$3.835* ## \$4,100.00 \$4,750.00 \$3.835* ## \$4,100.00 \$1,670.00 \$1,670.00 \$3.835* ## \$1,670.00 \$1,670.00 \$3.300.00 \$	\$1,195.00		NA	Unit Pricing
### W/ integrated comp mod and PASS device \$4,100.00 ### \$237,500.00 #\$3,835* \$205,000.00 \$4,750.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$1,670.00 \$1,670.00 \$3,835* \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,478.50* 6 off manuf List				Additional SCBA Units w/ 10 min escape bottle
## W/ integrated comp mod and PASS device \$4,100.00 \$237,500.00 \$3,835* \$4,100.00 \$237,500.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$1,670.00 \$1,020.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$4,478.50* \$6 off manuf. List \$3,300.00 \$4,478.50*	\$7,170.00		20% off manuf List	Price for 6 units
W/ integrated comp mod and PASS device \$4,100.00 \$4,750.00 \$3,835* \$205,000.00 \$237,500.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$10,020.00 \$10,020.00 \$10,020.00 \$10,020.00 \$3,300.00 \$13,200.00 \$13,200.00 \$13,200.00 \$33,300.00 \$33,300.00 \$33,300.00 \$33,300.00 \$4,478.50* 6 off manuf List \$3,300.00 \$4,478.50*	\$1,195.00		NA	Unit Price
## W/ integrated comp mod and PASS device \$4,100.00 \$4,750.00 \$3,835* \$4,100.00 \$237,500.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$1,670.00 \$10,020.00 \$1,670.00 \$10,020.00 \$1,670.00 \$13,200.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$4,478.50* \$4,478.50*				SCBA complete unit w/ 10 min escape bottle
\$4,100.00 \$4,100.00 \$4,750.00 \$2205,000.00 \$4,750.00 \$4,750.00 \$3,835* \$4,100.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$3,300.00 \$3,300.00 \$4,478.50* \$4,478.50*	\$4,478.50*	3 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	20% off manuf List	Unit Pricing
## W/ integrated comp mod and PASS device \$4,100.00 \$237,500.00 \$3,835* \$205,000.00 \$237,500.00 \$3,835* \$4,100.00 \$4,750.00 \$3,835* \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$1,670.00 \$3,300.00 \$3,300.00 \$13,200.00 \$13,200.00 \$3,300.00 \$3,300.00 \$4,78.50* \$4,478.50*		The state of the s		Additional SCBA Units
## W/ integrated comp mod and PASS device \$4,100.00 \$4,750.00 \$3.835* \$205,000.00 \$4,750.00 \$3.835* \$4,100.00 \$4,750.00 \$3.835* \$1,670.00 \$1,67			20% off manuf. List	Price for 50 units
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$4,750.00 \$1,670.00 \$10,020.00 \$1,670.00 \$13,300.00 \$3,300.00 \$3,300.00 \$3,300.00	\$4,478.50*		NA	Unit Pricing
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$10,020.00 \$1,670.00 \$13,300.00 \$3,300.00 \$3,300.00				SCBA
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$10,020.00 \$1,670.00 \$13,300.00 \$3,300.00 \$3,300.00				2008 PRICING
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$10,020.00 \$1,670.00 \$13,200.00 \$3,300.00 \$3,300.00				
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$13,200.00	\$1,065.25	\$3,300.00	\$3,300.00	Unit Pricing
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00 \$13,200.00		The state of the s		RIT packs w/ cylinder & associatedairlines
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$1,670.00 \$1,670.00 \$1,670.00 \$3,300.00	\$6,421.00	\$13,200.00	\$13,200.00	Price for 4 units
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$4,750.00 \$1,670.00 \$1,670.00	\$1,605.25	\$3,300.00	\$3,300.00	Unit Pricing
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$4,750.00 \$1,670.00 \$1,670.00 \$1,670.00		Total Action Control C		RIT packs w/ cylinder & associated airlines
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$4,750.00 \$1,670.00 \$10,020.00	\$1,097.80	\$1,670.00	\$1,670.00	Unit Pricing
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$4,750.00 \$1,670.00 \$10,020.00				Additional SCBA Units w/ 10 min escape bottle
W/ integrated comp mod and PASS device \$4,750.00 \$3,835* \$237,500.00 \$4,750.00 \$3,835*	\$6,586.80	\$10,020.00	\$10,020.00	Price for 6 units
W/ integrated comp mod and PASS device \$4,750.00 \$237,500.00 \$4,750.00 \$3,835*	\$1,097.80	\$1,670.00	\$1,670.00	Unit Price
W/ integrated comp mod and PASS device \$4,750.00 \$3,835* \$237,500.00 \$4,750.00 \$3,835*				SCBA complete unit w/ 10 min escape bottle
W/ integrated comp mod and PASS device \$4,750.00 \$3,835*	\$3,835*	\$4,750.00	\$4,100.00	Unit Pricing
W/ integrated comp mod and PASS device \$4,750.00 \$3,835*				Additional SCBA Units
W/ integrated comp mod and PASS device \$4,750.00		\$237,500.00	\$205,000.00	Price for 50 units
W/ integrated comp mod and PASS device	\$3,835*	\$4,750.00	\$4,100.00	Unit Pricing
		W/ integrated comp mod and PASS device		SCBA
				2007 PRICING:
				COST PROPOSAL:
Dimeo, MI Chesterfield, MI Chesterfield, MI	Chesterfield, MI	Romeo, MI	Romeo, Mi	ADURESS
Apollo Fire Equipment Company	Argus-Hazco	Apollo Fire Equipment Company	Apollo Fire Equipment Company	NAME

NAME	Apollo Fire Equipment Company	Apollo Fire Equipment Company	Argus-Hazco
ADDRESS	Romeo, MI	Romeo, MI	Chesterfield, MI
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	TO PRINTED TO A CONTROL OF THE CONTR		
Tracker for Pathfinder System		er per per per per per per per per per p	
Exit Beacon for Pathfinder System			
Auxiliary Beacon for Pathfinder System			
Install Voice Amplifier		The state of the s	
Facepiece Bag			07 - \$14 08 - \$14.35
Spare AV-3000 Facepieces			07 - \$153.60 08 - \$157.50
Airline Hose 50'	1		
Airline Hose 100'	100 M		07 - \$212.15 08 - \$217.45
Trade-Ins:			Park Planter Prominent Acids
SCBA - Trade-In Per Unit	NA	appropriate and appropriate an	
Cylinder - Trade-In Per Unit	NA	Tet sport net	
SABA Unit - Trade-In Per Unit	NA	WANTED TO THE PROPERTY OF THE	
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
		Park No. II. The	requested for 60 day evaluation