

## COUNCIL WORKSHOP ITEM

**ITEM:** Purchase of Heavy Rescue Squad and Hydraulic Rescue Tools for the Fire Department

**DATE:** April 17, 2001

**PREPARED BY:** Lt. Dan Mejdrech  
Deputy Fire Chief Paul Segalla  
Fleet Manager Ron Kring  
Fleet Technician Mike Ludemann

**PURPOSE:** The Fire Department has planned for the replacement of the heavy rescue squad for the past several years. It became apparent that a replacement was needed based on the mileage, condition and age of the vehicle. This was combined with the lack of available storage, the wear and tear on the unit and the ability to expand into more technical rescue services. The Department has budgeted \$375,000 for the replacement of this vehicle. Through the concerted efforts of Mayor Brian Krajewski, funding for this project in the amount of \$275,000 has been secured from local legislators.

**DISCUSSION:** A team of personnel from the fire department and fleet services was assembled to begin the exploration and specification process. This team met with a number of apparatus dealers and reviewed many drawings and specifications. Several trips were made to a number of departments in the Chicago metropolitan area to view their heavy rescue squads. From these trips, many new ideas surfaced and our team had the opportunity to speak to fire department members who actually operate the equipment.

After a number of meetings, the team assembled to write detailed specifications. These specifications were then forwarded to purchasing and were sent to five different vendors as a request for proposals. It was also advertised in the Downers Grove Reporter. Included in the process was a mandatory pre-proposal conference for the vendors. Only one vendor attended this meeting and subsequently submitted a proposal for this vehicle. Purchasing Agent Terri Tarka contacted each of the vendors to inquire why the other vendors did not submit proposals. Mid America Equipment and SVI Trucks indicated that they were too busy to complete the required proposal. Marion and American LaFrance indicated that they would be unable to meet the specifications.

After an exhaustive review of the proposal, the team is recommending that the Village accept the proposal and approve a contract with Pierce Manufacturing. The Pierce proposal contained ten items that did not meet the Downers Grove Fire Department specification. During subsequent discussions with the dealer, each of these exceptions was addressed and an agreement was reached to make the changes at no charge. This correspondence is attached. The proposal included an option as detailed below.

Pierce Heavy Duty Rescue Squad	\$417,908.00
Amkus Ultimate Hydraulic Tool System	\$114,079.00
Total Price	\$531,987.00

The price for the optional tool system exceeds our estimates. In their proposal, Pierce Manufacturing submitted a price for the vehicle without this optional tool system. Two different payment options were provided. The Fire Department is recommending that the Village exercise option 2, which yields a net price of \$389,627.

Team members have also met on several occasions with representatives of Amkus Rescue Systems, Inc. Amkus is located in Dowers Grove and is one of the largest suppliers of hydraulic rescue equipment in the country. The team has identified a definite need to have new rescue equipment installed on the vehicle, but has determined that the “Ultimate System” is cost prohibitive. The team is now recommending that rescue equipment be purchased directly from Amkus Rescue Systems in the amount of \$41,336.63. We would ask that the Village Council waive the bidding process in order to purchase this equipment from a local vendor at special pricing for the Downers Grove Fire Department. The costs for this equipment would be offset by the sale of the existing rescue squad that could yield between \$45,000 and \$50,000 according to a recent appraisal. This unit would be sold with the existing rescue equipment to achieve the maximum value.

The Department believes we will still be able to accomplish all our operational objectives with the rescue system as proposed. The Ultimate System that was originally specified is a hydraulic power unit that is power take-off driven from the vehicle’s transmission rather than a unit that is powered by a gasoline or electric motor we currently use. The value of this is that multiple tools can be used simultaneously without loss of power or speed of operation. The limiting factor on this type of unit is that longer and more expensive hoses must be used and the tools are tied to the vehicle. This type of unit also takes additional engineering by the vehicle manufacturer and additional costs for installation.

The rescue system being recommended from Amkus has both electric and gasoline power units. The electric units will allow the simultaneous operation of two tools such as a spreader and cutter or a spreader and a ram. These will operate using hoses mounted on reels in the vehicle. The system will also have a gasoline power unit that can be used when a vehicle is a long distance off the roadway or when extrication from industrial machinery inside a building is necessary. By having both types of power units we have been able to reduce the size of the reels and the length of hoses and thus reduce expenses. The redundancy in power units also provides additional reliability.

The actual tools being recommended are the same as was originally specified and include a cutter, spreader, and 20”, 30”, 40” and 60” rams with accessories.

Finally, the recommendation also alleviates a safety concern. The Ultimate system would have allowed the driver of the vehicle to engage the power take-off driven hydraulic pump and give

immediate power to a pre-connected tool. This would allow the second fire fighter on the unit to begin working with the tool literally within seconds of arriving on the scene. While we take pride in being able to extricate victims quickly, we want to do so in a safe manner. Concern was expressed that this would allow work to begin without adequate time being taken to size-up the incident and to stabilize the vehicle ensuring the safety of both victim and rescuer. The small amount of time that it will take to begin operations will also provide time to ensure the safety of everyone.

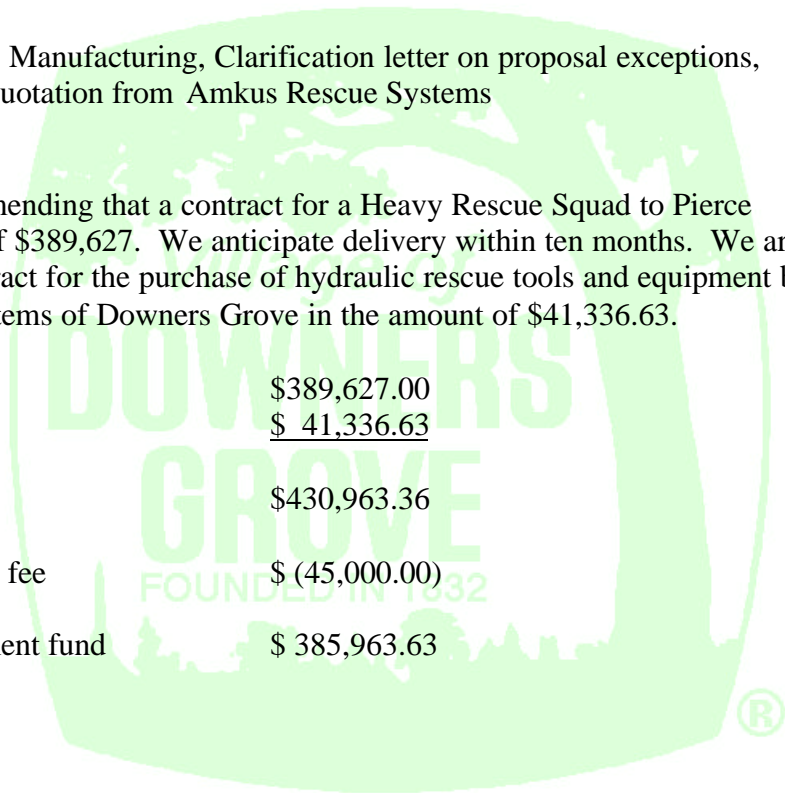
**ATTACHMENT:**

Proposal Summary from Pierce Manufacturing, Clarification letter on proposal exceptions, Preliminary line drawing and Quotation from Amkus Rescue Systems

**RECOMMENDATION:**

The Fire Department is recommending that a contract for a Heavy Rescue Squad to Pierce Manufacturing in the amount of \$389,627. We anticipate delivery within ten months. We are also recommending that a contract for the purchase of hydraulic rescue tools and equipment be awarded to Amkus Rescue Systems of Downers Grove in the amount of \$41,336.63.

Pierce Heavy Rescue Squad	\$389,627.00
Amkus Rescue Tools	<u>\$ 41,336.63</u>
	\$430,963.36
Sale of current unit with broker fee	\$ (45,000.00)
Net cost to equipment replacement fund	\$ 385,963.63



**Downers Grove Fire Department**  
**Payment options**

**Option #1**

Contract price with Amkus System	\$531,987.00
Contract price with hold back money	\$530,987.00
Yield Percentage	7%
Delivery in months	11
100% Down Payment	\$496,817.00
Yield to Chassis	\$23,185.00
Chassis Net	\$183,258.00
Balance after chassis payment	\$313,559.00
Yield to Delivery	\$5,487.00
Total Chassis Yield	\$28,672.00
Chassis Discount	\$5,498.00
Net Price	\$496,817.00

**Option #2**

Contract price without Amkus System	\$417,908.00
Contract price with hold back money	\$416,908.00
Yield Percentage	7%
Delivery in months	11
100% Down Payment	\$389,617.00
Yield to Chassis	\$18,182.00
Chassis Net	\$183,258.00
Balance after chassis payment	\$206,359.00
Yield to Delivery	\$3,611.00
Total Chassis Yield	\$21,793.00
Chassis Discount	\$5,498.00
Net Price	\$389,627.00

Sincerely  
Tracey J Steffes  
Global Fire Equipment



**Tracey J. Steffes Inc.**  
1214 Gladys Ave, Morris Illinois 60450  
Business Number: 815-942-9089 Fax Number: 815-941-4871  
Email: fyr2303@uticom



**GLOBAL**  
FIRE EQUIPMENT, INC.  
1-800-322-8402

**Lieutenant Dan Mejdrech**  
**Downers Grove Fire Department**

The following is a list of the options in the Pierce proposal your department requested to change or have clarified.

I have made the following changes to the proposal at no cost to the Downers Grove Fire Department.

1. Light mast alarm is tied into the open door light
2. Electrical cord reels have been corrected with the correct amount of electrical cord
3. The rear raised cab area has been raised to 22 inches
4. Winch is going to have four mounting points with dual hitches and wire rope on the spool
5. Radio antenna mounts total (4)
6. Under body compartments have been changed to roll-out tray type
7. License plate bracket is a temp mount
8. Traffic advised has been changed to reflect a strobe unit
9. Alternator has been upgraded to a 360 amp unit
10. Tie offs need to be retested before we can certify for 10,000 lbs pull

The Pierce Quantum Heavy Rescue unit will still have the same proposal price as before with a contract cost of \$417,908.00 and the 100% pre payment option still valid.

Sincerely  
Tracey Steffes  
Global Fire Equipment

# AMKUS<sup>®</sup> RESCUE SYSTEMS

2700 Wisconsin Street ♦ Downers Grove, IL 60515-4226  
Tel. (630) 515-1800 ♦ Fax (630) 515-8868  
Website: <http://www.amkus.com> ♦ E-mail: [experts@amkus.com](mailto:experts@amkus.com)

April 12, 2001

Downers Grove Fire Dept.  
Deputy Chief Paul Segalla

We are pleased to provide the following quote for the Downers Grove Fire Department, and the following package.

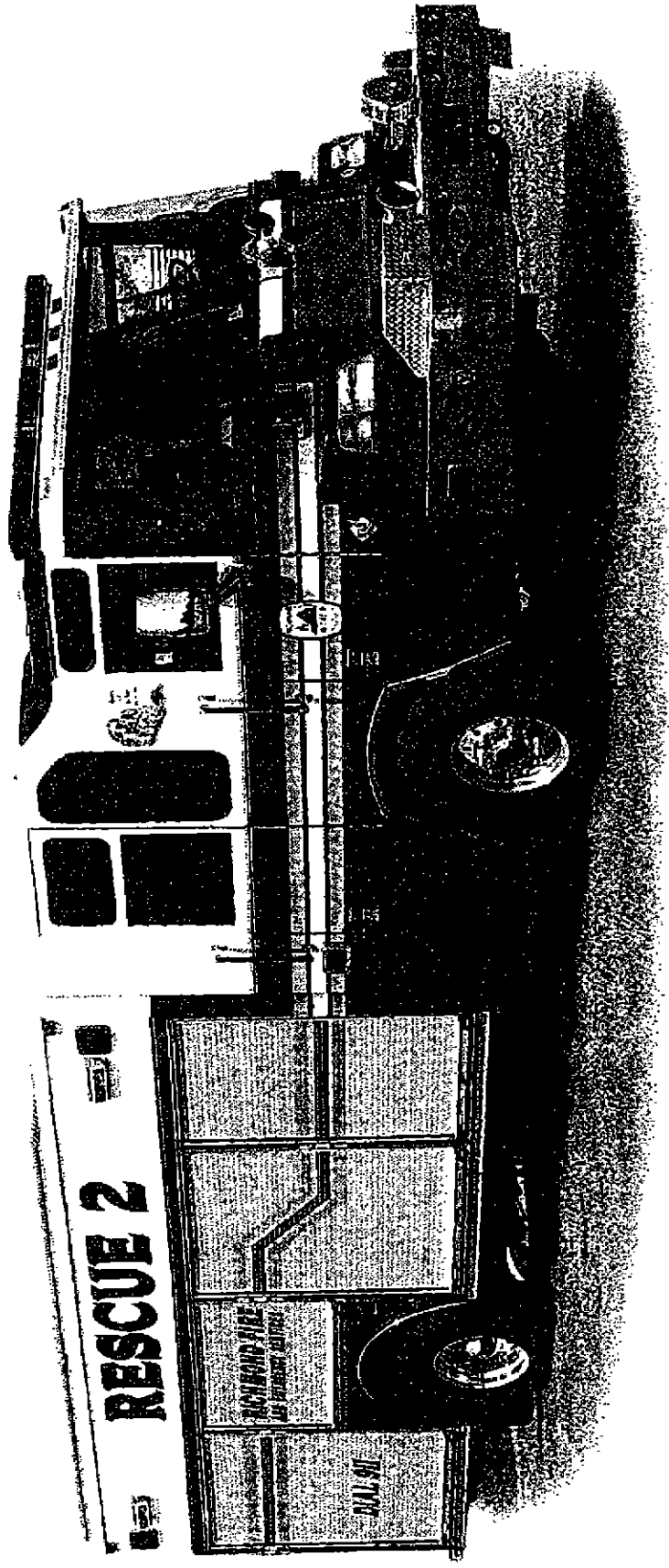
## Quotation

### Package E

Qty	Part Number	Description	Unit Price	Total Price
2	8006008383H1	50' EXTENSION HOSE	\$685.00	\$1,370.00
6	8002408383H3	20' EXTENSION HOSE	\$385.00	\$2,310.00
1	300204481000	30 CX SPREADER	\$5,390.00	\$5,390.00
1	201002491014	AMK-25E SPEEDWAY CUTTER	\$3,400.00	\$3,400.00
1	200201491000	25 CUTTER	\$2,850.00	\$2,850.00
2	200201496001	25C WITH D-HANDLE	\$3,810.00	\$7,620.00
1	110200372000	20" RAM	\$1,436.00	\$1,436.00
1	110200373000	30" RAM	\$1,493.00	\$1,493.00
1	110200374000	40" RAM	\$1,669.00	\$1,669.00
1	110200376000	60" RAM	\$1,825.00	\$1,825.00
2	100004751800	RAM ACCESSORY KIT	\$550.00	\$1,100.00
1	701202512050	GH2S-XL SIMULTANEOUS POWER UNIT	\$5,395.00	\$5,395.00
2	701203516201	GH2A-MB MINI PUMP	\$3,200.00	\$6,400.00
2	792200001041	QUICK CONNECTS ON MINI PUMP	\$229.50	\$459.00
3	QC-104	QUICK CONNECTS ON POWER UNIT	\$229.50	\$688.50
3	8012006383E	100' Hose Reel Hose	\$1,145.00	\$3,435.00
1	711201531040	EF2S-XL POWER UNIT (no roll cage)	\$5,125.00	\$5,125.00
1	711201531020	ED2A-XL POWER UNIT (no roll cage)	\$3,150.00	\$3,150.00
		<b>Total</b>		<b>\$55,115.50</b>
		<b>Less Discount</b>		<b>\$13,778.87</b>
		<b>Your Cost Package E</b>		<b>\$41,336.63</b>

Validity: 60 days  
Delivery: 45 days or better upon receipt of confirming order.  
Terms: Net 30 days

AMKUS, Inc.  
*Suzanne Le Roux*  
Suzanne Le Roux  
Sales Coordinator



Quantum® Heavy Rescue vehicle (EB172-01)

# **DOWNERS GROVE FIRE DEPARTMENT**

## ***Departmental Correspondence***

May 11, 2001

TO:            RICK GINEX                            ACTING VILLAGE MANAGER  
FROM:        LANNY RUSSELL                            FIRE CHIEF  
Subject:      Squad Committee Letter

Attached is a letter I received from the Committee that was charged with writing the specifications for the new squad. It was initiated by them and received late today. They have included the five members who did the majority of the work and other who may have attended only a couple of meeting. I hope that it is useful.

Downers Grove Fire Department  
Interdepartmental Correspondence



**To:** Chief Russell  
**From:** Squad Committee  
**CC:**  
**Date:** 05/10/01  
**Re:** New Squad Purchase

---

The committee understands that there are some concerns regarding the placement of the extrication equipment on the proposed squad.

After numerous months of hard work and planning, we developed a detailed squad specification. The committee had many ideas on placement and functionality of the rescue equipment on the new squad. Of this equipment, the committee agreed on the Amkus Ultimate System for the extrication tools. This pump operates off of the squad's transmission to create the pressures needed to operate many pieces of extrication equipment simultaneously. These pressures would also allow us to place extrication tools anywhere on the squad. The Amkus Ultimate System would also allow us to operate Stanley Rescue tools. These Rescue tools are used for rescue incidents such as heavy structural collapse, concrete cutting, and many other situations.

The committee gathered prices for the Ultimate System from Amkus Rescue Systems Company of Downers Grove and the apparatus manufacturer. The Amkus Ultimate System would be substantially higher priced than what is proposed, and would add approximately \$73,000 more to the cost of the Squad. The committee re-evaluated the Ultimate System and decided to propose two (2) electric pumps that would operate four (4) rescue tools. The electric pump would limit us on the placement of the extrication tools on the squad and would prohibit us in the future expansion to the Stanley Rescue tools. Taking this into consideration, the committee felt that it would be best to place the tools in a central location close to the pumps for optimal extrication performance. The total number of tools proposed is the same, however the only difference is the mounting location.

If this committee can be of further assistance please contact any of the members.

Respectfully submitted,

Lt. Dan Mejdrech

Lt. Dan Mejdrech

Lt. Jim Jackson

[Signature]

LT. Dan Gilbert

[Signature]

FF. Gary Rauch

[Signature]

FF. John Christeson

[Signature]

FF. John Hardy

[Signature]

FF. Lee Legler

[Signature]

BC Phil Ruscetti

[Signature]

Mike Ludemann

Mike Ludemann