

RFP 015-0-2011/TC  
Fire Rescue Replacement of Engines 21 & 34

Selection Committee meeting held on August 30, 2011. The meeting started at 10:00am in Room 208 of The Villages Sumter County Service Center, 7375 Powell Road, Wildwood, FL 34785.

Donnie Foster, Leland Greek, and Jerry Rhoden were present to as the Selection Committee, Tina Chavez was present to represent county staff, and vendors' representatives are listed on attached sign in sheet.

Tina stated this meeting is held for the Selection of Pest Control Services. The Selection Committee's recommendation to contract for services will go the Sumter County Board of County Commissioners on September 12, 2011. Until award for contract negotiations is given by the Board she will remain the primary contact.

Tina then turned the meeting over to the Selection Committee.

Leland Greek presented a spreadsheet he had drafted, in order to follow each RFP. Spreadsheet (attached) compared price, specification noted in RFP and warranties provided by vendors. The Selection Committee discussed all proposals noting some of the vendors provided additional items as options to the proposals. Selection committee also discussed how some vendors noted the changes in the NFPA 1901 requirements for fire engines and some vendors did not.

The Selection Committee then turned in their score sheets. Scores are as follows:

| <b>COMPANY</b>                              | <b>Foster's Scores</b> | <b>Greek's Scores</b> | <b>Rhoden's Scores</b> | <b>GRAND TOTAL- (Ranking)</b> |
|---|------------------------|-----------------------|------------------------|-------------------------------|
| Deep South                                  | 89                     | 91                    | 88                     | 268 (3)                       |
| Environmental Products of Florida (Crimson) | 76                     | 74                    | 76                     | 226 (7)                       |
| Ferrara Fire Apparatus, Inc.                | 77                     | 82                    | 80                     | 239 (6)                       |
| Hallmark Fire Apparatus (E-One)             | 77                     | 88                    | 83                     | 248 (5)                       |
| Pierce Manufacturing                        | 87                     | 96                    | 87                     | 270 (2)                       |

|                     |    |    |    |         |
|---------------------|----|----|----|---------|
| Inc.                |    |    |    |         |
| Rosenbauer          | 91 | 98 | 93 | 282 (1) |
| Sutphen Corporation | 79 | 92 | 83 | 254 (4) |

\*score sheets are attached

The Selection Committee agreed to recommend Rosenbauer (the highest ranked firm) as their selection for vendor to build replacement fire engines 21 & 34. Selection committee would also like to include the cost of the a/c units listed as an option within in the proposal.

The meeting adjourned at 10:25am.



| Vendor     | PR | Price        | Ladder Rack | Roof A/C   | Height        | Delivery    | GVW    | Chassis                 | Wheelbase | Engine    | H.P. | Transmission    | Warr -<br>Mfg | Warr -<br>Eng | Warr -<br>Tran | Warr -<br>Tank | Warr -<br>Pump | Warr -<br>Plumb | Warr -<br>Paint |    |
|------------|----|--------------|-------------|------------|---------------|-------------|--------|-------------------------|-----------|-----------|------|-----------------|---------------|---------------|----------------|----------------|----------------|-----------------|-----------------|----|
| REQUIRED   |    |              |             |            |               |             |        |                         |           |           |      |                 |               |               |                |                |                |                 |                 |    |
| Crimson    | 5  | \$249,797.00 |             |            | 120.85        |             | 40,000 | Freightliner M2, 106    | 237       | Cummins   | 330  | Allison 3000EVS | 1             |               |                |                | 3/3            | 10              | 10              | 10 |
| Sutphen    | 4  | \$249,489.65 | \$7,612.00  | \$4,000.00 | 113           | 120 (chasi) | 38,000 | International 4400      | 234       | Intl. Max | 330  | Allison 3000EVS | 2             | 1             | 2/unlim        | life           | 2/3            | 10              | 7               | 10 |
| Rosenbauer | 1  | \$214,362.00 | inc         | \$2,600.00 | 115           | 90          | 35,000 | Freightliner (2012)     | 237       | Cummins   | 300  | Allison 3000EVS | 1             | 5             | 5              | life           | 2/3            | 10              | 10              | 10 |
| Deep South | 2  | \$218,550.00 | NO          | \$3,800.00 | 111(+ lights) |             | 37,000 | Freightliner M2, 106    | 239.37    | Cummins   | 330  | Allison 3000EVS | 1             |               |                | life           |                | 10              | 10              | 10 |
| Ferrara    | 6  | \$249,887.00 |             |            | 118.75        | 220-240     | 36,000 | Freightliner M2, 106MID | 240/234   | Cummins   | 330  | Allison 3000EVS | 1             |               |                | life           | 2/3            | 10              | 5               | 10 |
| E-One      | 7  | \$263,311.00 | \$12,409.00 | \$2,700.00 | 120           | 120         | 40,000 | International           | 242       | Intl. Max | 330  | Allison 3000EVS | 1             |               | 5yr/unlim      | life           | 2/3            | 10              | 10              | 10 |
| Pierce     | 3  | \$226,524.00 | \$4,055.00  | No         | 120           | 140         | 36,000 | Freightliner M2, 106MID | 229       | Cummins   | 350  | Allison 3000EVS | 1             |               | 5yr/unlim      | life           | 2/3            | 10              | 10              | 10 |

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Deep South

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 28              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 89              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Srimson

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 20              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 18              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 76              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: Donald E. [Signature]

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Ferrara

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 20              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 18              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 77              |                      |

**Comments:**

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: E-One

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 16              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 77              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Pierce

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 26              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 87              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Rosenbauer

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 30              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 91              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: Donald Foster

Name of Firm Evaluated: Sutphen

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 20              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 20              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 79              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8-30-11

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Name of Evaluator: GREEK

Name of Firm Evaluated: Deep South

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 28              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 20              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
| Total  |   | 100    | 94              |                      |

Comments:

| Factor | Discussion  |
|--------|---|
| 1.     |   |
| 2.     |   |
| 3.     |   |
| 4.     |   |
| 5.     | <p>Failed to capture or identify missing<br/>                     NFPA 1901 Requirements <del>5</del></p> |
| 6.     |   |

Signature of Evaluator: *Richard M. [Signature]*

Date: 8/30/11

## PART 2 EVALUATION AND AWARD

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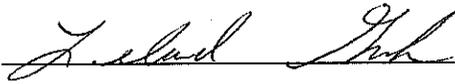
Name of Evaluator: GREEK

Name of Firm Evaluated: ENVIRONMENTAL PRODUCTS / CRIMSON

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 24              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 25              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 20              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 0               |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 5               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 74              |                      |

Comments:

| Factor | Discussion  |
|--------|---|
| 1.     |   |
| 2.     |   |
| 3.     |   |
| 4.     | <i>No References provided - </i> |
| 5.     | <i>only 1- Addendum acknowledged.</i>   |
| 6.     |   |

Signature of Evaluator: 

Date: 8/30/11

## PART 2 EVALUATION AND AWARD

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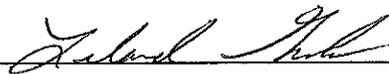
Name of Evaluator: GREEK

Name of Firm Evaluated: Ferrara

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 24              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 15              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 5               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 82              |                      |

Comments:

| Factor | Discussion                                       |
|--------|--|
| 1.     |  |
| 2.     | Second highest price of all seven(7) Proposals   |
| 3.     | Paint warrenty only 5yrs<br>Trans/Eng- not found |
| 4.     |  |
| 5.     | only 1 addendum<br>Reference pages not used      |
| 6.     |  |

Signature of Evaluator: 

Date: 8/30/11

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Name of Evaluator: GREEK

Name of Firm Evaluated: HALL-MARK / E-ONE

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 22              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 20              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 88              |                      |

Comments:

| Factor | Discussion                               |
|--------|--|
| 1.     |  |
| 2.     | Highest price of all seven (7) proposals |
| 3.     |  |
| 4.     |  |
| 5.     | Hard to follow compared to Proposal      |
| 6.     |  |

Signature of Evaluator: *Julius [Signature]*

Date: *8/30/4*

## PART 2 EVALUATION AND AWARD

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Name of Evaluator: GREEK

Name of Firm Evaluated: Pierce

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 24              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 29              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 20              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 10              |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 96              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8/30/11

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Name of Evaluator: GREEK

Name of Firm Evaluated: Rosenbauer

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 30              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 20              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 10              |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 98              |                      |

Comments:

| Factor | Discussion |
|--------|------------|
| 1.     |            |
| 2.     |            |
| 3.     |            |
| 4.     |            |
| 5.     |            |
| 6.     |            |

Signature of Evaluator: 

Date: 8/30/11

## PART 2 EVALUATION AND AWARD

### PROPOSALS EVALUATION

This Request for Proposals includes following all the procedures in this document and sending the sealed Proposals information to the Sumter County BOCC by the due date and time. Once Proposals are received, the Selection Committee members will independently review each submittal and score each Proposal based on the evaluation criteria. All Proposals received in accordance with this Request for Proposals will be evaluated using the following criteria.

Name of Evaluator: GREEK

Name of Firm Evaluated: Surphen

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 26              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 15              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 10              |                      |
| Total  |   | 100    | 92              |                      |

Comments:

| Factor | Discussion  |
|--------|---|
| 1.     |   |
| 2.     |   |
| 3.     | <p style="text-align: center;"><i>Lower paint warranty.<br/>Lower Trans. warranty</i></p> |
| 4.     |   |
| 5.     |   |
| 6.     |   |

Signature of Evaluator: *Deland Stiles*

Date: *8/30/11*

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: RITODEN

Name of Firm Evaluated: Deep South

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 23              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 28              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 16              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 13              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 88              |                      |

Comments:

| Factor | Discussion   |
|--------|--|
| 1.     | Hydraulic LADDER   |
| 2.     |  Hydraulic NOT included in price<br>Roof A/C comparable price |
| 3.     | pump WARRANTY  |
| 4.     | Customer feed back OK / the terms.   |
| 5.     |   |
| 6.     |   |

Signature of Evaluator: J. A. [Signature]

Date: 8-30-11

## PART 2 EVALUATION AND AWARD

### PROPOSALS EVALUATION

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Name of Evaluator: RHODEN

Name of Firm Evaluated: Grinson

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 19              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 20              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 7               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 76              |                      |

Comments:

| Factor | Discussion   |
|--------|--|
| 1.     | I will feel it met all of our requirements           |
| 2.     | NO LADDER RACK or Roof A/C<br>(Hydraulic)<br>RED CAB |
| 3.     | typical  |
| 4.     |  |
| 5.     |  |
| 6.     |  |

Signature of Evaluator: J A Howard

Date: 8-30-11

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: RHODEN

Name of Firm Evaluated: FERRARA

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 20              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 22              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 16              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 14              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 80              |                      |

Comments:

| Factor | Discussion   |
|--------|--|
| 1.     | EMS compartment NOT correct location.<br>Red only<br>Vent. Louvers all compartments, |
| 2.     | NO CADDIS RACK (Hydraulic)   |
| 3.     | Warranty less in compensation.   |
| 4.     | References Good  |
| 5.     |  |
| 6.     |  |

Signature of Evaluator: JJA Rhoad  
 Date: 8-30-11

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator:           R. HODEN          

Name of Firm Evaluated:           S. ONE          

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 21              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 13              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 83              |                      |

Comments:

| Factor | Discussion                             |
|--------|--|
| 1.     |  |
| 2.     | cost overall - Hyd CANNON & APPARATUS. |
| 3.     | typical.                               |
| 4.     | OK. Feed back.                         |
| 5.     |  |
| 6.     |  |

Signature of Evaluator: 

Date: 8-30-11

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: Perice

Name of Firm Evaluated: RHODEN

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 22              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 26              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 13              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 8               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 87              |                      |

Comments:

| Factor | Discussion  |
|--------|---|
| 1.     | Roof A/C not opti / will move DW<br>Comp. on request. |
| 2.     | ANG.  |
| 3.     | typical   |
| 4.     |   |
| 5.     |   |
| 6.     |   |

Signature of Evaluator: 

Date: 8-30-11

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: R. HODEN

Name of Firm Evaluated: Sutphen

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 24<br>22        |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 20              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 14              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 83              |                      |

Comments:

| Factor | Discussion   |
|--------|--|
| 1.     | Did not meet EMS compartment in proper location.                                     |
| 2.     | Cost does not include Hyd. Ladder Rack. Include 600lb trays & Accented shelving etc. |
| 3.     | Typical.   |
| 4.     | Good overall   |
| 5.     |  |
| 6.     |  |

Signature of Evaluator: 

Date: 08-30-11

**PART 2  
EVALUATION AND AWARD**

**PROPOSALS EVALUATION**

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Name of Evaluator: R. HODEN

Name of Firm Evaluated: Rosenbauer

| Factor | Description   | Points | Evaluator Score | Comments (see below) |
|--------|---|--------|-----------------|----------------------|
| 1.     | <b>General Requirements</b><br>How well the equipment proposed meets the requirements of the technical specifications contained in the Request for Proposals. | 25     | 24              |                      |
| 2.     | <b>Cost</b><br>Total cost to the County.  | 30     | 30              |                      |
| 3.     | <b>Warranties</b><br>How well the proposer meets the minimum warranties specified on this Proposal.   | 20     | 18              |                      |
| 4.     | <b>Vendor References</b><br>Feedback from current and past customers of the vendor.   | 15     | 12              |                      |
| 5.     | <b>Quality and Completeness of Proposal</b><br>Quality, professionalism and conciseness of Proposal and of any required submission.                           | 10     | 9               |                      |
|        |   |        |                 |                      |
| Total  |   | 100    | 93              |                      |

Comments:

| Factor | Discussion   |
|--------|--|
| 1.     |  |
| 2.     | Lowest price, Includes LAOPER PACK.<br>Roof etc lowest |
| 3.     | Routine / typical Warranty                             |
| 4.     | limited  |
| 5.     |  |
| 6.     |  |

Signature of Evaluator: 

Date: 8-30-19

\$ 226,274      Pierce      \$ 452,548

- EMS CABINET. → center of CAB
  - will move upon request; Accounted \$ \$
- Roof too weak for A/C units.
- 500 lb load
- pup warranty 3 years.
- ~~Screen overhead? Noise?~~
- No Hydraulic Ladder Rack. ADD \$ 4,055.00 per unit
- Freightliner
- 500 lb toy.
- Secti Shiner.
- Two tone paint. 10 yd warranty.
- 3 yd / 100K warranty.
- Trumy sys. / 5 yd pup.
- Feedback EOK

# Deep Search

218,550.00

- NO Hydraulic Ladder Rack.
- 2 tone paint.
- EMS Compartment included
- 500 lb traps (roll)
- 2 yr pump warranty
- Center console & ROPS.
- 10 yr paint warranty
- typical vehicle warranty
- 12 year body. 1 like time H<sub>2</sub>O tank.
- 32' long. 9' high. 111"
- Center Ladder
- Customer Feedback OK.

900000

Rosenbauer

# 214,362

Warranty →

5yr - Body structure.

12 month - parts

20 year Subframe

10 year Paint

1yr - lettering/graphics

10yr piping warranty

5yr performance on HALE pump

Tank Electric

\* LADDER Rack (Hydraulic) Included  
33' fast lay, 9' 7" High  
NO tilt steady.  
2 points / vs 3.  
Roll out trays 500/6

- Feedback 3<sup>rd</sup> req.

→ 3010 Red / NO white CAB? Set 5-11 & 12

# Environmental Products of Fl.

249,797

- No Hyd Cadeck Rack.
  - \* Del CATS / NOT Replaced.
  - typical WARRANTY
  - ④ EMS compartment
  - ~~omit front bumper??~~
  - ④ Center console
- 5 yd pup 3-5 mo  
pup Bass

Scorpion \$249,489.65  
@ 7,612.00 Hydraulic Crane Park.

- 40% more compartment.
- 600 lb roll out top.
- 1 tiered shelves.
- 7 yr paint Warranty.
- \$4000 roof AC
- Inter-rotated Chassis.
- Centrocassle.
- EMS compartment on rear wall - officers.
- Has shovels.
- UDD software.
- Includes generator.
- 2" BB.
  
- 7 yr paint
- 10 CAB/straw
- LIFR tie back.

33.5" long. 113" high.

Ferrara

249, 887 - 220-240 lbs.

- Great references and feedback
- Tilt table / EDR
- one facet, nothing about white cab.
- EMS cabinet centered to back wall, not behind officers seat.
- Ventilation covers in all compartments not just for Gas etc.
- ~~no roll out trays~~ 50lb roll out tray
- No Hydraulic Craper track. option
- typical warranty
- FD supply code 3 siren + SCBA brackets ??
- 118.75" tall x 32' 10" long.

E-ONE

- # 265,811
- IIT US Freight or KW / NO FLUID
- HAS WHITE CAB
- 10' tall x 34' 7"
- 500lb tray (Roll)
- Internal LADDER storage.
- STANDARD WARRANTY
- NO EMS COMPACTED School Officer