



*Town of Scarborough, Maine*

US ROUTE ONE, PO BOX 360  
SCARBOROUGH, MAINE • 04070-0360

**NOTICE OF INTENT TO AWARD**

**THIS IS NOT AN ORDER**

**DATE ISSUED: 9/14/15**

**ITB NO: 082016 Hydraulic Tools**

**ITB OPENING DATE: 8/28/15**

**ITB SUBJECT: Hydraulic Extrication Tool Bid for Fire Department**

This is notice of the Town's intent to award. The figures shown here is a tabulation of the offers received with the bidder to be awarded highlighted. **Bidders, identified as such, are instructed not to proceed until a Purchase Order, Contract Award, or other form of notice is given by the Purchasing Agent or Department Authority.**

Vendor	Manufacturer
Harrison Shrader Enterprises	Genesis
Northeastern Fire	TNT
Northeast Emergency Apparatus	Hurst
Industrial Protection Services	Holmatro

**SUMMARY**

The Town of Scarborough intends to award ITB 082016 to Harrison Shrader Enterprises for the highest overall evaluation criteria score in accordance with the attached recommendation from the Tool Evaluation Committee.

*Tom Hall*

Tom Hall  
TOWN MANAGER



# Scarborough Fire Department

B. Michael Thurlow, Fire Chief

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## INTEROFFICE MEMORANDUM

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**TO:** TOM HALL, TOWN MANAGER  
**FROM:** B. MICHAEL THURLOW, FIRE CHIEF / EMA DIRECTOR  
**SUBJECT:** EXTRICATION TOOL BID AWARD RECOMMENDATION  
**DATE:** 9/14/2015  
**CC:** KIM MASSA, TOOL EVALUATION COMMITTEE, FIRE CHIEFS

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Tom,

As you are aware we have had a committee working on a formal bid and evaluation process to replace our hydraulic extrication tools over the past several months. We invited the five major manufacturer's representatives to make presentations to the committee about their products which were followed by hands-on evaluations of the tools actually operating on cars. Four vendors chose to participate in the process and we received formal bids from each of them.

The evaluation committee met last week to review the bids and score them as outlined in the ITB. I have included the summary of those scores below:

Evaluation Criteria number	Holmatro	Genesis	TNT	Hurst
1)	3	5	5	1
2)	14	15	14	10
3)	0	17	30	29
4)	40	44	30	34
<b>Total Score</b>	<b>57</b>	<b>81</b>	<b>79</b>	<b>74</b>

As you can see Genesis was awarded the highest score. The scores appear a lot closer than they really are because it was difficult to fairly compare the various proposals since they don't offer the exact same items and some vendors failed to provide a full-line price list as requested. The second place vendor, TNT, was low bid and scored the maximum points for cost, but scored the lowest on the critical field evaluation for design, ease of use, weight & balance, quality and value. They also don't offer the battery power option we prefer and others bid. The vendor who offers the brand of tools we currently have was the highest cost bid and although their tools tested reasonably well their overall score was the lowest.

I've attached some additional backup information explaining how we did our best to fairly compare costs between the various vendors and allocate the available points between the bidders. I've also included the detail of the average scores from each evaluator on the field evaluation criteria and how those scores translated into points.

Based on the evaluation process and the data presented I recommend we issue the Intent to Award notification to Harrison Shrader Enterprises, LLC for the Genesis tools. Once awarded we will finalize negotiations and details of the exact tools and options necessary to complete this project within the approved budget allocation.

## ITB 082016 / Extrication Tool Bid Evaluation Summary

9/10/2015

### Evaluation Criteria

	Max Points
1) Understanding & Adherence to Spec	5
2) Sales support, warrantee, service & repairs	15
3) Contract Cost	30
4) Field Eval, Quality, Durability, Value	50
	100

### Criteria number

- 1)
- 2)
- 3)
- 4)

### **Total Score**

Holmatro	Genesis	TNT	Hurst
3	5	5	1
14	15	14	10
0	17	30	29
40	44	30	34
<b>57</b>	<b>81</b>	<b>79</b>	<b>74</b>

### Evaluation Criteria #3 - Cost Calculation

	Holmatro	Genesis	TNT	Hurst
Cost Range	80,329.00	71,463.00	64,220.00	64,760.00
Difference from high bid	0	8,866.00	16,109.00	15,569.00
Difference / 16,109 = %	0	0.55	1.00	0.97
% x 30 to allocate Cost to points <i>16,109 between high &amp; Low bids</i>	<b>0</b>	<b>17</b>	<b>30</b>	<b>29</b>

### Evaluation Criteria #4

Average scores from the various evaluators from the field evaluations (1-5 scale)

	Holmatro	Genesis	TNT	Hurst
Overall design & ease of use	4.00	4.75	2.75	3.50
Tool weight & balance	3.75	4.25	2.75	3.33
Tool control & operation	4.00	4.50	2.50	3.33
Hose flexibility & couplings	4.50	4.25	3.00	3.83
Overall power	4.00	4.75	3.75	3.50
Tool frame size	3.75	4.00	3.00	2.80
	<b>4.00</b>	<b>4.42</b>	<b>2.96</b>	<b>3.38</b>
Avg. / 5 to convert to %	80.00%	88.33%	59.17%	67.63%
% x 50 points to convert to pts.	<b>40</b>	<b>44</b>	<b>30</b>	<b>34</b>

## Cost Comparison Scoring Evaluation

### Homatro

2 Holmatro 100'core hose reel LH	10,292.00
2 Holmatro 100'core hose reel RH	5,000.00
4 90degree CORE elbow	1,840.00
4 Holmatro 4' hose	1,920.00
1 SR20 gas pump	8,335.00
2 SR20 electric pump	18,900.00
2 32' Hose	1,832.00
1 4050NCT cutter	6,045.00
1 5050iNCT cutter	6,729.00
1 5240CL spreader	7,578.00
1 5250 spreader	7,916.00
1 4350 Ram	5,014.00
1 4340 Ram	4,065.00
Tools total	<u>85,466.00</u>

### Electric Option

SPU16 Battery Pump	9,311.00
Total with electric option	94,777.00
Less Trade Allowance	(14,448.00)
Net Cost for Comparision	<u><u>80,329.00</u></u>

### Genesis

4 hose reels w/ rewind and whips	11,124.00
4 Hoses 100' (included in reels)	-
2 Hoses 30'	1,638.00
1 MachIII outlaw gas pump	6,606.00
2 MachIII outlaw electric pump	19,986.00
1 C236 cutter w/nxtgen blades	6,642.00
1 all nine cutter	7,101.00
1 49XL spreader	6,273.00
1 53XL spreader	7,848.00
16/31 Ram	3,996.00
21/46 Ram	4,554.00
Tools total	<u>75,768.00</u>

### Electric Option

ART 105.606.70SC battery power u	7,695.00
Total with electric option	83,463.00
Less Trade Allowance	(12,000.00)
Net Cost for Comparision	<u><u>71,463.00</u></u>

### TNT

Hydraulic reels (polished)	5,008.00
Hoses 100' (4)	6,560.00
Hoses 30' (2)	1,596.00
Hose whips (4)	1,200.00
1 ATT6.5 gas pump	4,955.00
2 ATT4.0 electric pump	9,300.00
1 SLC29 cutter	3,871.00
1 BMF320 cutter	4,310.00
1 520028 spreader	4,825.00
1 520032 spreader	4,825.00
1 TLS25 Ram	2,715.00
1 TLS50 Ram	3,230.00
Tools total	<u>52,395.00</u>

### Electric Option

ESLC29	6,550.00
ESL24	6,775.00
Total with electric option	65,720.00
Less Trade Allowance	(1,500.00)
Net Cost for Comparision	<u><u>64,220.00</u></u>

### Hurst

Hydraulic reels with hose	11,550.00
Hoses 32' (2)	1,485.00
Hose whips (4)	1,200.00
1 P650 gas pump	6,233.00
2 P650 SE220 electric pump	12,645.00
1 S311 cutter	4,095.00
1 S700 cutter	4,875.00
1 SP300 spreader	6,207.00
1 SP510 spreader	6,507.00
2 R430 Ram	8,363.00

### Tools total

63,160.00	
Electric Option	
Hurst P600 OE with two batteries a	5,100.00
Total with electric option	68,260.00
Less Trade Allowance	(3,500.00)
Net Cost for Comparision	<u><u>64,760.00</u></u>

### Notes:

- ~Identical comparisons were impossible due to differences in products offered or bid
- ~The cost comparison included a similar compliment of electric & gasoline pumps, reels, hose, as well as two sizes of cutters, spreaders, and rams. A battery power option or battery tools were included for the vendor that didn't have a battery power option.
- ~Trade allowances were deducted to determine the net cost of the comparative equipment.
- ~The final contract negotiated with the successful vendor may include different tools and other options not included in this cost comparison.