

Exhibit A:

Two years ago, Hudson Fire Department responded to a vehicle crash involving a 2010 Toyota Hybrid that was hit broadside by a Semi. The vehicle sustained significant damage and the severely injured driver needed immediate extrication. This was the first HFD incident involving a modern car with high strength steel. While extricating the victim we found that the tools we have did not effectively cut the structural materials contained in the vehicle. This created significant operational challenges for HFD. Following the incident we had our current hydraulic tools tested and found them to meet or exceed the manufacturer's specifications. Our current hydraulic tools vary in age from 6 to 27 years old. The bottom line is that the auto manufacturers are making cars stronger and our rescue tools are obsolete.

A committee of 5 HFD firefighters was formed in May 2013. The committee researched current National Fire Protection Agency (NFPA) requirements for tool performance, advertised data from the major manufacturers, as well as recent purchases from area departments. From that information, a list of potential vendors was formed and a testing schedule and evaluation format was developed. The vendors that participated represented Genesis, Holmatro, Champion, TNT and Hurst Tools. The demonstration/evaluation schedule took place throughout the month of June 2013.

Each of the five vendors where required to bring their equipment to demonstrate and allow significant hands-on evaluation by the committee members. HFD provided each vendor with a donor car, as well as a 2013 Chevy Cruze body shell which was donated by GM at Lordstown. This body shell contained the high strength steels that pose the most challenge for us. Each vendor was allowed 3 hours for their demonstration. Each set of tools were required to perform the same series of operations. Following each presentation, the committee members completed evaluation sheets.

The evaluation process included performance requirements from NFPA, performance data from each manufacturer, independent 3rd party testing data and hands-on testing by committee members. NFPA testing requirements use five different types of materials and rates each tool on its performance. The purpose is to provide accurate comparisons of tool performance on a level playing field. The power units were rated on ease of starting and operating, functionality of carrying handles, weight, and noise levels produced @ 10 feet. Cutters, Spreaders and Rams were rated on location of controls, hose connections, balance, feathering of controls, and ease of use in all positions. All cutters were tested on various parts of the donor cars, including the A, B, and C posts, and door hinges. All Spreaders were required to force doors at and around the latch, hinges, and perform a dash roll. The rams were also tested on dash rolling.

Once all the information was compiled and evaluated, the committee narrowed the list to the two vendors deemed acceptable for our purposes - Genesis and Holmatro. The committee then compiled a list of what tools were needed. Each vendor supplied estimates for these items, not including shipping cost or mounting. The Genesis price was \$37,382, and the Holmatro price was \$37,865. Included in the price quote was a figure for trade-in of our existing tool set. The Genesis trade-in was \$5,300 and the Holmatro trade-in was \$4,000.

Each committee member was polled as to their choice. Four out of five chose Genesis with the fifth believing either manufacturer would be a good fit for HFD. With both quotes coming in over the initial \$35,000 budget and not including delivery, setup, on-site training or mounting, the committee worked on paring down the list and each time it was necessary to leave out essential equipment in order to stay under the budgeted amount.

It was determined that the original \$35,000 figure was insufficient. Chief Varnes requested and received a 2nd quarter appropriation of \$6,000 to bring the total to \$41,000. This new budget amount allows for two complete hydraulic vehicle extrication systems (one for use on the Heavy Rescue truck and the other for use on the Aerial Truck). The new budget amount allows for the purchase of all essential tools including delivery, setup and trade-in of all existing hydraulic equipment. The custom mounting will be handled by another vendor and in-house HFD engineers.

The committee met again and modified the equipment list to include the additional costs, and they requested new estimates from the vendors. Genesis had the lowest and best bid at \$41,165. Current estimates show the mounting to be approximately \$1,000. I contacted the Genesis representative and asked him to re-evaluate his estimate, as we were still over budget. He came back with a \$40,000 all inclusive price which I am recommending to City Council.

The specific Genesis Tool list includes the following:

2	M-3 Outlaw Simo Pumps	\$12,568.50
1	S49XL Spreader	\$ 6,147
1	C-236 Cutter	\$ 6,847.50
1	16C Combination Tool	\$ 5,701.50
1	41 PP Ram	\$ 2,754
1	31 PP Ram	\$ 2,547
1	ART.001.525 Ram Accessory kit	\$ 1,372.50
2	ART.011.200.0 Rocker Panel Support Braces	\$ 290
5	ART30OSC Hoses	\$ 4,095
2	ART.500.100.1 Kodiak Stabilization Kits	<u>\$ 3,177</u>
	Sub Total	\$45,500
	Trade In	- \$ 5,500
	Total	\$40,000

Traded-in Tools include the following:

2	Hurst Portable Power units (one is OOS)
1	Truck mounted Power unit
1	Champion Beast Cutter
1	Champion Beast Spreaders
1	Hurst (O) Cutter
1	Hurst Road Runner Combination Tool
2	36" Hurst Rams
2	18" Hurst Rams
	All related hoses