



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM

Date: October 25, 2021



To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager  
Lisa Burnham, Controller  
Richard Riesterer, Fire Chief  
Peter Hullinger, Assistant Fire Chief  
Emily Frontera, Purchasing Manager

Subject: Bid Waiver: Hurst StrongArm Rescue Tools – Fire Department

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### **History**

The Troy Fire Department has been using various models of Hurst rescue tools for more than 30 years, and found them to be very reliable. They are so reliable that the Fire Department continues to utilize Hurst rescue equipment as its primary rescue tool. As the construction of, and the technology within, vehicles has changed, the needs for different and better tools has become more evident. The Fire Department has recently upgraded to Hurst Edraulic tools for better performance and mobility. The Edraulic tool is a line of battery-powered rescue tools. They require no hydraulic hoses and no separate power unit. And, because these tools are stronger, smaller and lighter, they're quicker to deploy and operate.

Hurst has developed an Edraulic multi-tool called the StrongArm. This tool is more compact than the traditional Hurst cutters and spreaders. The tool has the ability to cut, lift, and spread, replacing many hand tools such as wire cutters, crowbars and halligan tools.

The Fire Department purchased one of the Hurst StrongArm tools several years ago and has been using it on the Rescue truck. This tool has proven itself over and over again. Based on this history, the need to put one of these tools on each Engine, to compliment the current set of Hurst Edraulic tools, has been determined to be vital.

### **Purchasing**

The Fire Department has been using various Hurst Edraulic rescue tools for many years and have found them to be very reliable. Currently, the City owns seven (7) sets of Hurst Edraulics that operate on each Engine and Rescue trucks.

To increase efficiency and compliment the current sets of Edraulic tools, it is in the best interest of the City to waive the bid process and purchase the Hurst StrongArm tool for each of the six (6) engines from *Apollo Fire Equipment Company of Romero, MI* for an estimated total cost of \$40,200 as detailed in the attached quote #10/06/21-3.



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### **Purchasing (continued)**

Apollo Fire Equipment Company is the only authorized distributor for Hurst equipment in Southeastern Michigan. A letter from the Hurst parent company, IDEX, is attached.

### **Financial**

Funds are budgeted and available the Fire Department Operating Supplies Fire Equipment Account. Expenditures will be charged to account number 101.336.338.7740.115.

### **Recommendation**

City Management recommends that the bid process be waived and a contract be awarded to *Apollo Fire Equipment Company of Romeo, MI* for the purchase of six (6) Hurst StrongArm Rescue Tool sets for an estimated total cost of \$40,200.00 as detailed in the attached quote.

**Apollo Fire Equipment Company**  
**Apollo Fire Apparatus Repair, Inc.**  
 12584 Lakeshore Drive, Romeo, MI 48065  
 Phone: (800) 626-7783 Fax: (586) 752-6907

## QUOTATION

**QUOTE #:** 10/06/21-3

<b>DATE:</b>	10/06/21
<b>TERMS:</b>	NET 30
<b>F.O.B:</b>	DELIVERED
<b>VALID FOR:</b>	75 DAYS
<b>LEAD TIME:</b>	45-90 DAYS

<b>BILL TO:</b>	TROY FD
<b>ADDRESS:</b>	
<b>ATTN:</b>	PETER HULLINGER

SHIP TO:	SAME
ADDRESS:	
ATTN:	

PHONE:	FAX:	E-MAIL: <a href="mailto:peter.hullinger@troymi.gov">peter.hullinger@troymi.gov</a>
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QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL
6	273100000	HURST FIRE SERVICE STRONGARM TOOL PKG	\$7,065.00	\$42,390.00
6		YOUR DISCOUNT	-\$365.00	-\$2,190.00
			SUBTOTAL	\$40,200.00
Thank you for the opportunity to quote on your Fire Department needs.			SHIPPING	
			TAX	
			OTHER	
			TOTAL	\$40,200.00

**Scot McLeod, Rescue Tool Specialist**  
Cell: (586) 924-4052  
[smcleod@apollofire.com](mailto:smcleod@apollofire.com)



HURST Jaws of Life, Inc.  
711 North Post Road  
Shelby, NC 28150  
www.jawsoflife.com



Dinglee  
Hurst  
Lukas  
Vetter

October 7, 2021

Troy Fire Department  
Attn: Asst. Fire Chief Peter Hullinger  
500 W. Big Beaver Rd  
Troy, MI 48084

This will confirm that, as of the date hereof, the following Hurst Jaws of Life® dealers are the only Hurst® dealers for Hurst Low Pressure (5,000 PSI), Hurst High Pressure (10,000 PSI), Hurst eDRAULIC®, Hurst StrongArm®, and Vetter® rescue equipment for the County of Oakland in the State of Michigan and whose personnel have been factory trained and certified by Hurst Jaws of Life, Inc. on operation, maintenance and service and are approved by Hurst Jaws of Life, Inc. to perform warranty repairs, warranty required annual maintenance and other service on Hurst Low Pressure (5,000 PSI), Hurst High Pressure (10,000 PSI), Hurst eDRAULIC, Hurst StrongArm, and Vetter rescue equipment:

**Apollo Fire Equipment**  
**12584 Lakeshore Drive**  
**Romeo, MI 48065**  
**Phone Number: 800-626-7783**  
**Fax Number: 586-752-6907**

Thank you for your interest in our rescue equipment. Feel free to contact us at 1-800-537-2659 or 704-487-6961 should you have any further questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Canon", enclosed in a thin black rectangular border.

Mike Canon  
Director of Rescue Sales  
Hurst Jaws of Life, Inc.

ALJ  
Cc: Tim Shott, National Sales Manager, Hurst Jaws of Life, Inc.