



**MEMORANDUM – ADDENDUM NO. 1**

**To:** Interested Vendors  
**From:** Cindy Clack  
**Date:** 2/27/2018  
**Re:** RFB2018-23 Extrication Equipment – Addendum No. 1 (4 pages)

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To date, the following questions have been submitted for RFB2018-23:

**Questions:**

1. Hydraulic corded spreaders. Our Spreader the SP5240, we are bidding **EXCEEDS** all the specifications except the tool dimensions which are specific to a certain brand of tool which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meet the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this spreader. Will this tool be considered? **Response: Yes this tool will be considered.**
2. Hydraulic corded cutters. Our Cutter the CU5060i, we are bidding **EXCEEDS** all the specifications except the tool dimensions which are specific to a certain brand which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meet the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this cutter. Will this tool be considered? **Response: Yes this tool will be considered.**
3. Hydraulic corded mini cutters. Our tool we are bidding in this section is the CT5111RH Combi-Tool which **EXCEEDS** all the specifications except for the dimensions which are specific to a certain brand which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meets the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this tool. Also with this tool, you would have the ability of a mini spreader as well. Will this tool be considered? **Response: Yes this tool will be considered.**
4. Hydraulic corded large push/pull ram. Our Ram the RA4322 we are bidding **EXCEEDS** all the specifications except the tool dimensions which a specific to a certain brand which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meets the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this tool. Will this tool be considered? **Response: Yes this tool will be considered.**
5. Hydraulic corded large push/pull ram. Our Ram the RA4332 we are bidding **EXCEEDS** all the specifications except the tool dimensions which a specific to a certain brand which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meets the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this tool. Will this tool be considered? **Response: Yes this tool will be considered.**

6. Hydraulic corded large push/pull ram. Our Ram the TR5370 we are bidding **EXCEEDS** all the specifications except the tool dimensions which is specific to a certain brand which appears to be Genesis (Weber). Our tool spec sheet is included in this bid package and is more than capable to meet the demands of Barrow County Fire and Emergency Services. You will see that our power-to-weight ratio is unmatched on this tool. Will this tool be considered? **Response: Yes this tool will be considered.**
7. Hydraulic pump. Our pump the SR20PC2 CORE pump has a 3.0hp, four-stroke, Honda Engine. Our pumps DO NOT require a 6.5hp engine like our competitors. They have to have a larger engine to operate the pump which is not as efficient as ours. Our pump will run 2 tools at the same time, with no pressure loss to either side. Also our pumps are 3 stage, not 2 stage like our competitors. We DO NOT and WILL NOT do an "overdrive/turbo" function. When our competitors do this, they cut the flow from one side of the pump which WILL SLOW DOWN THE RESCUE if another person is using a tool on the other side of the pump at the same time which defeats the purpose. If the pump has this feature, then why not always be in "overdrive/turbo" mode? Also to utilize this feature, someone would be REQUIRED to be at the pump to activate the switch. This eats up valuable manpower. Our pumps also has a Holmatro Quick Fix Bracket P/N 150.062.190 and P/N 150.062.188. Our pump **EXCEEDS** with the exception to dimensions and the overdrive/turbo mode which is specific to a certain brand which appears to be Genesis (Weber). Will our pump be considered? **Response: Yes this tool will be considered.**
8. 50ft. sections of hydraulic hose with tool specific couplers. Our CORE hydraulic hoses are the most innovative hoses on the market today. We offer them in 50' sections in the colors of orange, blue, green, and black. They WILL swivel on both ends which prevents kinking in the hose. Our competitors hose WILL NOT. Our 50' hoses weigh in at just 15.2lbs!! Our hoses are considerably safer due to the pressure never sees the outside environment which prevents any damage. The outside return hose is the only part that needs any kind of inspection. It also has a maximum pressure of 363psi on the return hose, so in the event a hose gets cut, there is NO high pressure fluids coming out. The same NFPA inspection used to inspect any other hose is applicable to the CORE hose for IT IS NFPA 1936 COMPLIANT. Also the couplers allow for connecting and disconnecting without shutting off the flow from the pump which frees up manpower. Will this hose be considered? **Response: Yes this tool will be considered.**
9. Battery Operated Spreader. Our Spreader the GSP5250 EVO3, **EXCEEDS** all the specifications in this section except for the dimensions and the non-proprietary battery option. Holmatro was the FIRST to develop the battery operated, hydraulic tool back in the early 2000's. Back then they used a non-proprietary battery (Dewalt) which was commercially available in the market. When Dewalt decided to change designs due to newer technology, we were left without a battery for our customers. For this reason Holmatro developed their own battery which is designed for rescue tools and not drills, sawzalls, and flashlights. They own the design so the end user would be protected from not having access to batteries for RESCUE TOOLS for SAVING LIVES. You have to understand that companies such as Dewalt or Milwaukee has a much bigger market in construction than in rescue. So when the demands change in the construction world, they WILL NOT make any batteries for such a small market as Fire/Rescue. Barrow County Citizens deserve a product that will commit to being around for more than just a few years. Also our 6 handle lights, as opposed to 2, are powered from a separate battery, so drain will not be placed on the tool. Our battery run times are unmatched in the industry as well and our batteries are good for 1000 charge cycles as opposed to the competition at 500. The spec sheet for this tool is

included in the bid package for your review. Our power-to-weight ratio is unmatched in the industry with this tool. Will this tool be considered? **Response: Yes this tool will be considered.**

10. Battery Operated Cutter. Our Cutter the GCU5060i EVO3, **EXCEEDS** all the specifications in this section except for the dimensions and the non-proprietary battery option. Also our Cutters have the inclined cutter blades, which is another first for the Rescue Industry, which makes using the cutter more user friendly and SAFER. Holmatro was the FIRST to develop the battery operated, hydraulic tool back in the early 2000's. Back then they used a non-proprietary battery (Dewalt) which was commercially available in the market. When Dewalt decided to change designs due to newer technology, we were left without a battery for our customers. For this reason Holmatro developed their own battery which is designed for rescue tools and not drills, sawzalls, and flashlights. They own the design so the end user would be protected from not having access to batteries for RESCUE TOOLS for SAVING LIVES. You have to understand that companies such as Dewalt or Milwaukee has a much bigger market in construction than in rescue. So when the demands change in the construction world, they WILL NOT make any batteries for such a small market as Fire/Rescue. Barrow County Citizens deserve a product that will commit to being around for more than just a few years. Also our 6 handle lights, as opposed to 2, are powered from a separate battery, so drain will not be placed on the tool. Our battery run times are unmatched in the industry as well and our batteries are good for 1000 charge cycles as opposed to the competition at 500. The spec sheet for this tool is included in the bid package for your review. Our power-to-weight ratio is unmatched in the industry with this tool. Will this tool be considered? **Response: Yes this tool will be considered.**
11. Battery Operated push/pull ram. Our ram the GRA4321 EVO3, **EXCEEDS** all the specifications in this section except for the dimensions and the non-proprietary battery option. Holmatro was the FIRST to develop the battery operated, hydraulic tool back in the early 2000's. Back then they used a non-proprietary battery (Dewalt) which was commercially available in the market. When Dewalt decided to change designs due to newer technology, we were left without a battery for our customers. For this reason Holmatro developed their own battery which is designed for rescue tools and not drills, sawzalls, and flashlights. They own the design so the end user would be protected from not having access to batteries for RESCUE TOOLS for SAVING LIVES. You have to understand that companies such as Dewalt or Milwaukee has a much bigger market in construction than in rescue. So when the demands change in the construction world, they WILL NOT make any batteries for such a small market as Fire/Rescue. Barrow County Citizens deserve a product that will commit to being around for more than just a few years. Also our 6 handle lights, as opposed to 2, are powered from a separate battery, so drain will not be placed on the tool. Our battery run times are unmatched in the industry as well and our batteries are good for 1000 charge cycles as opposed to the competition at 500. The spec sheet for this tool is included in the bid package for your review. Our power-to-weight ratio is unmatched in the industry with this tool. Will this tool be considered? **Response: Yes this tool will be considered.**
12. Battery Operated Telescopic Ram. Our Telescopic ram the GTR5350 LP EVO3, **EXCEEDS** all the specifications in this section except for the dimensions and the non-proprietary battery option. Holmatro was the FIRST to develop the battery operated, hydraulic tool back in the early 2000's. Back then they used a non-proprietary battery (Dewalt) which was commercially available in the market. When Dewalt decided to change designs due to newer technology, we were left without a battery for our customers. For this reason Holmatro developed their own battery which is designed for rescue tools and not drills, sawzalls, and flashlights. They own the design so the end user would be protected from not having access to batteries for RESCUE TOOLS for SAVING LIVES. You have to understand that

companies such as Dewalt or Milwaukee has a much bigger market in construction than in rescue. So when the demands change in the construction world, they WILL NOT make any batteries for such a small market as Fire/Rescue. Barrow County Citizens deserve a product that will commit to being around for more than just a few years. Also our 6 handle lights, as opposed to 2, are powered from a separate battery, so drain will not be placed on the tool. Our battery run times are unmatched in the industry as well and our batteries are good for 1000 charge cycles as opposed to the competition at 500. The spec sheet for this tool is included in the bid package for your review. Our power-to-weight ratio is unmatched in the industry with this tool. Will this tool be considered? **Response: Yes this tool will be considered.**

13. 3hr. battery pack to extend the life of the tools. Holmatro does not offer a 3hr. battery pack.

**Response: This is a Statement only. No question to be answered.**

14. 3 bay charging station. Each tool comes with 2 batteries and a charger. Holmatro only offers a single bay charger. This is due to when a charger goes bad, it is cheaper to replace a single charger instead of a 3 bay charger. This is a more cost effective strategy for the Citizens of Barrow County. **Response: This is a Statement only. No question to be answered.**

15. Extra batteries for tools. Holmatro batteries are proprietary. Holmatro was the FIRST to develop the battery operated, hydraulic tool back in the early 2000's. Back then they used a non-proprietary battery (Dewalt) which was commercially available in the market. When Dewalt decided to change designs due to newer technology, we were left without a battery for our customers. For this reason Holmatro developed their own battery which is designed for rescue tools and not drills, sawzalls, and flashlights. They own the design so the end user would be protected from not having access to batteries for RESCUE TOOLS for SAVING LIVES. You have to understand that companies such as Dewalt or Milwaukee has a much bigger market in construction than in rescue. So when the demands change in the construction world, they WILL NOT make any batteries for such a small market as Fire/Rescue. Barrow County Citizens deserve a product that will commit to being around for more than just a few years. Our battery run times are unmatched in the industry as well and our batteries are expected at to last 1000 charge cycles as opposed to the competition at 500. The spec sheet for our batteries is included in the bid package for your review. Will these batteries be considered? **Response: Yes these batteries will be considered.**