

AERIAL BENCHMARKING ANALYSIS

75' Rear Mount Ladder Single Axle Market

C. Green
3/20/2017
REV 4/18/2017

Mfg	Model	Aerial Length	Vertical Reach	Horizontal Reach	Boom MatL	Chassis	Wheelbase	Engine	Cab Size	Total Seating	Bumper	Front Axle/Suspension	Rear Axle/Suspension	Body Material	Body Config	Compt Space (cu ft)	Hose Bed Capacity	Ground Ladders (ft)	Pump	Water Tank	Waterway size	Waterway Capacity	Tip Load Rating			Outrigger Spread	Other Notable Options	Price	Price Ranking (low to high)	Source
																							Dry	Wet	Equipment Allowance					
Sutphen	SLR75	75	75	68'-6"	Aluminum	Monarch	206"	ISL9 450hp	62" flat	6	24" stainless w/storage well and lid	23,000	31000 air ride (new std is 35k air ride)	Boiled stainless	left high, right high (upper shallow depth for hose bed and ladders)		1000' of 5'	85'	Hale Qmax 1500gpm	300	3" valve	1500gpm	750#	500#	100#	16'	Hard wired, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 661,658.00	11	FSA
Ferrara	77 HD MVP	77			Steel	Cinder		ISL9 450hp	Medium w/8" raised roof	6	Painted steel extended w/storage well and lid			Extruded aluminum	Left Side high, right side high ahead front axle w/EZ-Stack hose bed			ISO	Hale Qmax 2000gpm	500	4"	1250gpm	500#				F-Shell coating, Federal LED warning lights, FRC 12V LED brow light, blue ladder lighting, right side electric LDH discharge, MVP configuration w/lift-out speedway trays	\$ 725,000.00	14	Ferrara website (link)
E-One	HP78	78			Aluminum	Typhoon		ISL9 450hp	58" w/raised roof	6	20" painted steel w/center storage well and lid			Extruded aluminum	Left high side, right side high ahead of axle w/wide stacker hose bed (additional large compartment ahead of body due to E-Max pump module)			115'	Darley 1500gpm E-Max with left side enclosed panel	470 w/30 foam			750#	500#			Multiplexed, Firecom system, Harrison 8kw, Whelen LED warning	\$ 628,000.00	5	FRE show floor/brochure
	HP75	75	75	68'	Aluminum	Typhoon	210"	ISL9 450hp	58" flat	4	16" stainless (no well)	20,000	31,000 spring	Extruded aluminum	left high, right high (upper shallow depth for hose bed and ladders)	153		115'	Hale Qflo 1250gpm	400	4"	1000gpm	500-1000#	500#	50#	16'	Multiplexed, Federal LED warning lights, 10 year paint warranty (required by FSA)	\$ 606,836.00	3	FSA
KME	79 AerialCat	79	79	70'	Steel	Panther	214"	ISL9 450hp	62.5" w/10" raised roof	4	20" stainless (no well)	23,000	33,500 spring	Aluminum	Straighshot: left high, right high ahead of Axle with sidestacker hosebed			115'	Hale DSD 1250gpm	300	4"	1500gpm	500#	500#	-	16'	Multiplexed, ESC, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 683,313.00	12	FSA
HME	HAF80L	80	79'-10"	71'-3"	Steel		220"	ISL9 450hp	60" w/raised roof	6	18" stainless (no well)	20,000	31,000 spring	Stainless Steel	left high, right high ahead of Axle with sidestacker hosebed	183.4		167'	Hale Qflo 1250gpm	400	4"	1000gpm	500#	500#	-	15'-6"	Multiplexed, 10 year paint warranty (required by FSA)	\$ 626,954.00	4	FSA
Rosenbauer	78 Viper	78	77'-10"	70'-8.6"	Steel	Commander	216"	ISL9 450hp	54" flat	4	18" stainless (no well)	21,500	31,500 spring	1/8" Formed Aluminum	left high, right high ahead of Axle with sidestacker hosebed	230		85'	Rosenbauer N 1250gpm	300	4"	1000gpm	500-1000#	500#	-	15'-6"	Whelen Mt LED warning, 25 year torque box, aerial & outrigger warranty, 2 year warranty, 10 year paint warranty (required by FSA)	\$ 547,701.00	1	FSA
Smeal	S2LTC75RMSS	75	75	66'	Steel	Sirius II/Metro Star	218"	ISL9 450hp	54" flat	4	24" stainless (no well)	21,500	33,000 spring	Stainless Steel	left high, right high ahead of Axle with sidestacker hosebed		800' of 4"	115'	Waterous CSU 1500gpm	300	4"	1500gpm	500#	500#	100#	14'	Multiplexed, WiFi hotspot, Code 3 LED warning, painted stainless body, 30 year body, 15 year torque box, 25 year ladder, 2 year warranty, 10 year paint warranty (required by FSA)	\$ 644,154.00	9	FSA
	S2LTC75RM	75	75	66'	Steel	Sirius II/Metro Star	218"	ISL9 450hp	54" flat	4	24" stainless (no well)	21,500	33,000 spring	Formed Aluminum	left high, right high ahead of Axle with sidestacker hosebed		800' of 4"	115'	Waterous CSU 1500gpm	300	4"	1500gpm	500#	500#	100#	14'	Multiplexed, WiFi hotspot, Code 3 LED warning, painted stainless body, 30 year body, 15 year torque box, 25 year ladder, 2 year warranty, 10 year paint warranty (required by FSA)	\$ 638,931.00	7	FSA
Spartan	75 RMLQ	75	75	68'	Steel	Metro Star	209"	ISL9 450hp	54" flat	4	18" stainless (no well)	23,000	33,000 spring	Formed 1/8" Aluminum	left high, right high ahead of Axle with sidestacker hosebed	146.52	1000' of 5'	99'	Hale DSD1250gpm	300	4"	1000gpm	500#	500#	-	16'	Multiplexed, Whelen LED warning, ESC, 2 year warranty, 10 year paint warranty (required by FSA)	\$ 606,317.00	2	FSA
Pierce	75HAL	75	75	67'-9"	Aluminum	Enforcer	233.5"	ISL9 450hp	70" w/raised roof	4	16" stainless (no well)	20,000	31,000 spring	Aluminum	left high, right low with side stacker hose bed		1000' of 5'	101'	Waterous CS 1250gpm	300	4" (3.5" valve)	1000gpm	500-1000#	500-1000#	100#	16'	Hard wired, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 632,561.00	6	FSA
	75PAL	75	75	69'-2"	Steel	Impel	230.5"	ISL9 450hp	70" w/raised roof	4	16" stainless (no well)	22,800	31,000 spring	Aluminum	left high, right low with side stacker hose bed		1000' of 5'	91' (spec requires 2 ladders to be provided & mounted by FD)	Waterous CS 1250gpm	300	4" (3.5" valve)	1000gpm	500#	500#	-	16'	Multiplexed, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 643,392.00	8	FSA
	75HAL	75	75	67'-9"	Aluminum	Arrow XT	236.5"	ISL9 450hp	70" w/raised roof	4	16" stainless (no well)	22,800	31,000 spring	Aluminum	left high, right high, split depth uppers on both sides		1000' of 5'	101"	Waterous CS 1250gpm	300	4" (3.5" valve)	1000gpm	500-1000#	500-1000#	100#	16'	Hard wired, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 658,415.00	10	FSA
	75HAL	75	75	67'-9"	Aluminum	Velocity	230.5"	DD13 470hp	70" w/raised roof	4	16" stainless (no well)	23,000	33,500 spring	Aluminum	left high, right high, split depth uppers on both sides		1000' of 5'	101"	Waterous CS 1250gpm	300	4" (3.5" valve)	1000gpm	500-1000#	500-1000#	100#	16'	Multiplexed, Whelen LED warning, 10 year paint warranty (required by FSA)	\$ 707,360.00	13	FSA

COMPETITOR'S PRICING ANALYSIS	
Average:	\$ 642,225.60
Minus FSA Fees (3.8%):	\$ 4,816.60
Final Average:	\$ 637,409.00
Includes commission	