



News Around the Regions

Maryland State Firemen's Convention

E-ONE recently attended the Maryland State Firemen's Convention in Ocean City, MD, proudly showing several of the company's top-of-the-line apparatus including an HP 100 platform and a new Quest IFS Pumper.

While the attendance for the regional show was down, the traffic at the E-ONE booth was very good. American Fire Equipment, Inc, based in Woodbridge, VA., was the dealership representing E-ONE at the convention.

In addition to the trucks listed above, E-ONE also showed a Tradition pumper supplied by the Carol County Volunteer Fire Dept. and an impressive custom pumper belonging to the Orchard Beach Fire Dept. Both departments are located in Maryland.

First E-ONE Pumper Contract in Hawaii

E-ONE's first pumper contract in Hawaii was recently awarded to E-ONE dealer HT&T Hawaii by the Maui County Fire Department.

The contract will mark the first municipal E-ONE fire truck to hit the island. Hawaii currently has several E-ONE ARFFs in service in military and airport capacities, but this pumper marks a first on the urban side, said Rob Wirtz, director of North America aerial sales.

The 2008 custom pumper will feature a Cyclone II chassis, 515 hp Detroit Diesel Series 60 engine, Allison EVS 400 transmission, Waterous CMU 1500-2250 GPM two-stage pump, 780-gallon water tank, a 30-gallon foam tank, and LED warning lights.

New England Fire/Rescue/EMS Conference

E-ONE attended the 86th annual New England Fire/Rescue/EMS Conference, the largest fire apparatus product show the Northeast has to offer.

Represented by Desorcie Emergency Products, Greenwood Emergency Vehicles, and Nichols Fire Apparatus, E-ONE proudly displayed three cutting-edge trucks – a new HP 100 Platform, a Quest IFS Pumper and a Hybrid Command Center.

In addition to the stock trucks, several customers of Nichols Fire Apparatus also displayed their own E-ONE trucks.

The City of Boston Fire Dept. showed its 110' Rear-Mount Aerial on a Cyclone II chassis, the Woodbridge Fire Dept. showed its 19' Non Walk-in Rescue on a Typhoon chassis, and the South Kensington Fire House, located in Berlin, CT, showed its Classic Fire Ranger on a Ford F-550 Extended Cab.

But it was the Quest Rescue Pumper belonging to the Lunenburg Fire Department that stole the show.

"The rescue pumper from Lunenburg was a very well received body style," Desorcie said. "It's becoming a frequently requested body style."

As a result of the traffic through E-ONE's trucks, the dealerships were able to generate a number of valuable sales leads.

"I think we were all able to produce some sales leads due to our activity at the show," said Mark Wnuk, a salesman for Nichols Fire Apparatus.

Town of Hartford Purchases New Rescue

The Town of Hartford Fire Department, located in southern Vermont, is set to receive delivery of a brand new E-ONE 22' Non Walk-In Heavy Rescue truck that will replace a time-tested E-ONE 15' Walk-In Rescue after nearly 20 years of service to the state of Vermont.

The new truck, which was sold by Desorcie Emergency Products in St. Albans, VT, is equipped with a Typhoon chassis, 2007 Cummins ISL 425 HP engine, an Allison EVS3000 transmission, and spacious side and top compartments lining its 240" wheelbase. The compartments will provide storage and transportation of both equipment and personnel around the town of Hartford and throughout the state.

Before the purchase of the new rescue truck, the department was forced to accompany the 1988 15' Commercial Walk-In with up to three trailers in order to transport all of the necessary equipment to a site.

"The department is very excited about the new truck and about the opportunities and capabilities the truck will give us when responding to emergencies," Capt. Raymond Bushey said.

The reason Hartford's trucks are rolling around the state and not just its local community is that the department also serves as southern Vermont's Urban Search and Rescue Task Force, a demanding responsibility that has the 22-man department responding to around 1,700 emergency calls per year.

The 1988 Walk-in Rescue, which was purchased new for \$95,000, was recently sold for \$50,000 to fund the new truck.

"It has really served the community and the state very well for the past 20 years," Bushey said.

Both he and the department are looking forward to similarly long and prosperous run with the newest addition to its fleet.

More News...

City of Winder Fire Department Chooses E-ONE HP 75 as its First Ladder Truck

Fireline, Inc., the E-ONE dealer headquartered in Winder, Ga., recently sold its hometown fire department an E-ONE HP 75 aerial, the first ladder truck in Winder's 115-year history.

"When we sat down and looked at all the trucks available to us overall, E-One was hands-down the best deal," Winder Fire Chief Ray Mattison said.

The 2008 E-ONE HP 75 aerial will feature a custom Typhoon chassis, SideStacker body, 425 hp Cummins ISL engine, Allison EVS 3000 transmission, Hale QMax 1500 GPM pump, 500-gallon water tank, and the ladder/pike pole package.

Mattison, who has been fire chief for more than 30 years and a firefighter for more than 45 years, said he has purchased quite a few E-ONE trucks over the years, but he has never been as excited as he is for this truck.

The new truck will be unveiled in conjunction with the station's centennial anniversary in September complete with commemorative graphics including the station's centennial logo on the ladder and an old-fashioned centennial bell.

The HP 75 will replace a '75 American LaFrance pumper and will join two other E-ONE trucks, both pumpers, in WFD's fleet.

Customer Feedback

A letter from Captain Derrick Arruda of the Maui Department of Fire and Public Safety to the department's chief after Cpt. Arruda's visit to E-ONE in May:

Aloha Chief Murray,

Thank you for the opportunity to travel to Emergency One and do product evaluation on their fire apparatus.

After 3 days of touring the factory, meeting different department heads and evaluating various apparatus I have formulated an opinion: Emergency One builds high quality emergency vehicles for the fire service.

E-One builds every type of vehicle the fire service demands and is ISO9001 rated. This rating is a quality assurance tracking program that holds them to the highest standards achievable. From large Arial's and Bronto's to small skid mounts and utility's, I found a sincere commitment to quality. Fit and finish on the cab, body and chassis is excellent. Every model is put through crash, roll over and stability testing that exceeds NFPA standards prior to being marketed. No vehicle leaves the factory without intense inspection and testing including going thru a storm station. This station depicts severe rains driven at all angles to find

any leaks into the cab and body. If a chassis made by a different manufacturer is used they still subject it to the same testing and repair any problems prior to leaving the factory.

The President of E-One has instilled this philosophy into the company: Give the customer what they want and support them long after the sale.

In conclusion I believe if E-One is awarded a bid to build any of our apparatus it will be of the highest quality and have continued support from the factory.

Thank you,
Captain Derrick Arruda

A letter to Mark Merritt from the Riverside Fire Authority's Operations Chief, Michael Kytta:

Dear Mr. Merritt,

Please accept this letter of appreciation acknowledging the excellent service you and your staff have given to the Riverside Fire Authority throughout our fire apparatus purchasing process. All of our personal and electronic business communications from the initial call for bids to the review of bids and ultimately the final invoicing have been very professional, prompt and friendly.

The E-One fire engine we purchased has exceeded many of our expectations and is clearly an excellent value for the dollars spent. The attention to detail and workmanship is of very high quality and is certain to serve our community and firefighters for many years to come. Following delivery from the manufacturer we placed the responsibility for a good number of customizations and modifications in the very capable hands of the outstanding team at Cascade Fire and Safety. The suggestions you and your staff provided and Cascades "can do attitude" helped us to be successful and was very refreshing. I am unable to tell the difference between the work completed at the factory and the work completed by your staff the finished work products compliment one another and share the mark of genuine craftsmanship.

In closing, it will be very easy to recommend both Cascade Fire and Safety and E-One to my colleagues that are seeking an excellent value in these challenging economic times. Should they accept my recommendation I will feel good knowing that they we also receive the benefit of doing business with a firm that places customer service and satisfaction as their highest goal. Mark, thanks again to you and your staff for making this a pleasurable purchasing experience.

Michael Kytta
Operations Chief

Product News

July 2, 2008

E-ONE is pleased to announce that a major milestone for the new Synergy product has been met. Through the collaborative efforts of Hale and E-ONE the much sought after 1500 GPM pump rating and certification has been achieved.

Synergy already provides our customers the benefits of a compact pump enclosure, multiple pump control locations, enhanced body storage capabilities and highly maneuverable chassis offerings. Now add a 1500 GPM pump rating and certification and Synergy is now the bench mark and leader in this emerging market.

E-ONE continually strives to make all our products both innovative and industry leading. Synergy is an example of how we are looking forward to meet industry and customer expectations.

An updated EzONE release will be coming shortly making either pump rating of 1250 GPM or 1500 GPM selectable for all Synergy offerings.

If there are any comments or questions please contact Kirk Waddey at (352) 861-3454 or email at kwaddey@e-one.com.



New Deliveries

- Hillsborough County, FL
- Boston, MA
- Memphis, TN
- Colorado City, TX
- City of Moore FD, OK
- Louisville Fire Protection, CO
- Cicero Fire Department, IL
- Worth County, GA
- Town of Hartford FD, VT
- City of Providence FD, RI
- Lunenburg FD, MA
- Cape Coral, FL
- Valero, NJ
- Englewood, FL
- GSA, New York Division
- Eden Prairie, MN
- Rosedell FD, LA
- Rio Rico, AZ
- Levittown FD, PA
- Salem Center, OH
- Ferrell FD, NJ
- Madisonville, KY
- Flora FD, MS
- West Bryan, OK