



Hamlin Fire Protection District

TEAM

the different technologies that set them apart from one another. The next step in Hamlin's evaluation was to attend local demonstrations put on by manufacturers. Again, the teammates went to watch the rescue tools in action doing what they were designed to do. "We essentially went to hear the sales pitches put on by

each manufacturer. This way when it came time to do our tool evaluation we could put all the sales talk aside, and really get down to how the tools perform,"

"Individual commitment to a group effort -- That is what makes a team work, a company work, a society work, a civilization work. -- Vince Lombardi. Nowhere is this more evident than in the Fire Service. Here, men and women pay the ultimate price for not performing as a team. At the Hamlin Fire District in New York, this team concept is understood to encompass everything they do including the purchase of new equipment. Hamlin FD is responsible for a population of over 7,000 with an annual call volume near 500 with approximately 50 of those calls being motor vehicle related. "We started to notice a while ago that our extrication equipment just wouldn't do the job on the newer vehicles," said Assistant Chief Allan Smith. Hamlin's extrication equipment was over 20 years old and still operating on the 5,000 psi maximum pressure. The Chief Officers decided it was time to start doing a little research on new extrication equipment though they would include the entire department on the decision making process. "One of the vital tools to this evaluation would be the thoughts and opinions of our teammates as they will be using this equipment just as much as everyone else on the department, probably more so." To begin, Chief Smith assembled a team of other

Chiefs, and the Training Captain to accompany him to some of the local fire equipment shows put on by the local chiefs associations. This enabled them to visit each manufacturer of hydraulic rescue tools all at once on their own terms. This was critical in the

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initial phase because Smith and his team could start to understand the capability of rescue tools today, and

said Smith. After this process Hamlin was able to narrow the field down to 4 manufacturers that they would

invite to their department for evaluation. The most important part of this evaluation is that it would be done by the people that use the equipment the most. 4 teams were formed from the Hamlin FD. Each team consisted of one officer with experienced and inexperienced firefighters. "We wanted opinions from all of our firefighters old and young," said Smith. Each

manufacturer's tool," said Smith. The only thing sales representatives were allowed to do is correct someone if they were using the equipment incorrectly. This allowed for uninhibited use of the equipment by the 4 teams. According to Chief Smith the firefighters really appreciated being able to have a say in what equipment they will be using to save lives, "...we re-

colades in the comments section," according to Chief Smith. This sealed the evaluation. Hamlin Fire District would choose Genesis to replace their aging 5,000 psi systems. Hamlin has now had the Genesis Rescue Tools in service now for approximately 1 month, and according to Chief Smith, "...they love em!" Hamlin chose the C165 cutter which is approximately

the same weight as their old cutter, but 5 times more powerful. The department has two 100 ft hose reels with OSC couplers, which means no more switching valves on pumps. The S49 XL spreader that Hamlin chose has a maximum spreading force of 74,000 lbs which will give them a distinct advantage on heavy rescues. In addition, not only is Hamlin happy with the equipment, but they are happy with the people they purchased it from that support it, Howell Rescue Systems. "Our sales representative for the Genesis Tools was extremely knowledgeable, passionate, and allowed us to do our evaluation as we saw fit," Chief Smith. Hamlin traded in their old system which helped

team was given 20 minutes on a vehicle with each manufacturer, and an evaluation sheet that grades important items on a scale of 1-5 was filled out by each participant. In addition, there was a section for open comments on the equipment. Sales pitches were strictly off limits. "We had already heard the pitches, now we wanted to see how our team performed with each

ally appreciate opening this evaluation process to us..." The Officers took all of the evaluation sheets and began the scoring process. What they found was surprising. The scoring was very close with Genesis Rescue Systems coming out number one, but what really pushed Genesis to the top was the comments section. "Genesis had by far, the largest amount of ac-

bring the cost down and actually sold an old apparatus which meant they almost had no out of pocket cost for the department which means a lot for a volunteer department where money is always tight. All in all it looks like a big win for the Hamlin Fire District team... FOR MORE INFORMATION VISIT www.genesisrescue.com



