



## STAFF REPORT

DATE: November 19, 2019

ITEM #:

**TO:** City Council

**FROM:** Lake Elmo Fire Department Equipment Committee

**AGENDA ITEM:** Approve Purchase of SCBA's (Self Contained Breathing Apparatus)

**REVIEWED BY:** Greg Malmquist, Fire Chief

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### **BACKGROUND:**

February, 2019, the Fire Department Equipment Committee began research of SCBA'S for purchase as Identified in the 2019 CIP, Project F-007, Self-Contained Breathing Apparatus (SCBA) replacements for revised estimated cost of \$245,500". The reason for this purchase is our current SCBA's are at the end of their 15 year life cycle. The Committee was lead by Assistant Chief Mike Cornell.

The Fire Department Equipment Committee began its work by identifying 3 vendors that represented the main 3 brands of SCBA's, MES representing Scott, ERS representing MSA and Alex Air representing Draeger. The Committee held several meetings with the vendors coming out and presenting their products. The Committee soon narrowed the field to 2 brands, MSA and Draeger. They began much more in depth analysis of each product. They now got these 2 brands in front of the entire department for their evaluation and feedback. The first was at the station in a casual setting to get hands on each. The vendors were again invited out for some Q & A from the department. The next evaluation of the SCBA's consisted of a drill with physical activity and personnel, wearing each pack as well as our current SCBA's for head to head comparisons. The final evaluation came at the training center during our Ability Test.

The next step was to contact each vendor to get price quotes and do a head to head comparison. Pricing for the basic packs was compared as well as the required spare air bottle for each, masks for each Firefighter and the necessary equipment to outfit our RIT (Rapid Intervention Team) packs.

On Tuesday, November 12, 2019, Assistant Chief Mike Cornell went before the Public Safety Committee and presented the process the Fire Department Equipment Committee had gone through, the results of that process and the recommendation of the committee.

The Public Safety Committee voted to recommend to Council to move forward with the purchase of the Draeger SCBA's from Alex Air. The vote passed 3 – 0.

### **ISSUE BEFORE COUNCIL:**

Whether or not to approve purchase of the Draeger SCBA's as presented.

### **PROPOSAL DETAILS/ANALYSIS:**

Based on the recommendations of both, the Equipment Committee and Public Safety Committee, the proposal is to move forward with the 2019 CIP Project F-007, for the purchase of the SCBA's.

**FISCAL IMPACT:**

CIP - \$245,500.00

**COSTS:**

- SCBA COST (includes 26 Packs with buddy breather, 52 Bottles, 30 Masks, fittings for breathing air compressor and RIT Pack Buddy Breather Line). \$184,210.50
- Equipment for RIT Packs: \$2080.60
- Shipping: \$400.00

**TOTAL COST - \$186,691.10**

**OPTIONS:**

- 1) Move forward with purchase of the SCBA's.
- 2) Deny purchase.

**RECOMMENDATION:**

**Motion: "To approve purchase of 2019 CIP Project, F-007, 26 SCBA's from Alex Air, as well as the associated equipment at a cost of \$186,691.10".**

**ATTACHMENTS:**

1. Quote from Alex Air
2. Quote from ERS
3. SCBA Cost breakdown

Alex Air Drager SCBA Cost (includes: 26 Packs, 52 Bottles, 30 Masks and Buddy Breather) 181,348.00

Additional items to be purchased through vender:

Mask Bags -  $17.00 \times 30 = 510.00$

Drager Quick Connect at fill station -  $578.00 \times 2 = 1,156.00$

Spectacle Kit –  $79.30 \times 5 = 396.5$

20' Buddy Breather Extension Line x 2 = 800.00

Shipping = 400.00

Batteries will be an every year budget item

**Total Cost** \$184,610.50(cost of SCBA) + \$2080.60(cost of Additional items) = **\$186,691.10**

ERS MSA SCBA COST (includes: 26 packs, 52 Bottles, 30 Masks, Not Included: Buddy Breather) 181,639.32

Additional Items to be purchased through vender:

Mask Bag:  $24.43 \times 30 = 732.90$

6 position Charging bank :  $510.21 \times 2 = 1020.42$

Spectacle Kit:  $121.38 \times 5 = 606.90$

Spare Batteries  $263.47 \times 10 = 2634.70$

Buddy Breather:  $496.98 \times 26 = 12,921.48$

**Total Cost** \$199,555.72(cost of SCBA) + \$2080.60(cost of additional items) = **\$201,636.32**

Additional Items to be Purchased outside of quote:

Thermal Imaging Camera: FLIR K2 -  $\$995 \times 2 = \$1990$

Hand Tools for Bags

Wire Cutters :  $\$21.99 \times 2 = \$43.98$

Channel Locks:  $\$17.98 \times 2 = \$35.96$

Carabineer:  $\$5.33 \times 2 = \$10.66$

Total Cost additional items = \$2080.60



11897 Co. RD 87 SE  
 Alexandria, MN 56308  
 Phone: 800-264-2320  
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 Email: orders@alexairapparatus.com  
 Web Site: www.alexairapparatus.com

# QUOTE

Date	Customer PO
11/14/2019	

BILL TO
Lake Elmo Fire Department  Lake Elmo, Minnesota

SHIP TO
Lake Elmo Fire Department  Lake Elmo, Minnesota

S.O. #	Promise Date	Terms	Sales Rep
		N30	Corey Thorson

QTY	STOCK ORDER	PART NUMBER	DESCRIPTION	PRICE (Each)	PRICE (Extended)
26	ORDER	R62980	Drager PSS 7000 SCBA Backplate w 7000 Sentinel QC HP w/ 40" Buddy Breather and Pouch	\$4,116.00	\$107,016.00
52	ORDER	4058999	Drager 4500psi / 45 Minute Clear Custom Logo Carbon Cylinder	\$755.00	\$39,260.00
26	ORDER	3357114	Drager Cylinder Quick Connect Adaptor - Spare Cylinders HP	\$89.00	\$2,314.00
30	ORDER	R62986	Drager FPS 7000 Mask w/ HUD "Heads Up Display"	\$412.00	\$12,360.00
30	ORDER	R63301	Drager FPS COM 5000 Voice Amp	\$439.00	\$13,170.00
2	ORDER	4050009	Drager RIT Lifeguard II Complete Kit	\$3,414.00	\$6,828.00
			Includes: 4500/60 Minute Cylinder, Dual Line RIT Hose, Mask, LDV, and RIT Bag		
2	ORDER	3357116	Drager Fill Station Quick Connect Adapter	\$578.00	\$1,156.00
30	ORDER	LXFB30-Y	Lightning X - SCBA Mask Bag- Flur Yellow Custom Emb	\$17.00	\$510.00
5	ORDER	R56230	Drager FPS 7000 Spectacle Kit	\$79.30	\$396.50
2	ORDER		20' Buddy Breather Extension Line	\$400.00	\$800.00
			OPTIONAL		
	ORDER	4059492	Drager Spur-Tes 800 Disinfectant Cleaner	\$28.30	

\*CUSTOMERS THAT HAVE NOT PROVIDED TAX EXEMPT FORMS WILL BE CHARGED APPLICABLE SALES TAX  
 \*FREIGHT PREPAID & ADDED  
 \*F.O.B SHIPPING POINT  
 \*THIS IS NOT AN INVOICE

SHIPPING: \$400.00  
 SUB: \$183,810.50  
 TAX:  
**TOTAL: \$184,210.50**

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 Authorized Signature of Approval

# **EMERGENCY RESPONSE SOLUTIONS**

*"Response is our Middle Name"*

## **MSA G1 4500PSIG SCBA**

### **QUOTE PROPOSAL FOR:**

### **LAKE ELMO FIRE DEPARTMENT**

<b>QUANTITY:</b>	<b>DESCRIPTION:</b>	<b>UNIT PRICE:</b>	<b>TOTAL:</b>
	<b>CARRIER HARNESS CONFIGURATION:</b>		
26	<b>MSA G1 GLOBAL SCBA FIRE SERVICE EDITION. 2018 NFPA COMPLIANT. 15 YEAR WARRANTY.</b>  <b>ATO G1FS- 421MB2C0LAR</b> 4 - 4500 PSIG SYSTEM OPERATING PRESSURE 2 - CGA THREADED REMOTE CONNECTION 1 - STANDARD HARNESS WITHOUT CHEST STRAP <b>M</b> - METAL CYLINDER BAND <b>B</b> - BASIC LUMBAR PAD 2- SOLID COVER REGULATOR, LEFT SHOULDER <b>C</b> - CONTINUOUS REGULATOR HOSE <b>0</b> - NO EMERGENCY BREATHING SUPPORT <b>L</b> - LEFT CHEST VOICE AMP SPEAKER MODULE <b>A</b> - RIGHT SHOULDER PASS W/ STANDARD CONTROL MODULE <b>R</b> - RECHARGEABLE BATTERY TYPE -(1) BATTERY INCLUDED W/ EVERY CARRIER PURCHASED <b>* FACE PIECE AND CYLINDER PURCHASED SEPARATELY BELOW.</b>	\$4,498.93	\$116,972.18
	<b>CARRIER HARNESS OPTION(S):</b>		
PER SCBA	ADD CGA QUICK CONNECT REMOTE CONNECTION	\$125.56	\$TBD
PER SCBA	ADD CHEST STRAP	\$16.92	\$TBD
PER SCBA	ADD SERVICEABLE TUNNEL SHOULDER STRAPS	\$78.72	\$TBD
PER SCBA	ADD ADJUSTABLE SWIVELING LUMBAR PAD	\$94.98	\$TBD
PER SCBA	ADD PURGE COVER REGULATOR, LEFT SHOULDER	\$N/C	\$N/C
PER SCBA	ADD EXTENDAIRE II EMERGENCY BREATHING SUPPORT (NFPA 2018 COMPIANT)	\$469.68	\$TBD
PER SCBA	ADD 3' QUICK FILL HOSE AND POUCH, RIGHT SIDE	\$621.89	\$TBD
PER SCBA	ADD 10175021-SP INTEGRATED THERMAL IMAGING CAMERA CONTROL MODULE UPGRADE KIT, 4500/5500 PSIG	\$1,190.44	\$TBD

***Emergency Response Solutions, LLC***

4817 Viking Blvd. NE Ste 102, East Bethel, MN 55092

Phone 651-464-1010

# **EMERGENCY RESPONSE SOLUTIONS**

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	<b>CYLINDER OPTION(S):</b>		
52	MSA 10156424-SP, G1- 4500 PSIG, 45 MIN LOW PROFILE SUPER LITE CYLINDER CGA THREADED CONNECTION	\$906.47	\$47,136.44
	<b>CYLINDER QUICK COUPLING ADAPTER:</b>		
PER CYLINDER	MSA 10149702-SP, 4500 PSIG REMOTE QUICK CONNECT STAINLESS STEEL CYLINDER ADAPTER. <b>*ONLY NEED IF CGA QUICK CONNECT OPTION IS SELECTED UNDER CARRIER HARNESS OPTIONS*</b>	\$48.52	\$TBD
	<b>CUSTOM LOGOED/NUMBERED CYLINDER OPTION:</b>		
	CUSTOM LOGOED AND/OR NUMBERED CYLINDERS ARE AVAILABLE AT \$N/C <b>***CUSTOM LOGOS AND/OR NUMBERS ADDED TO CYLINDERS WILL EXTEND PRODUCT DELIVERY TO: 12 TO 16 WEEKS DEPENDING UPON CYLINDER MANUFACTURER'S ABILITY TO COMPLETE CYLINDER PRODUCTION***</b>	\$N/C	\$N/C
	<b>FACE PIECE:</b>		
30	<b>MSA 10156459 G1 GLOBAL FACE PIECE FIRE SERVICE EDITION W/ INTERNAL HEADS UP DISPLAY (HUD). 2018 NFPA COMPLIANT. 15 YEAR WARRANTY.</b>  <b>ATO G1FP- FM1M401</b> F - FIRE SERVICE EDITION M - MEDIUM SIZE FACE PIECE 1 - HYCAR RUBBER COMPOSITION M - MEDIUM NOSE CUP 4 - 4 PT ADJUSTABLE KEVLAR HEAD HARNESS 0 - NO CLOTH NECK STRAP 1 - FIXED "PUSH-TO-CONNECT" REGULATOR CONNECTION	\$271.69	\$8,150.70
PER FACE PIECE	MSA 10144220-SP CLOTH NECK STRAP	\$13.40	\$TBD
2	MSA 10169711 G1 4500 PSIG RIT SYSTEM W/ QUICK CONNECT REMOTE CONNECTION, G1 FACEPIECE, PURGE COVER REGULATOR, 6' QUICK FILL & EXTENDAIRE II SYSTEM (2013 EDITION), REMOTE PRESSURE GAUGE, URC, AND INCLUDES (1) MSA 10156426-SP 4500 PSIG- 60 MINUTE CYLINDER <b>*RIT BAG SOLD SEPARATELY*</b>	\$4,422.84	\$8,845.68
2	TRUE NORTH L-2 RIT BAG W/ SKID PLATE BOTTOM- RED IN COLOR	\$267.51	\$535.02

# **EMERGENCY RESPONSE SOLUTIONS**

*"Response is our Middle Name"*

<b>ADDITIONAL/OPTIONAL EQUIPMENT:</b>			
1 OR MORE	MSA 10144230 SPECTACLE KIT FOR G1 FACE PIECE	\$121.38	
1 OR MORE	AVON MFG. 2078 MASK BAG-MULTI PURPOSE BAGS, 13" H x 8" W x 8" D, MADE OF CORDURA. ALL HAVE SPEED CLIP, ID PANEL, AND REFLECTIVE STRIPE. <b>*MASK BAG COLORS: ORANGE, RED, YELLOW, OR BLACK</b>	\$24.43	
1 OR MORE	MSA 10148741-SP SPARE RECHARGEABLE BATTERY(S)	\$263.47	
1 OR MORE	MSA 10158385 KIT, 6-POSITION CHARGING STATION, G1 SCBA	\$510.21	
1 OR MORE	MSA 10162403 QUICK CONNECTOR W/ SCBA'S INC. HE ¼-FF-S ¼" M NPT HEX NIPPLE, MNPT X MNPT ADAPTER FOR FILL STATION <b>*ONLY NEED IF CGA QUICK CONNECT OPTION IS SELECTED ABOVE UNDER CARRIER HARNESS OPTIONS</b>	\$341.02	
1 OR MORE	MSA 10126797 G1 SCBA HARD CARRYING CASE- BLACK IN COLOR	\$209.52	
<b>TRAINING:</b>			
ALL MEMBERS	IN-SERVICE SCBA TRAINING WILL BE PROVIDED BY A FACTORY TRAINED INSTRUCTOR IN A CLASSROOM SETTING DURING A TIME AGREED UPON BY THE FIRE DEPARTMENT. THIS INCLUDES A CUSTOMIZED POWER POINT PRESENTATION, AS WELL AS INDIVIDUAL HANDS-ON TRAINING UNTIL <u>EVERY MEMBER IS COMPETENT</u> ON THE COMPLETE USE OF THE SCBA. HANDS-ON TRAINING WILL INCLUDE, BUT IS NOT LIMITED TO: - EQUIPMENT FUNCTION AND OPERATION - DONNING AND DOFFING OF EQUIPMENT - CLEANING AND DECONTAMINATION OF EQUIPMENT - INSPECTION AND FUNCTIONAL TESTING OF EQUIPMENT - WARRANTY INFORMATION AND REPAIR/REPLACEMENT PROCEDURES A CUSTOMIZED POWER POINT FILE WILL BE PROVIDED TO THE DEPARTMENT FOR FUTURE REVIEW AS NEEDED AT \$N/C.	\$N/C	\$N/C
<b>FIT TESTING:</b>			
ALL MEMBERS	INITIAL QUANTITATIVE FACE PIECE FIT TESTING (WITH PRINTED REPORT) SHALL BE PROVIDED AT \$N/C AND WILL	\$N/C	\$N/C

# ***EMERGENCY RESPONSE SOLUTIONS***

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	INCLUDE VARIOUS SIZES OF FACE PIECE ASSEMBLIES TO INSURE PROPER FIT FOR ALL MEMBERS PRIOR TO THE IN-SERVICE AND USE OF ALL SCBA EQUIPMENT.		
	<b>\$N/C FREIGHT AND DELIVERY</b>	\$N/C	\$N/C
		<b>PURCHASE TOTAL:</b>	<b>\$TBD</b>
	<b>EMERGENCY RESPONSE SOLUTION'S RETURN POLICY:</b>		
	*ALL RETURNS ARE SUBJECT TO EMERGENCY RESPONSE SOLUTIONS' RETURN POLICY - SPECIAL ORDER ITEMS CAN NOT BE CANCELLED OR RETURNED		

Date of Quotation: October 22nd, 2019  
Quote Expires in 30 Days

**We appreciate the opportunity to earn your Business!**

***Emergency Response Solutions, LLC***  
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