



## STAFF REPORT

DATE: December 2, 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:**

In February, 2019, the Fire Department Equipment Committee began research of SCBAs 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 SCBAs 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. The Committee began much more in-depth analysis of each product. The two brands of SCBAS were brought to the entire department for the department members' 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 SCBAs by the members of the department consisted of a drill with physical activity and personnel, wearing each pack as well as our current ones 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 copared 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 SCBAs from Alex Air. The vote passed 3 – 0.

It was the conclusion of the department, the Fire Department Equipment Committee, and the Public Safety Committee that based on their features and the department's current use of Draeger equipment, that the Draeger brand SCBAs were the only feasible option for the department. The Draeger brand SCBAs have the following design features that other brands do not necessarily have, including quick connect bottles and easily adjustable shoulder straps to support someone with a longer or shorter torso. The Draeger brand SCBAs also have a quick connect regulator,

which is a safety feature that is utilized when a firefighter runs into low air problems. The shoulder straps on the Draeger brand SCBAs have a rubber coating to keep the straps on our shoulders while working, rather than having to purchase a strap that connects each shoulder strap together. The Draeger SCBA system also includes the buddy breather which is sold with the pack and is not an add on, which saves on costs. The only vendor that sells Draeger SCBA packs in the State of Minnesota is Alex Air (see the attached letter from Alex Air). Since there was no other brand of SCBA packs to be considered and there was only one vendor who could supply them to the City, it was determined that competitive bidding was not required in this circumstance.

**ISSUE BEFORE COUNCIL:**

Whether or not to approve purchase of the Draeger SCBAs 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 SCBAs.

**FISCAL IMPACT:**

CIP - \$245,500.00

**COSTS:**

- SCBA COST (includes 26 Packs with buddy breather, 52 Bottles, 30 Masks) \$183,410.50
- Items not with quote : \$2080.60

**TOTAL COST - \$185,491.10**

**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 SCBAs from Alex Air, as well as the associated equipment at a cost of \$185,491.10".**

**ATTACHMENTS:**

1. Quote from Alex Air
2. Letter from Alex Air



11897 Co. RD 87 SE  
 Alexandria, MN 56308  
 Phone: 800-264-2320  
 Fax: 320-763-9077  
 Email: orders@alexairapparatus.cc  
 Web Site: www.alexairapparatus.c

## QUOTE

Date	Customer PO
10/15/2019	

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	\$4,116.00	\$107,016.00
			w/ 40" Buddy Breather and Pouch		\$0.00
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,		\$0.00
			Mask, LDV, and RIT Bag		\$0.00
					\$0.00
			OTHER VOICE AMP OPTION		\$0.00
	ORDER	R61343	Drager FPS COM 7000 Voice Amp w/ Team Talk	\$1,078.00	\$0.00
					\$0.00
			OPTIONAL		\$0.00
	ORDER	3357116	Drager Fill Station Quick Connect Adapter	\$578.00	\$0.00
			"Need one Per Fill Position"		\$0.00
	ORDER	4059413	Drager - SCBA Hard Case	\$138.00	\$0.00
	ORDER	LXFB30-?	Lightning X - SCBA Mask Bag- Red, Black, or Flur Yellow	\$17.00	\$0.00
	ORDER	4059492	Drager Spur-Tex 800 Disinfectant Cleaner	\$28.30	\$0.00
	ORDER	R56230	Drager FPS 7000 Spectacle Kit	\$79.30	\$0.00
					\$0.00
					\$0.00

\*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: \$180,948.00  
 TAX: \$0.00  
**TOTAL: \$181,348.00**

Tax Rate

\_\_\_\_\_  
 Authorized Signature of Approval

Lake Elmo Fire Department

**Subject: Single Source Notification**

November 27, 2019

To Whom It May Concern

Alex Air Apparatus, with its headquarters in Alexandria, MN, is authorized to promote, sell, service and support customers on Draeger's behalf who are located within MN, SD, ND, IA, WI and MO. Within this territory Alex Air Apparatus is the sole source for Draeger in MN, ND and SD. For over 30 years Alex Air Apparatus has proven to be a Champion Distributor for Draeger and our customers. Please feel free to reach out to me if you need any additional information or support. Thank you very much for the continued support and we look forward to assisting you once again.

Kind regards,

Jim Richardson  
Regional Sales Manager – Responder Div.  
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