F8abc

HIAWATHA FIRE RESCUE

MEMORANDUM

TO: HONORABLE MAYOR, CITY COUNCIL MEMBERS

FROM: MIKE NESSLAGE, FIRE CHIEF

SUBJECT: GRANT FUNDED PURCHASE OF SCBA

DATE: 2/10/2017

CC: CITY STAFF

On January 14th, 2016 the Fire Department submitted a grant request to the Assistance to Firefighters Grant Program. On August 12th we were rewarded the grant. The grant was for SELF CONTAINED BREATHING APPARATUS (SCBA), a cascade air storage system, a air cylinder fill station, and related equipment. On September 7th you voted to accept the grant, and gave us approval to request proposals. The first part of the project, for the fill station and cascade, were approved by you at the December 7th council meeting. Tonight, we are asking you to approve the remaining purchases. We are asking council to approve the purchase of SCBAs and related equipment from Sandry Fire Equipment, for a total of $236,379. The City's portion of this will be $12,735. This was previously budgeted from lost funds.

Before reviewing the bid matrix it is important to understand the process used. When writing the grant we were fairly specific as to what we desired. The grant request related to SCBA, and what you are being ask to approve is specifically for:

1) Qty 2 Rapid Intervention Packs- emergency packs to be used in event of a firefighter rescue.

2) Qty 32 SCBA units with 32 spare cylinders and facepieces; SCBA unit is to include pass device with telemetry capability and lithium ion batteries.

3) 28 Additional SCBA facepieces (to completely fit each firefighter)

Also identified in the grant application as a goal was to develop commonality with SCBA equipment with the other two metro fire departments (Marion and Cedar Rapids), in order to increase effectiveness when working together.

A RFP was developed and sent to 4 vendors. The RFP was written broadly enough as to not intentionally disqualify any vendor. However, certain elements were included in the RFP that we felt were essential, based on our experience. Those include:

4) Padded waist belt that swivels at the frame. This is to increase mobility of the user. One vendor did not have this feature.

5) Integrated telemetry and accountability: This is a radio system that allows the incident commander to monitor the status of each individual user, including air levels and panic alarm status. One vendor did not offer this feature.

6) Rechargeable Lithium Ion Battery. Currently we use a combination of AA and AAA batteries in our SCBA's. The current system relies on the firefighters as individuals to monitor and maintain their face piece accessories, and the department to maintain the batteries in the regulator system itself. Our desire was to move to a single battery, rechargeable system that could be swapped out during routine checks. Only one vendor offered this feature.

Additionally, each vendor was invited to make presentations on their products to members of the department. Each vendor did this, with representatives of the manufacturing company. Additionally each vendor left a sample of the SCBA at the station to be tested and evaluated by members of the fire department. Over several months, the SCBA were available for members to conduct evaluations. That culminated in a visit to Monroe Township's SCBA training facility. There, the firefighters tried on each SCBA unit, and moved through a variety of mazes and obstacles to evaluate the fit, function, and usability of the SCBA. We utilized a survey tool to acquire the opinions and feedback of individual members.

Please refer to the matrix below for comparisons. Because each vendor presented their proposals in different formats, we are presenting just the final price. However, these prices are not even comparisons as some vendors did not provide all features identified in the grant and the RFP.

Vendor/Brand	Dinges Fire Drager	Paul Conway Interspiro	Sandry MSA	Feld Scott
Cost	$187,730	$210,280	$230,379	$194,832
Waist Swivel	Yes	Yes	Yes	No
Telemetry Accountability	No	Yes	Yes	Yes
Rechargeable Battery System	No	No	Yes	No
End user average ranking(1 indicates first choice)	2.9 (Third)	3.5 (Fourth)	1.2 (First)	2.5 (second)

Our recommendation is the purchase the MSA SCBA from Sandry Fire for $236,379. The City's portion of this will be $12,735. Their proposal best meets the specifications in the grant and the RFP. Additionally, it provides for a better level of commonality between Cedar Rapids, Marion, Monroe Township, and Hiawatha. During end user evaluations, MSA was ranked highest choice of the firefighter. That can be attributed to a higher level of safety. These factors make the Sandry bid the best bid in the interest of the City.

PART 2: Integrated Thermal Imaging Cameras

Thermal imaging utilizes technology to allow us to "see" through smoke to locate the fire and victims. We currently have one thermal imaging camera. As the cost of these devices has decreased, we have considered adding cameras so each fire vehicle will have one. Our current thermal imager is a standalone device. They are now incorporating them into SCBA's. While stand alone devices are better, devices integrated into the SCBA add a level of safety to individual firefighters. Each thermal imager we can put on the fire ground makes the fire ground safer for the firefighters.

Each vendor was asked to provide quotes to add on thermal imaging vapability to the SCBA. Because thermal imaging on SCBA's are still in the process of obtaining NFPA approval, this is not an authorized grant expense and cannot be covered or considered as part of the grant expenses. HOWEVER, approval is close, and it appears financially wiser to integrate the thermal imaging capability into the SCBA now, during set up, as opposed to waiting for the product to be released, and having the dealer have to return and modify the SCBA in the field. At MSA cost of $1,200 per unit, the cost for adding thermal imaging capability to every SCBA would be $38,400. As an alternative, we would like to add thermal imaging capability to two SCBA on each primary unit, for a total of six units. Six units would help make sure each team operating on the fire ground would have a member with a thermal imager available. The total price is $7,200. We will use FD Trust fund money, (donated money) to finance.

If you have any questions, please ask.

SANDRY FIRE SUPPLY

Sandry Fire Supply LLC
618 6th Street
DeWitt, Iowa 52742
Phone:563-659-2357
Fax:563-659-8147
Website: www.sandryfire.com

Quote

Valid Till: 04/29/2017
Quote Number : 1707327000002459053

BILL TO:
Hiawatha Fire Dept.
101 Emmons Street
Hiawatha,IA 52233

SHIP TO: false
Hiawatha Fire Dept.
81 Emmons Street
Hiawatha, IA 52233

Account Name:**Hiawatha Fire Dept.**

Contact Name:**Matt Powers**

Sales Rep:Joel Sandry
Contact joel@sandryfire.com;563-
Information:349-3511

Product Details	Qty	Price Each	Total
msa10158385	1	$477.00	$477.00
MSA Recharging Station			
msa10148741-SP	6	$202.00	$1,212.00
MSA Rechargable Battery for G1			
msa10144231-SP	1	$87.00	$87.00
Kit, Filter Adapter Assy, G1fp			
msa10072240	1	$1,633.00	$1,633.00
ICM TxR Base Station Kit			
msa10158407	1	$477.00	$477.00
MSA G1 Reader/Writer			
msa10083875	1	$26.00	$26.00
MSA ID tags for Accountability			
msa10144230	1	$96.00	$96.00
MSA- Spectacle Kit G1 Fcp.			
msal-TIC	6	$1,200.00	$7,200.00
ADD ON: Integrated TIC			

$3795

Sub Total	**$11,208.00**
Tax	$0.00
Adjustment	$0.00

Sandry Fire Supply LLC
618 6th Street
DeWitt, Iowa 52742
Phone:563-659-2357
Fax:563-659-8147
Website: www.sandryfire.com

Quote

Valid Till: 04/29/2017
Quote Number : 1707327000002459029

BILL TO:
Hiawatha Fire Dept.
101 Emmons Street
Hiawatha,IA 52233

SHIP TO: false
Hiawatha Fire Dept.
81 Emmons Street
Hiawatha, IA 52233

Account Name:**Hiawatha Fire Dept.**

Contact Name:**Matt Powers**

Sales Rep:Joel Sandry
Contact Information:joel@sandryfire.com;563-349-3511

Product Details	Qty	Price Each	Total
New Product msaA-G1FS-422MA2C2LCR	32	$4,824.00	$154,368.00
msa10156424-SP MSA G1 H-45 Low Profile Cyl	66	$845.00	$55,770.00
msa10161810 MSA G1 Med. Facepiece	60	$270.00	$16,200.00
msa10169711 4500 PSI RIT Pack with Bag and Facepiece	2	$3,108.00	$6,216.00
evEP213--R Evac Facepiece bag Red	60	$0.00	$0.00
New Product Trade In Package for All equipment	1	($6,000.00)	($6,000.00)

Sub Total	**$226,554.00**
Tax	$0.00
Adjustment	$0.00
Grand Total	**$226,554.00**

Terms and Conditions

Dinges Fire Company
243 East Main St.
Amboy, Il 613.10

www.DingesFire.com

Sales Quote

Date	Sales Quote #
1/19/2017	29504

Name / Address
Hiawatha Fire Department Deputy Chief Matt Powers 101 Emmons St. Hiawatha, IA 52233

FORMERLY KNOWN AS ILLINOIS FIRE STORE	P.O. No.	Terms	Rep	Tax Exempt Number
		Net 30	Chaon	

Qty	Item	Description	Sale Price	Total
2	Miscellaneous	Drager RIT Pack with 6' Hose, Facepiece, Bag and 60 Min Air Cylinder per Hiawatha Specs	2,995.00	5,990.00
32	Miscellaneous	Drager PSS 7000 with (2) 45 Min HP Cylinders with Designated Numbers (UAC included, Buddy Breather Included) per Hiawatha Requested Specs. *64 Total HP 45 Min Cylinders	4,395.00	140,640.00
60	Miscellaneous	Drager FPS 7000 with Dual Voice Amp+, Mask Bag per Hiawatha Specs.	685.00	41,100.00
1	Miscellaneous	TRADE-IN OF MSA USED UNITS	-2,500.00	-2,500.00
		1. FREE FREIGHT 2. FREE TRAINING 3. FREE INITIAL FIT AND FLOW TEST 4. FREE (5) MEMBERS TRAINED TO SERVICE TECHNICIAN		
		AUTHORIZED REPRESENTATIVE: NICHOLAS C. DINGES, CEO AND OWNER 200 E. MAIN SUBLETTE, IL 61367 (815) 703-6140 NDINGES@DINGESFIRE.COM		
		AUTHORIZED VENDOR: DINGES FIRE COMPANY 243 E. MAIN AMBOY, IL 61310 (815) 857-2000 NDINGES@DINGESFIRE.COM		

FREE SHIPPING AND HANDLING

Total $185,230.00

Dinges Fire Company
243 East Main St.
Amboy, Il 613.10

www.DingesFire.com

Sales Quote

Date	Sales Quote #
1/19/2017	29505

Name / Address
Hiawatha Fire Department Deputy Chief Matt Powers 101 Emmons St. Hiawatha, IA 52233

FORMERLY KNOWN AS ILLINOIS FIRE STORE	P.O. No.	Terms	Rep	Tax Exempt Number
		Net 30	Chaon	

Qty	Item	Description	Sale Price	Total
		HIAWATHA-OPTIONS LIST 1. RECHARGEABLE ION BATTERY PACK-N/A 2. SPECTACLE KIT-$85/EACH 3. CBRN ADAPTER-$85/EACH 4. PORTABLE 2-WAY RADIO INTERFACE WITH SCBA-$1,295/PACK 5. INTEGRATED THERMAL IMAGING-N/A (HANDS FREE AVAILABLE FOR $3,995) 6. SOFTWARE FOR IN-HOUSE UPDATES-$995 7. TSA PORTA COUNT ADAPTER-$95/EACH 8. (2) COPIES OF LICENSES FOR TELEMETRY AND ACCOUNTABILITY SOFTWARE-N/A		

FREE SHIPPING AND HANDLING

Total $0.00

DINGESFIRE
COMPANY
TRUCKS.TOOLS.TRADITION.

January 19, 2017

DC Powers and SCBA Committee:

Exceptions:

1. Drager currently does not employ internal accountability or telemetry, due to overall unreliability of systems in the marketplace.

   Drager is the #1 Breathing Apparatus Worldwide and only will produce a finished product that is "BulletProof" and "Firefighter Friendly" and doesn't believe in expensive, unreliable "Sales Gimmicks" to sell products.

Thank you again for the opportunity and we look forward to working with the Hiawatha Fire Department on this project!

Sincerely,

Nicholas C. Dinges, CEO
Dinges Fire Company

243 East Main Street, Amboy, IL 61310 Phone: (815) 857-FIRE (3473) Store Fax: (815) 857-3700
www.DingesFire.com

Hiawatha Fire Self-Contained Breathing Apparatus and Associated Respiratory Protection Equipment

Paul Conway
interspiro

Base Pakage

QTY	Description	Unit Price	Total
32	S8 SCBA w/ Mask, scond stage regulator, HUD, Mask Bag & Buddy Breather, SpiroCom mask-mounted Communications Unit, Chest strap, Neck Strap and plus 2ea 45-minute 4500psi Cylinders,	$5,590.00	$ 178,880.00
2	RIT Bag (QC version) plus 60-minute 4500psi Cylinder-QC	$2,505.00	$ 5,010.00
28	Extra S8 mask with HUD, SpioCom and Mask Bag Neck Strap	$650.00	$ 18,200.00
1	Telemetry - Entry Control Unit (UI, Dongle, Harness) Spirolink	$8,190.00	$ 8,190.00
	Total		**$ 210,280.00**

Options

QTY	Description	Unit Price	
1	Spectacle Kit	$77.50	
1	SpiroCom Radio Adapter, Motorola	$552.00	
1	Filter Adapter, S Mask-JAdapt. (for CBRN canister)	$83.00	
1	Thermal Imagimg Reveal Pro	$699.00	
1	Fit test adapter	$48.00	
1	BacTalk2 software + Antenna	$180.00	

Trade-In Options:

QTY	Description	Unit Price	
1	All SCBA equipment listed in RFP	$1,500.00	

The undersigned proposes to provide in accordance with the specifications, approximately 32 SCBA's and associated respiratory protective equipment.

Authorized Representative

Paul Conway Fire — 1/20/2017

Vendor — Date

Paul Conway
Interspiro

Exceptions

Our Heads up displays are placed in each mask assigned to each fire fighter personal. If the fire fighters mask is out of service his HUD can be moved to another mask. The accountability tag is built into the HUD, it is activated as soon as the air pack is turned on. This accountability tag shows up by name to be visible in the computer, in the command car or tough book.

Our Voice amplifier has 16 talk groups integrated in them and can be tied into your radio system.

We do not have rechargeable batteries for the SCBA's. The SCBA's were NFPA tested with Duracell Pro Cell batteries only.

ED M. FELD EQUIPMENT CO. INC
113. N. Griffith Road
CARROLL, IOWA 51401
(712)792-3143 or (800)568-2403
www.feldfire.com

Quotation

Sales NE Iowa - Rodger Sill 319-329-7046

Hiawatha IA FD

SHIP TO

same

DATE	DATE REQUIRED	CUST. ORDER NO.	TAX EXEMPT NO.	TERMS	F.O.B.	SALESPERSON	SHIP VIA
01/13/2017				net30	delivered	SILL	trk frt

QUANTITY	STOCK NO.	DESCRIPTION	PRICE	AMOUNT
1		per RFQ - pricing good for 120days from Jan 20, 2017 (thru May 20, 2017)	200832.00	200832.00
32	X3314021200402	Scott SCBA - X2 4500psi CGA w/Integral Pass, SEMS		0.00
32	805511-02	Chest strap w/snap for X3 SCBA		0.00
66	804722-01	Cylinder CGA 4500psi 45min		0.00
60	tbd	Facepiece AV3000HT w/right side comms bracket		0.00
60	804088-02	Neck Strap for Facepiece		0.00
60	201275-01	EPIC 3 Voice Amplifier, Open Bracket Configuration		0.00
60	5082	Ergodyne Facepiece bag - bottom close		0.00
1	201088-01	SEMS II Mesh Gateway USB Base Statio		0.00
6	200774-01	RFID Card (pkg of 10)		0.00
2	200954-02	RIT PAK 3 w/reg and facepiec		0.00
2		Scott Monitor software for SEMS (qty as needed)		0.00
				0.00
		Height of waist strap and padding is not adjustible		*0.00*
		Chest strap is not needed or recommended.		0.00
		Neck Strap for Facepiece is not needed or recommended - use belt mount		0.00
		regulator cup to stow/protect mask mounted regulator when not in use.		0.00
				0.00
-1		Tradein of existing MSA SCBA equipment as listed on RFQ	6000.00	-6000.00
				0.00
			TOTAL	**194832.00**

FCW / SCOTT

Recommendations to consider:

Change to Snap change SCBAs/cylinders rather than CGA. Same cost - We understand that an "apples to apples" bid spec would have to be written as CGA since our competitors do not have an acceptable quick change cylinder design. The Snap Change, however, is certainly one of the biggest "productivity" and modernization improvements in SCBA ever and is the choice of some 60% of Scott purchases. Fast, effective and reliable.

Delete the chest straps – not needed or useful. Cost of 32 straps will buy one (1) Scott SIGHT TIC

Delete the neck straps – not need , stop MMR in the cup provide on waist belt where it is secure and the inside is protected. Cost of 60 straps will buy almost two (2) Scott SIGHT TIC.

Consider at least one RIT bag as the RITPAK Fastattack. Smaller more portable for RIT opeations. Get in, find him and get him out. Cost savings as well which will pay for additional Scott SIGHT.

Consider life cycle cost not just purchase cost. This includes the Scott warranty which covers EVERYTHING including "soft goods" such as straps and harness. Also covers the facepiece lens. A REAL warranty

Rechargeable batteries have a substantially lower working life than alkaline batteries as well as a limited useful lifespan. Not a reasonable solution to the problem horrible battery usage. How is FD to change out dead rechargeable battery paks on the fire ground? SCBA need to be ready to go.

A failure of Scott Voice amp will NOT deadline the pak. It is an accessory not integral. If have a failure in seconds can remove it from the pak and replace it. Pak is never out of service. (Scott NFPA certification of facepiece is with a dead voice amp mounted on the facepiece.

Paktracker is the only such down FF locater system on the market. Very easy and intuitive to use. The 3rd leg of the RIT package.

F8b

DRAFT

RESOLUTION NO. 17-
City Council

RESOLUTION AUTHORIZING THE FIRE DEPARTMENT PURCHASE OF SELF-CONTAINED BREATHING APPARATUS (SCBA) FACE PIECES

WHEREAS, the Fire Department has determined the need to purchase thirty-two (32) Self-Contained Breathing Apparatus (SCBA) units and other related equipment, and

WHEREAS, the total cost for the purchase of thirty-two (32) SCBA units, two (2) Rapid Intervention Packs and other related equipment is $236,379.00, with grant funding through the Assistance to Firefighters Grant covering $217,644.00 of the total cost, and

WHEREAS, Sandry Fire Suppy LLC has provided the City with a $6,000.00 trade in for the SCBA units, and after deducting grant funding through the Assistance to Firefighters Grant, the City's portion of funding in the amount of $12,735.00, is available using previously approved funding through Local Option Sales and Service Tax (LOSST) funds, and

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF HIAWATHA, IOWA, to authorize the purchase of thirty-two (32) Self-Contained Breathing Apparatus (SCBA) units and other related equipment with the City's total portion of costs not to exceed $12,735.00, utilizing available funding previously approved from LOSST funds.

AYES:
NAYS:
ABSENT:

PASSED AND APPROVED this 15th day of February, 2017.

_____
Bill Bennett, Mayor

ATTEST:

_____
Kelly Kornegor, City Clerk

F8c

DRAFT

RESOLUTION NO. 17-
City Council

RESOLUTION AUTHORIZING THE FIRE DEPARTMENT PURCHASE OF INTEGRATED THERMAL IMAGING CAMERAS

WHEREAS, the Fire Department has determined the need to purchase six (6) Integrated Thermal Imaging Cameras, and

WHEREAS, funding for the purchase of six (6) Integrated Thermal Imaging Cameras in the amount of $7,200.00, is available in the Fire Department Trust Fund, and

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF HIAWATHA, IOWA, to authorize the purchase of six (6) Integrated Thermal Imaging Cameras in a total amount not to exceed $7,200.00, from Sandry Fire Supply LLC, utilizing available funding in the Fire Department Trust Fund.

AYES:
NAYS:
ABSENT:

PASSED AND APPROVED this 15th day of February, 2017

Bill Bennett, Mayor

ATTEST:

Kelly Kornegor, City Clerk