

RESOLUTION NO. R-16-16

A RESOLUTION AUTHORIZING ACCEPTANCE OF A PROPOSAL FROM CONRAD FIRE EQUIPMENT, INCORPORATED, OLATHE, KANSAS FOR THE PURCHASE OF TWENTY-ONE (21) MSA AIR PACKS (SCBA), TWENTY-ONE (21) ADDITIONAL AIR BOTTLES, TWO (2) RAPID INTERVENTION PACKS, VOICE AMPLIFICATION UNITS, AND RADIO AMPLIFICATION UNITS IN THE TOTAL PURCHASE AMOUNT OF \$141,547.25.

WHEREAS, proposals were solicited for the purchase of twenty-one (21) firefighting air packs (SCBA), twenty-one additional air bottles, two (2) rapid intervention packs, "buddy breathing" options on all air packs, voice amplification units, radio amplification units, and other related equipment; the proposal from Conrad Fire Equipment, Inc. is recommended;

WHEREAS, the U. S. Federal Emergency Management Agency (FEMA) notified the Public Safety Department was approved for a grant in the amount of \$145,679.00 in their Fiscal Year 2014 Assistance to Firefighters Grant Program for the purchase of firefighting equipment;

WHEREAS, the federal share of the grant is in the amount of \$132,436.00;

WHEREAS, the City of Gladstone, Fiscal Year 2016 Budget, as amended at midyear, approved \$13,244.00 for the required local 10% match for the purchase of firefighting equipment through the Assistance to Firefighters Grant Program;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI, AS FOLLOWS:

THAT, the City Manager of the City of Gladstone, Missouri, be and is hereby authorized to accept the proposal from Conrad Fire Equipment, Inc. for the purchase of the listed firefighting equipment in the amount of \$141,547.25.

21 – MSA Self-Contained Breathing Apparatus (SCBA)

21 – Additional Air Bottles

2 – Rapid Intervention Packs

21 – Voice Amplification Units

21 – Radio Amplification Units


TOTAL COST: \$141,547.25

FURTHER, federal funds used to purchase listed equipment are approved by FEMA and required local matching funds for such purpose are authorized from the City of Gladstone General Fund. The remaining \$4,131.75 from the grant will be allocated for fire prevention programs, pursuant to the processes outlined in the Assistance to Firefighters Grant Program, upon approval.

INTRODUCED, READ, PASSED, AND ADOPTED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI THIS 14th DAY OF MARCH 2016.



Mayor Bill Garnos



Ruth Bocchino, City Clerk

Memo

To: Kirk L. Davis, City Manager

From: Chief Michael J. Hasty, Director of Public Safety *mt*

CC: Scott Wingerson, Assistant City Manager
Debra Daily, Director of Finance
Deputy Chief Robert M. Baer, Police Field Services Division Commander
Division Chief Sean Daugherty, Fire/EMS Division Commander
Captain Jeffrey R. Self, Investigations Division Commander
Sergeant Robert Hays, Acting Support Services Division Commander
Battalion Chief Curtis Norris
Ruth Bocchino, City Clerk

Date: March 9, 2016

Re: ASSISTANCE TO FIREFIGHTERS GRANT PURCHASES (SCBA)

In 2002, our department was awarded a competitive grant through the Assistance to Firefighters Grant (AFG) Program in the amount of \$233,037.00. The purpose of the grant was to replace outdated self-contained breathing apparatus (SCBA) and related safety equipment. SCBA equipment was replaced and new air bottles were purchased. Since that time, these units have become obsolete and the air bottles have reached the end of their service life. Having this in mind, in 2014 the department applied for a grant through the AFG Program to replace our SCBA units and air bottles, which are essential safety equipment for firefighters.

On September 11, 2015, our department received notification from the Federal Emergency Management Agency (FEMA) that our grant request was approved in the amount of \$145,679.00 in their Fiscal Year 2014 AFG Program. The federal share of the grant is \$132,436.00 and requires 10% matching funds from the city. The city allocated the matching funds in the amount of \$13,244.00 for this project during the Fiscal Year 2016 Mid-Year Budget review.

The department developed a "Request for Proposals" (RFP) which was published earlier this year and placed on the city's web site. Two proposals were received by the February 16, 2016 deadline; Ed Feld Equipment Company, Inc. (Carroll, Iowa) and Conrad Fire Equipment, Inc. (Olathe, Kansas). The following is a summary of the proposals:

Ed Feld Equipment Company, Inc.

- Twenty-one (21) "Scott" brand Air Packs (SCBA) w/twenty-one (21) additional air bottles
- Two (2) Rapid Intervention Packs
- Voice amplification units
- Radio amplification units

Total Bid: \$167,054.30

**Note – Ed Feld Equipment claimed an exception to the RFP indicating they were unable to provide the "buddy-breather" option to their air packs. Ed Feld Equipment also claimed an exception to the RFP regarding the single stage regulator warranty.*

Conrad Fire Equipment, Inc.

- Twenty-one (21) "MSA" brand Air Packs (SCBA) w/twenty-one (21) additional air bottles
- Two (2) Rapid Intervention Packs
- "Buddy Breathing" option on all air packs
- Voice amplification units
- Radio amplification units

Total Bid: \$141,547.25

**Note – Conrad Fire Equipment claimed an exception to the RFP regarding the "anti-fog" coating in the air masks – however, their factory supplied anti-fog application is superior to the specifications in the RFP. Conrad Fire Equipment also claimed an exception to the RFP regarding the required electric low air pressure alarm – the pneumatically activated low air pressure alarm included in the "MSA" air packs is acceptable. Also, Conrad indicated the voice amplification and radio interface options come as standard equipment on "MSA" face masks – this complies with the intent of the RFP specification.*

Division Chief Sean Daugherty has reviewed the proposals and the exceptions to the specifications listed in the RFP. He has advised after considering the equipment quality provided by each manufacturer, compliance with RFP specifications, and cost for equipment, he recommends moving forward with the purchase of "MSA" brand SCBA units from Conrad Fire Equipment, Inc. I concur with DC Daugherty's recommendation. Also, DC Daugherty will submit a proposal to FEMA requesting to utilize the remaining funds in the grant (\$4,131.75) for fire prevention programs, pursuant to the processes outlined in the grant program.

A resolution authorizing the purchase of fire equipment from Conrad Fire Equipment, Inc. in the amount of \$141,547.25 utilizing funds provided in the AFG Program (\$132,436.00) and the required matching funds (\$13,244.00) provided by the City of Gladstone will be placed on the March 14, 2016, City Council Meeting Agenda. Please advise if you have any questions or need further information.



Memo

To: Director Hasty
From: Division Chief Daugherty
Date: 02/19/2016
Re: SCBA RFP

Director,

In regards to our awarded 2014 Assistance to Firefighters Grant we sent out RFP's for the purchase of Self-Contained Breathing Apparatus (SCBA). The RFP was placed on the City of Gladstone's website and also placed in the Kansas City Star. We mailed the RFP to Conrad Fire Equipment who represents MSA and also to Feld-Fire Equipment who represents Scott. The RFP bids were do back in by 9 A.M. on Tuesday February 16th if to be considered.

We received only two (2) bids; one from Feld-Fire for Scott air packs and the other from Conrad Fire Equipment for MSA air packs. I have carefully reviewed both of the bids and given the results as follows:

Feld-Fire (Scott Air Pack)

Feld gave us a bid for the 21 packs, 21 additional bottles, and 19 additional masks for the amount of \$131,165.30. We also requested in the RFP 4 pricing options of (1) Voice Amplification units (2) Radio amplification units (3) Buddy Breathers (4) two Rapid Intervention Packs. Feld listed these options to us as follows: Option #1 \$13,900.00, Option #2 \$21,249.00, Option #3 is unavailable as explained in their exceptions and Option #4 \$6,740.00. The total with all options came to be \$173,054.30 minus a \$6,000 trade-in for our current packs to bring the final in at \$167,054.30.

Feld had the current exceptions in the RFP:

- The single stage regulator has a limited lifetime warranty with Scott
- Scott is unable to supply equipment for "Buddy Breather" as it is a "single" manufacture system.

Conrad (MSA Air-Packs)

Conrad Fire Equipment gave us a bid for 21 packs (harness, bottle and mask), 21 additional bottles and 19 additional masks for the amount of \$126,126.90. We also requested in the RFP 4 pricing options of (1) Voice Amplification units (2) Radio amplification units (3) Buddy Breathers (4) two Rapid Intervention Packs. Conrad listed these options to us as follows: Option #1 (Included in price of pack), Option #2 (Included in price of pack), Option #3 \$7534.80 and Option #4 \$7,885.55. The total with all options came to be \$141,547.25. Conrad didn't have a trade-in for our current packs, but would assist in the sale and received an estimated value of our current packs at \$5,400.00.

Conrad had the current exceptions in the RFP:

- An anti-fog coat/coating shall be applied both interior and exterior. (MSA is hard coated on exterior and anti-fog is in the interior.)
- The MSA does not have an electric low-pressure alarm. (It utilizes a bell alarm that is activated pneumatically so not to rely on a battery pack.)
- Voice amplification unit is integrated into the face piece so no need for removal.
- Radio interface is also integrated so no hardware needed.

After considerable review of the bids that were received from both Conrad Fire Equipment and Feld Fire Equipment and the exceptions and explanations for those exceptions is that I recommend that we go with the bid from Conrad Fire Equipment in the amount of \$141,547.25 that was in-line with the grant award package of \$145,679. Feld's total bid of \$167,054.30 for the same amount of equipment exceeded the awarded amount.

Sincerely,

Division Chief Sean Daugherty

**Gladstone
Fire / EMS Bureau
Memoranda**

To: Director Michael Hasty via the Chain of Command
From: Battalion Chief Curtis Norris
Date: February 16, 2016
Re: 2014 Assistance to Firefighters Grant- SCBA Purchase

**2014 Assistance to Firefighters Grant
Proposal Recommendation**

Scope:

The City of Gladstone, Public Safety Fire-EMS Division applied for a FEMA- Assistance to Firefighters Grant on December 05, 2014. It was determined that our SCBA equipment had reached its end of life and our breathing air cylinders would expire by the year 2018. Justifications were made to FEMA and we received notification on 09/11/2015. The grant was awarded for the replacement of 21 SBCA's, 42 air bottles, and mask for each personnel. The following is the summary of the grant.

**SUMMARY OF ASSISTANCE ACTION
ASSISTANCE TO FIREFIGHTERS GRANT PROGRAM
Application**

INSTRUMENT:	GRANT
AGREEMENT NUMBER:	EMW-2014-FO-04790
GRANTEE:	Gladstone Public Safety
DUNS NUMBER:	080694086
AMOUNT:	\$145,679.00, Operations and Safety

Project Description

The purpose of the Assistance to Firefighters Program is to protect the health and safety of the public and firefighting personnel against fire and fire-related hazards.

After careful consideration, FEMA has determined that the recipient's project or projects submitted as part of the recipient's application, and detailed in the project narrative as well as the request details section of the application - including budget information - was consistent with the Assistance to Firefighters Grant program's purpose and worthy of award. The projects approved for funding are indicated by the budget or negotiation comments below. The recipient shall perform the work described in the grant application for the recipient's approved project or projects as itemized in the request details section of the application and further described in the grant application narrative. The content of the approved portions of the application - along with any documents submitted with the recipient's application - are incorporated by reference into the terms of the recipient's award. The recipient may not change or make any material deviations from the approved scope of work outlined in the above referenced sections of the application without prior written approval, via amendment request, from FEMA.

Personnel:	\$0.00	Period of Performance 03-SEP-15 to 02-SEP-16
Fringe Benefits	\$0.00	Amount Awarded
Travel	\$0.00	The amount of the award is detailed in the
Equipment	\$145,679.00	attached Obligor
Supplies	\$0.00	Document for Award.
Contractual	\$0.00	The following are the
Construction	\$0.00	budgeted estimates for
Other	\$0.00	object classes for this
Indirect Charges	\$0.00	grant (including Federal
State Taxes	\$0.00	share plus recipient match):
Total	\$145,679.00	Total budget \$145,679
		Federal share \$132,436
		Applicant share \$13,243

+

Conrad Fire Equipment provided RFP #1 with threaded connected cylinders

No	Description	Total Cost
1.	Twenty-one (21) NFPA 1981 and 1982, 2013 Edition open-circuit SCBA's with 45 minute@4500 psi cylinders and mask.	\$99,956.00
2.	Twenty-one (21) spare cylinders-45 minute@4500 psi	\$16,301.25
3.	Nineteen (19) additional SCBA masks	\$4,479.25
4.	Option #1- Forty (40) Voice Amplification Units	Included
5.	Option #2- Radio Amplification 6 Units	Included compatible with Motorola APX
6.	Option #3-Twenty-One (21) buddy breathers	\$7,534.80
7.	Option #4 Two Rapid Intervention Packs	\$7,885.55
8.	Delivery	Included
9.	Trade-in	*
10.	Training of three personnel	\$1695.00
11.	Fit Testing	\$1,400.00
12	Total Bid Amount	\$140,000.10

* Estimated Trade-in value \$5,400.00 through 3rd party (Dalmatian Fire Equipment)

Project:

After the award of the grant, research of current equipment was made. Two vendors were contacted and provided demonstrations and allowed personnel to review their equipment. From this process, a Request for Proposal (RFP) was written and January 2016 RFP's were submitted to Feld Fire Equipment, a dealer for SCOTT Safety, Conrad Fire Equipment a dealer for MSA Safety, and Centennial Equipment also a dealer for MSA Safety. The RFP was advertised in the Kansas City Star and on the City of Gladstone website.

The RFP's outlined the purchase of the equipment that met the scope of the grant awarded. Proposals were due back to the City of Gladstone February 16, 2016 by 0900 hours, to the attention of Glen Whitten, Contract Administrator. Glen was presented with two proposals by the date and time given from Feld Fire Equipment and Conrad Fire Equipment. No other proposals were received by the given date and time.

Cost:

The following is breakdown of the proposal packets.

Feld Fire Equipment provided RFP:

No	Description	Total Cost
1.	Twenty-one (21) NFPA 1981 and 1982, 2013 Edition open-circuit SCBA's with 45 minute@4500 psi cylinders and mask.	\$126,689.85
2.	Twenty-one (21) spare cylinders-45 minute@4500 psi	No Charge
3.	Nineteen (19) additional SCBA masks	\$4,475.45
4.	Option #1- Forty (40) Voice Amplification Units	\$13,900.00
5.	Option #2- Radio Amplification 6 Units	\$6,071.40
6.	Option #3-Twenty-One (21) buddy breathers	Included
7.	Option #4 Two Rapid Intervention Packs	\$6,740.00
8.	Delivery	Included
9.	Trade-in	(\$6000.00)
10.	Total Bid Amount	\$151,876.70

Conrad Fire Equipment provided RFP #2 with quick connected cylinders

No	Description	Total Cost
1.	Twenty-one (21) NFPA 1981 and 1982, 2013 Edition open-circuit SCBA's with 45 minute@4500 psi cylinders and mask.	\$102,903.00
2.	Twenty-one (21) spare cylinders-45 minute@4500 psi	\$17,049.50
3.	Nineteen (19) additional SCBA masks	\$4,479.25
4.	Option #1- Forty (40) Voice Amplification Units	Included
5.	Option #2- Radio Amplification 6 Units	Included compatible with Motorola APX
6.	Option #3-Twenty-One (21) buddy breathers	\$7,534.80
7.	Option #4 Two Rapid Intervention Packs	\$7,885.55
8.	Delivery	Included
9.	Trade-in	*
10.	Training of three personnel	\$1695.00
11.	Fit Testing	\$1,400.00
12.	Total Bid Amount	\$142,947.10

- Estimated Trade-in value \$5,400.00 through 3rd party (Dalmatian Fire Equipment)

Recommendation:

Feld's proposal is \$151,876.70 minus \$132,436.00 of the Federal share of the grant, leaves a balance due of \$19,440.70 for this proposal. Conrad's proposal #1 is \$140,000.10 minus \$132,436.00 of the Federal share of the grant, leaves a balance of \$7,564.10. Conrad's proposal #2 is \$142,947.10 minus \$132,436.00 of the Federal share of the grant, leaves a balance of \$10,511.10.

My calculations on the proposals places Feld's proposal outside the scope of the funded 2014 Grant and would recommend to accept the proposal #2 provided by Conrad Fire Equipment. Their proposal is under the total award of the grant and

will allow us to be within budget; it provides the equipment needed to upgrade our SCBA to 2013 NFPA standards.

Curtis E. Norris

Battalion Chief

Grant Administrator