

**AGENDA ITEM EXECUTIVE SUMMARY**

Agenda Item number: 5.a

Title:

Recommendation to approve the Purchase of Replacement Self Contained Breathing Apparatus for the Fire Department

Presenter:

Fire Chief Joseph Schelstreet

Meeting: Government Services Committee

Date: September 25, 2017

Proposed Cost: \$414,000

Budgeted Amount: \$414,000

Not Budgeted: **Executive Summary** *(if not budgeted please explain):*

The Fire Department has concluded a lengthy replacement process for its current inventory of Self Contained Breathing Apparatus (SCBA). A memorandum describing this process is included in the packet. This replacement purchase has been included in the capital budget for several years and the Fire Department is now ready to execute the purchase. The current SCBA have reached the end of their service life and the equipment will no longer meet the applicable National Fire Protection Association Standard after April of 2018.

In order to allow sufficient time for delivery, installation of the appropriate hardware on the fire apparatus and the training of personnel, the department recommends approval of the winning bid from MSA, through Air One Equipment.

**Attachments** *(please list):*

- \* Memorandum from Chief Schelstreet
- \* Master RFP Scoring Sheet
- \* Field Testing Sheet
- \* Winning RFP response
- \* Winning Score Sheet

**Recommendation/Suggested Action** *(briefly explain):*

Recommendation to approve the Purchase of Replacement Self Contained Breathing Apparatus for the Fire Department from MSA.



# Memo

Date: 9/21/2017

To: Mayor Rogina  
Members of the City Council

From: Chief Joseph Schelstreet

Re: Purchase of Replacement Self Contained Breathing Apparatus for the Fire Department

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The current Self Contained Breathing Apparatus, or SCBA, units utilized by the Fire Department are rapidly coming to the end of their service life. These devices provide fresh breathing air to the firefighters during fires, hazardous materials incidents and other times that potentially toxic atmospheres are present. In April of 2018, they will no longer meet the applicable standard and will need to be replaced. This project was actually budgeted for several years ago in anticipation of the coming end of life and as part of the normal equipment replacement program. The agenda item before you tonight represents the culmination of the replacement process.

More than a year ago, the Fire Department formed a committee of members to research available SCBA that *met* the NFPA standard and whose manufacturers were willing to take place in a field testing process. Four different manufacturers participated in the field testing and all were put through the same process and firefighting evaluations. Twenty different Fire Department personnel field tested and scored each device. The scoring results are part of your packet.

After the scoring was completed, department members provided feedback related to the performance of each unit to the committee so that the resulting RFP could include the positive aspects of each device and eliminate the weak areas of the same.

All four manufacturers were sent the RFP and invited to submit proposals. The department received two responses with MSA receiving the highest score in the evaluation, as well as being determined as having the best value due to the warranty and extremely low life cycle cost. Further evaluation confirmed that MSA indeed had the superior product, with multiple references, and will serve the department well over their projected life span of up to 15 years. Moreover, the dealership is located nearby in South Elgin so they are a local vendor. Obtaining service work, parts and other follow up will be convenient.

Additional factors separating the vendors include the following:

- ◆ The MSA proposal is the lowest cost
- ◆ The Avon proposal did not provide warranty information or references
- ◆ The Avon proposal did not offer the ability to upgrade to the 5500 psi cylinders
- ◆ The Avon proposal did not offer the accountability system

The two vendors that did not respond were contacted to inquire as to why. The responses indicated that they did not believe that their product would stand up to the requirements of the RFP as well as the MSA unit and, even though there was an allowance for acceptable alternatives to be submitted when their product did not meet the letter of the specification, they still chose not to respond. I would like to highlight that, one of the vendors who chose not to respond, actually was the lead in the scoring for the individual test results and one of the vendors who did respond took advantage of the submittal of allowances within the RFP and all were accepted as part of their proposal.

The evaluation of the RFP responses included a determination of the type and number of options and ancillary equipment that were required. All non-essential equipment was eliminated. Upon approval, further negotiation will take place with the vendor to drill down to the lowest possible price. At this time, I will take any questions, otherwise, I am requesting approval of the award of the SCBA purchase as detailed in your packet to Air One Equipment for a not to exceed price of \$414,000.

## Self Contained Breathing Apparatus RFP Evaluation Scorecard

**Potential Vendor:**

**Reviewer:**

		YES	NO	
<b>Compliance with NFPA 1981 (2018 Edition)</b>				
Criteria	Score	Comments/Notes		
<b>Field Testing Performance</b> Scoring 40 Points Possible				
<b>Cost of Purchase</b> Scoring 20 Points Possible				
<b>Warranty</b> Scoring 15 Points Possible				
<b>Annual Cost for Operation</b> Scoring 15 Points Possible				
<b>Delivery</b> Scoring 5 Points Possible				
<b>References</b> Scoring 5 Points Possible				
<b>Total Score:</b>				

## Self Contained Breathing Apparatus RFP Evaluation Scorecard

Potential Vendor: *AIR ONE - MSA*

Reviewer: *CHIEF, ACSURANSON, LT PETERSON, B. HANSEN, J. S. SZAK*

		YES	NO	
Compliance with NFPA 1981 (2018)		X		
Criteria	Score	Comments/Notes		
Field Testing Performance <small>Scoring 40 Points Possible</small>	37.52			
Cost of Purchase <small>Scoring 20 Points Possible</small>	17.97			
Warranty <small>Scoring 15 Points Possible</small>	14	1 ADDITIONAL POINT IF RESUBMITTED FOR DATE OF DELIVERY		
Annual Cost for Operation <small>Scoring 15 Points Possible</small>	13	CLARIFICATION ON ANNUAL COST OF OPERATION		
Delivery <small>Scoring 5 Points Possible</small>	5	CONFIRMATION OF <del>12</del> OR LESS DELIVERY 90		
References <small>Scoring 5 Points Possible</small>	5			
<b>Total Score:</b>		92.49		

*RECHARGABLE BATTERY PACK INCLUDED*

## SCFD SCBA RFP Evaluation

8/3/2017

<b>SCBA</b>		<b>Scott</b>	<b>MSA</b>	<b>Interspiro</b>	<b>Avon</b>
<b>Criteria</b>	Possible Pts				
<b>Field Testing Performance</b>	40	30.88	37.52	39.41	24.01
<b>Cost of Purchase</b>	20	0	17.97	0	17
<b>Warranty</b>	15	0	14	0	0
<b>Annual Cost of Operations</b>	15	0	13	0	10
<b>Delivery</b>	5	0	5	0	4
<b>References</b>	5	0	5	0	0
<b>Sub-Total</b>	100	<b>30.88</b>	<b>92.49</b>	<b>39.41</b>	<b>55.01</b>
<b>Proposal Submitted</b>		No	Yes	No	Yes
<b>Final Score</b>	100	<b>0</b>	<b>92.49</b>	<b>0</b>	<b>55.01</b>

# SCBA Field Testing Results

## Individual Test Results

Participants		Scores					Total	Final Score
		1	2	3	4	5		
Scott	29	0	3	11	11	4	29	
Converted Points		0	12	33	44	20	109	3.76
MSA	28	0	2	4	14	8	28	
Converted Points		0	4	12	56	40	112	4.00
Interspiro	23	0	0	1	8	14	23	
Converted Points		0	0	3	32	70	105	<b>4.57</b>
Avon	20	0	5	11	4	0	20	
Converted Points		0	10	33	16	0	59	2.95

## Head to Head Overall Comparison

Participants		Scores				Total	Final Score
		1	2	3	4		
Scott	22	4	12	3	3	22	
Converted Points		4	24	9	12	49	2.23
MSA	22	2	3	8	9	22	
Converted Points		2	6	24	36	68	<b>3.09</b>
Interspiro	22	3	3	7	9	22	
Converted Points		3	6	21	36	66	3.00
Avon	21	12	4	4	1	21	
Converted Points		12	8	12	4	36	1.71

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SELF-CONTAINED BREATHING APPARATUS**

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**City of St. Charles  
Fire Department  
112 N. Riverside Avenue  
St. Charles, Illinois 60174  
630-377-4457**

**CITY OF ST. CHARLES  
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SELF-CONTAINED BREATHING APPARATUS**

**Section 1 – Project Description**

***Introduction***

The City of St. Charles is seeking proposals from qualified vendors for the Self-Contained Breathing Apparatus purchase (“SCBA”) and related components for its Fire Department. For the purpose of this RFP and the anticipated Agreement, "City" means the City of St. Charles and the selected Proposer that is awarded the Agreement is the “Proposer.” The selected Proposer will be invited to enter into an agreement with the City in the form of a Purchase Order, to be provided by the City (“Agreement”), to provide the items in accordance with the Project Scope section of this RFP. The St. Charles City Council has the ultimate authority to approve any proposal and to authorize execution of the purchase order.

***Scope of Service***

The following specification represents the St. Charles Fire Department's minimum requirements for the purchase of Self-Contained Breathing Apparatus (SCBA). Alternate products offered must meet or exceed these requirements. Vendors who are interested in proposing "equal or better than" alternate products shall include detailed information on the proposed product with their proposal submittal. The overall safety of the Fire Department's firefighters and the perceived efficiency of its operations will weigh heavily in the final determination of the acceptability of alternate products during the review process and the Fire Department's decision shall be final. Failure to comply with any or all sections or conditions of this RFP will be grounds to discard any or all proposals at the sole discretion of the City.

Prior to August, 2017 the Department will purchase the following quantities of SCBA, spare cylinders, face pieces, and accessories:

48	Self-Contained Breathing Apparatus with 45-minute, 4500-PSI quick-connect cylinder, face piece, integrated pass device, voice amplifier system and universal RIT connection.
48	Additional 45-minute, 4500-PSI quick-connect cylinders.
6	Self-Contained Breathing Apparatus with 60-minute, 4500-PSI quick-connect cylinder, face piece, integrated pass device, voice amplifier system and universal RIT connection.
12	Additional 1-hour, 4500-PSI quick-connect cylinder.
12	Additional face pieces.
8	RIT Pack systems with bag, regulator, hoses and 1-hour, 4500-PSI quick-connect cylinder.
6	Confined Space Rescue-Supplied Air Respirators (SAR) Pack with harness and minimum 10 -minute quick-connect escape cylinder.
1	PortaCount Pro+ Respirator Fit Tester machine with required software, equipment, and adapters to fit testing of SCBA masks and N95 masks.
1	PosiChek machine, most recent model, with required software, equipment, and adapters to perform annual, flow, and bench testing of the SCBA.
<i>*Note</i>	<i>All Cylinders to include SCFD required factory labeling of cylinders with fire department name, logo, and numbering.</i>

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The final quantity purchased may, however, be more or less than this figure based on the awarded contract price for each item and needs determination.

<b>Components</b>	<b>Required Features</b>
NFPA Standard	All requirements of NFPA 1981 Standard on Open Circuit Self Contained Breathing Apparatus (SCBA) for Emergency Services 2018 edition and NFPA 1982 Standard on Personal Alert Safety systems (PASS) 2018 edition are incorporated into this document by reference.
Safety Equipment Institute (SEI)	SEI certification is mandatory and must currently be listed on the SEI website.
SCBA Model	Must propose the latest model SCBA offered by the manufacturer. Must meet all requirements of NFPA 1981 – 2018 edition.
Face Piece	Multiple sizes to fit all wearers must be available.
Head Strap Configuration	A minimum of four adjustment points. Made of fire resistant synthetic web design. User replaceable without special tools.
Heads-Up Display Features	To be located in/on 2nd stage. Able to be programmable by purchaser. Must feature visual indicators viewable by wearer and to others who are observing the wearer's face piece.
Nose Cup Sizes	Multiple sizes must be available.
Voice Amplifier	Included with every SCBA as a standard feature. To be integrated into SCBA. No electronics, modules, air regulators or batteries to be located in/on face piece is preferred. Breathing noise reduction/removal to be provided by technology provided.
Cylinder(s)	45-minute, 4500-PSI cylinder. Composite construction. Quick-connect coupling 60-minute, 4500-PSI cylinder. Composite construction. Quick-connect coupling.
<b>Frame/Backpack</b>	
Cylinder Retention Strap Configuration	Strong band to secure cylinder with locking mechanism.
Indicator Lights	Must be provided to indicate the status of heads up display and PASS alarm. To be visible from top/front, bottom/rear, and both sides.
Power Supply	Secured and integral to frame. Single battery location is preferred.
<b>Harness</b>	
Material	Composite or aluminum acceptable.
Waist Belt Connection Type	Seat belt type and style. Push to connect. Single hand operation to disconnect. Waist band swivels at connection to frame. Height of waist strap and padding is adjustable. Chest strap provided.
Shoulder straps	Shoulder straps connect to frame, not waist strap. Hoses are contained in shoulder straps. Shoulder strap adjustment hardware features metal "D" or "V" location for connection of accessories.

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First Stage / High Pressure Connection Second Stage Regulator / Breathing Valve	Quick-connect coupling. The St. Charles Fire Department issues each member a face piece sized and fit tested to that member. As department members may respond on various apparatus during any given shift, the ability to move an assigned face piece from one apparatus to another apparatus and then connect it to any given SCBA at time of dispatch is mandatory. This event cannot take minutes or even several seconds; it must be momentary requiring no more than a few seconds. Connection to face piece must be push in or quarter-turn and require only a single hand to be performed. Disconnection from face piece must be push in or quarter- turn and require only a single hand to be performed. Heads up display electronics, indicator lights, and the like are integrated into the second stage or breathing valve.
Gauge/PASS	Analog gauge. Color graphical display. To be programmable by purchaser.
Buddy Breathing Feature	List with optional accessories.
Electrical Power	All electrical power should be provided by a single power source. No accessory or feature should use a power source separate from the central power supply. This power source may use a rechargeable battery or disposable batteries. All batteries should be of the same type such as all "AA" cells or all "C" cells. If disposable batteries are utilized in the bid, a statement of battery life and replacement schedule must be included and the total of all annual costs of batteries must be included in the bid package.
Warranty	15 years on all components except consumables and rechargeable batteries. All warranties to be listed in detail as part of the bid package.
Local Vendor	Located in the greater Chicagoland area.
Service and Repair Program	Mobile service to be available and provided. Service and repair facility to be located in the greater Chicagoland area. Shipment of items under warranty to and from the repair facility is to be at the expense of the vendor.
Training	The Proposer will provide, at no cost to the department, the following training: Three (3) in-service training sessions, 1 for the entirety of each shift, to provide General SCBA orientation, instruction, use, and safety training for SCBA operation. Training in SCBA maintenance and repair for up to Nine (9) Department members. Maintenance training shall be to technician level for members of the Department, so they will be able to maintain the first and second-stage regulators, PASS device, hoses, gauges, straps, face pieces and associated equipment. Training on the Port-A-Count for SCBA testing and on the Posi-Check for fit testing shall be included for up to Nine (9) members included above.

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In addition, the Department seeks separate pricing for the following desired options to be considered for purchase at the time of the SCBA purchase. Quantities to be determined based on pricing and available funding. Pricing options should include quantity breakdowns or pricing, if applicable.

Quantity	Item
	Spectacle kit (without lenses)
	Portable 2-way radio interface with SCBA
	Integrated thermal imaging system
	CBRN Air Purifying Respirators (APR) filter adapter
	Multi-gas/vapor filter cartridges for use with
	Buddy breathing hoses and applicable adapters
	Protective face piece bag
	Upgrade to 45 -minute, 5500-PSI quick-connect cylinders
	Upgrade to 60 -minute, 5500-PSI quick-connect cylinders
	Accountability base station, including all software and hardware
	Accountability Tags - RFID or other (specify)
	Accountability tag reader/writer
	100 foot sections of supplied air lines with fitting that are compatible with SAR packs. (3 each color: Blue, Red, Green, Yellow, Orange, & Purple)

**Section 2 – Submittal Requirements**

All proposals must be signed by an authorized officer of the Proposer. Proposals that contain omissions, erasures, alterations, conditional quotes, or that contain irregularities of any kind may be rejected.

The proposal should contain, without limitation, the following information at a minimum:

**A. Contact Information.**

1. Name of Proposer; and
2. Office address, main telephone and fax numbers, e-mail address, and website address.

**B. List of Qualifications and Certifications, and Required Licensing.**

The Proposer shall provide the following:

1. General information about the Proposer, its history, and services;
2. The resume of the owner/supervisor of the Proposer and the person that would be responsible for overseeing and completing the Services, including these individuals' certifications, degrees and experience.

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**C. Letter**

All Proposers shall include a letter indicating that all information in the proposal is true and complete and signed by the authorized owner, partner, officer of the corporation, or manager of the limited liability company submitting the proposal, with said signature duly notarized by a notary public.

**D. References**

The Proposer shall provide a list of at least three public agencies for which the Proposer has provided same generation SCBA in the greater Chicagoland area. The proposal must include the contact information for these references.

**Section 3 – Proposer Registration**

All Proposers or prospective Proposers that register with the City of St. Charles prior to the deadline for the submission of proposals will be informed of said clarifications, corrections, or changes. To register, Proposers must email their contact information to Michael Shortall, [mshortall@cityofstcharles.gov](mailto:mshortall@cityofstcharles.gov)

**Section 4 – Submittal Procedures**

**A. Questions and Clarifications.**

All questions regarding this RFP should be directed in writing to Assistant Chief Scott Swanson, [sswanson@stcharlesil.gov](mailto:sswanson@stcharlesil.gov). Questions will be accepted until 2:00 p.m. CST on Tuesday, June 6, 2017. All questions and responses will be compiled and submitted to all Proposers electronically in one general response memorandum by Friday, June 16, 2017. In order to enable the City to equitably respond to proposer questions, the City requests that prospective Proposers register in advance with the City via e-mail at [mshortall@cityofstcharlesil.gov](mailto:mshortall@cityofstcharlesil.gov)

**B. RFP Submittals**

All proposals shall be submitted in an opaque sealed envelope on or before the time stated and shall bear the name of the individual, firm, or corporation submitting the proposal. The envelope must state the project name: "Self-Contained Breathing Apparatus". Four (4) copies of the proposal must be submitted to:

Michael Shortall  
Purchasing Manager  
City of St. Charles  
2 East Main Street  
St. Charles, Illinois, 60174

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Proposals must be received no later than 2:00 p.m. CST on Monday, June 26, 2017. Proposals will not be opened publically. Proposals submitted after this time will not be opened. No oral, telephone, e-mail or facsimile proposals will be considered.

**C. Standard Terms and Conditions**

Proposals submitted are offers only, and the decision to accept or reject is a function of quality, reliability, capability, reputation, and expertise of the Proposers submitting proposals. Issuance of this RFP does not obligate the City of St. Charles to pay any costs incurred by a Proposer in its submission of a proposal or making any necessary studies or designs for the preparation of that proposal, or for procuring or contracting for the services to be furnished under this RFP.

A Proposer may withdraw its proposal, either personally or by written request, at any time prior to the scheduled deadline for submittals. No proposal shall be withdrawn for 90 days after the date set for opening proposals. Proposals shall be subject to acceptance during this period.

The City of St. Charles reserves the right to accept the proposal that is, in its judgment, the best and most favorable to the interests of the City of St. Charles, the St. Charles Fire Department, and to the public; to reject the low price proposal; to accept any item of any proposal; to reject any and all proposals; and to waive irregularities and informalities in any proposal submitted or in the RFP process; provided, however, that the waiver of any prior defect or informality shall not be considered a waiver of any future or similar defect or informality. Proposers should not rely upon, or anticipate, such waivers in submitting their proposal.

The City of St. Charles reserves the right to negotiate specifications, terms, and conditions which may be necessary or appropriate to the accomplishment of the purpose of the RFP. The City of St. Charles may require the entire proposal be made an integral part of the resulting contract. This implies that all responses, supplemental information, and other submissions provided by the Proposer during discussions or negotiations will be held by the City of St. Charles as contractually binding on the successful Proposer.

**Section 5 – Evaluation of Proposals**

Professional staff from the St. Charles Fire Department will evaluate all properly submitted proposals. The Fire Department staff will then grade and rank all properly submitted proposals based on their responsiveness to the Project Scope, field evaluation testing, and the total cost of the services. The Fire Department will then select the top preferred Proposer, with whom the Agreement, on a form to be provided by the City of St. Charles, will be negotiated. The St. Charles City Council has the ultimate authority to approve any proposal and to authorize execution of the negotiated Agreement. The City of St. Charles reserves the right to make clarifications, corrections, or changes in this RFP at any time prior to the deadline for the submission of proposals.

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Proposal Evaluation Criteria will include:

Compliance with NFPA 1981 – 2018 Edition	
Field Evaluation Performance	40%
Cost of Purchase	20%
Warranty	15%
Annual Cost of Operations	15%
Delivery	5%
References	5%

**Section 6 – Anticipated Project Timeline**

• RFP Released	May 22, 2017
• Questions Due	June 6, 2017 @ 2:00 p.m. CST
• Issuance of Responses to Questions	June 16, 2017
• RFP Due Date	June 26, 2017 @ 2:00 p.m. CST
• Selection of Proposer	June 30, 2017
• Anticipated Approval of Agreement/Purchase Order by	August 7, 2017

**Section 7 – Attachments**

Attachment A-	Price Sheet
Attachment B-	Vendor Questionnaire
Attachment C-	Equal Employment Opportunity Statement
Attachment D-	Detail Exception Sheet
Attachment E-	Optional Equipment
Attachment F-	Reference Form

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**Attachment A – Price Sheet**

**Required Equipment**

Quantity	Item	Unit Price	Extended Price
48	Self-Contained Breathing Apparatus with 45- minute, 4500-PSI quick-connect cylinder, face piece, integrated pass device, voice amplifier system and universal RIT connection	\$ 4725 <sup>00</sup>	\$ 226,800 <sup>00</sup>
48	Additional 45-minute, 4500-PSI quick-connect cylinders	725 <sup>00</sup>	34,800 <sup>00</sup>
6	Self-Contained Breathing Apparatus with 1- hour, 4500-PSI quick-connect cylinder, face piece, integrated pass device, voice amplifier system and universal RIT connection	4925 <sup>00</sup>	29,550 <sup>00</sup>
12	Additional 1-hour, 4500-PSI quick-connect cylinders	925 <sup>00</sup>	11,100 <sup>00</sup>
12	Additional face pieces	210 <sup>00</sup>	2,520 <sup>00</sup>
8	RIT Pack systems with bag, regulator, hoses and 1-hour, 4500-PSI quick-connect cylinder.	3800 <sup>00</sup>	30,400 <sup>00</sup>
6	Confined Space Rescue-Supplied Air Respirators (SAR) Pack with harness and minimum 10 -minute quick-connect escape cylinder	895 <sup>00</sup>	5,370 <sup>00</sup>
1	PortaCount Pro+ Respirator Fit Tester machine with required software, equipment, and adapters to fit testing of SCBA masks and N95 masks.	15,000 <sup>00</sup>	15,000 <sup>00</sup>
1	PosiChek machine, most recent model, with required software, equipment, and adapters to perform annual, flow, and bench testing of the SCBA.	9995 <sup>00</sup>	9995 <sup>00</sup>

Note - All Cylinders to include SCFD required factory labeling of cylinders with fire department name, logo, and numbering.

**Optional Equipment**

Quantity	Item	Unit Price	Extended Price
1	Spectacle kit (without lenses)	\$ 75 <sup>00</sup>	\$ 75.00
1	Portable 2-way radio interface with SCBA	N/A	0
1	Integrated thermal imaging system	1200 <sup>00</sup>	1200 <sup>00</sup>
1	CBRN Air Purifying Respirators (APR) filter adapter	75 <sup>00</sup>	75 <sup>00</sup>
1	Multi-gas/vapor filter cartridges for use with	55 <sup>00</sup>	55 <sup>00</sup>
1	Buddy breathing hoses and applicable adapters	365 <sup>00</sup>	365 <sup>00</sup>
1	Protective face piece bag	35 <sup>00</sup>	35 <sup>00</sup>
1	Upgrade to 45 -minute, 5500-PSI quick-connect cylinders	300 <sup>00</sup>	300 <sup>00</sup>
1	Upgrade to 60 -minute, 5500-PSI quick-connect cylinders	300 <sup>00</sup>	300 <sup>00</sup>
1	Accountability base station, including all software and hardware	1250 <sup>00</sup>	1250 <sup>00</sup>
1	Accountability Tags - RFID or other (specify)	350 <sup>00</sup>	350 <sup>00</sup>
1	Accountability tag reader/writer	25 <sup>00</sup>	25 <sup>00</sup>
1	100 foot sections of supplied air lines with fitting that are compatible with SAR packs. (3 each color: Blue, Red, Green, Yellow, Orange, & Purple)	410 <sup>00</sup>	410 <sup>00</sup>

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**Attachment B - Vendor Questionnaire**

**Proposer Name** AIR ONE EQUIPMENT, INC

**Contact Person** MARTIN SUIHRA

**Address** 360 PRODUCTION DRIVE  
SOUTH ELGIN, IL 60177

**Phone Number** 847-289-9000

**SCBA Manufacturer** MSA

**Contact Person** JOHN RICCIARDI

**Address** MSA  
1000 CRANBERRY WOODS DRIVE  
CRANBERRY TOWNSHIP, PA 16066

**Phone Number** 724-776-8600

**Number of Years in Business**

<b>Proposer</b>	<u>27</u>
<b>SCBA Manufacturer</b>	<u>103</u>

**Has Your Company/Firm Ever Refused a Contract?** NO  
**If yes, please submit details** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**List Location(s) of Facility/Office Near St. Charles**  
360 PRODUCTION DRIVE, SOUTH ELGIN, IL 60177  
\_\_\_\_\_  
\_\_\_\_\_

**List Number of People Employed in each Facility/Office Listed Above**  
31  
\_\_\_\_\_  
\_\_\_\_\_

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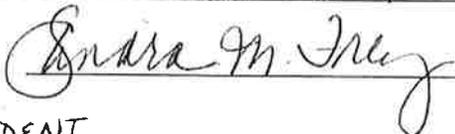
**Attachment C: Equal Employment Opportunity Statement**

It is the policy of AIR ONE EQUIPMENT, INC to provide equal employment opportunity to all persons regardless of race, color, religion, sex, national origin, ancestry, age, marital status, disability or any other protected class status in accordance with applicable federal and state law. Accordingly, we will take Affirmative Action to ensure that we will:

Recruit, hire and promote in all job classifications regardless of race, color, religion, sex, national origin, ancestry, age, marital status, disability or any other protected class status in accordance with applicable federal and state law.

Make promotional decisions that are in accordance with principles of equal opportunity by imposing only valid requirements for promotional opportunities. Incorporate our equal employment opportunity policy in all personnel actions such as compensation, benefits, transfers, layoffs, returns from layoffs, company sponsored training, education and tuition assistance. Conduct social and recreational programs sponsored by our agency without regard to race, color, religion, sex, national origin, ancestry, age, marital status, disability or any other protected class status in accordance with applicable federal and state law.

Firm name: AIR ONE EQUIPMENT, INC

Authorized signature: 

Title: PRESIDENT

Date: 6/22/2017



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**Attachment E:                      Optional Equipment Sheet**

Items listed shall have the appropriate unit and extended price included on each line. Prices must include all costs including; labor, parts, materials, products, services, and charges. Additional information or explanation should be included for each item and listed in the area at the bottom of the page.

*SEE PAGE 8 OF 14*

Item No.	Item Description	Estimated Quantity	Unit Price	Extended Price
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				

**Additional Information/Explanation:**

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**CITY OF ST. CHARLES  
REQUEST FOR PROPOSAL  
SELF-CONTAINED BREATHING APPARATUS**

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**Attachment F: Reference Form**

Provide a minimum of three (3) references for similar projects of comparable complexity from within the last four (4) years. The City of St. Charles and the St. Charles Fire Department reserve the right to contact these references.

Furthermore, the City of St. Charles and the St. Charles Fire Department reserve the right to consider its own experience with any service provider, vendor, contractor, or other business that currently has contracts, has previously had contracts, or has participated in our product, equipment, or apparatus evaluations. The City of St. Charles and the St. Charles Fire Department will consider the quality, durability, safety, and performance of all labor, parts, materials, products, services, equipment, and apparatus.

Agency Name	CHICAGO FIRE DEPARTMENT
Address	3510 SOUTH MICHIGAN, 2ND FLOOR
City	CHICAGO
Contact Name	PAUL FOERTSCH
Contact Title/Rank	DISTRICT CHIEF
Telephone Number	312-520-8221
E-mail Address	PAUL.FOERTSCH@CITYOFCHICAGO.ORG
Description of the work: SCBA quantity/type, cylinders, other products, services, and training	MSA G1, RTY 1101, 45 MINUTE 4500PSI CYLINDER
Date of the Contract	MAY 2017
SCBA Delivery Date	JUNE 2017
SCBA In-Service Date	NOVEMBER 2017
Approximate Value of the Contract	\$ 3,600,000 <sup>est</sup>

Additional Information:

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**CITY OF ST. CHARLES  
REQUEST FOR PROPOSAL  
SELF-CONTAINED BREATHING APPARATUS**

Agency Name	PROSPECT HEIGHTS FIRE DEPARTMENT
Address	10 EAST CAMP McDONALD ROAD
City	PROSPECT HEIGHTS
Contact Name	DREW SMITH
Contact Title/Rank	CHIEF
Telephone Number	847-253-8060
E-mail Address	DSMITH@PHFIRE.COM
Description of the work: SCBA quantity/type, cylinders, other products, services, and training	MSA G1, QTY 34, 30 MINUTE 4500PSIG CYLINDERS,
Date of the Contract	JULY, 2016
SCBA Delivery Date	SEPTEMBER, 2016
SCBA In-Service Date	OCTOBER, 2016
Approximate Value of the Contract	\$ 210,000 <sup>00</sup>

Additional Information:

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Agency Name	HUNTLEY FIRE PROTECTION DISTRICT
Address	11808 CORAL STREET
City	HUNTLEY
Contact Name	KEN CAUDLE
Contact Title/Rank	CHIEF
Telephone Number	847-669-5066
E-mail Address	KCAUDLE@HUNTLEYFPD.ORG
Description of the work: SCBA quantity/type, cylinders, other products, services, and training	MSA G1, QUANTITY 61, 45 MINUTE 4500 PSIG CYLINDERS
Date of the Contract	NOVEMBER, 2015
SCBA Delivery Date	FEBRUARY, 2016
SCBA In-Service Date	MARCH, 2016
Approximate Value of the Contract	\$ 373,000 <sup>00</sup>

Additional Information:

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360 Production Drive  
South Elgin, IL 60177-2637  
Telephone: 847-289-9000  
Fax: 847-289-9001  
E-mail: airone@aoe.net

June 26, 2017

City of St. Charles  
Fire Department  
112 N. Riverside Avenue  
St. Charles, IL 60174

Dear Mr. M. Shortall,

Air One Equipment, Inc. would like to state its willingness to submit this bid proposal. We have read and understood all bid process requirements and are willing to meet all of the specifications and requirements stated. All information in our proposal is true and complete.

Air One Equipment, Inc. meets all State of Illinois requirements, including any and all applicable statutes and administrative rules and regulations, to qualify as an approved vendor by the State of Illinois. Air One Equipment, Inc. qualifies as a women owned business.

If you need any further clarification, please contact us. We will be glad to furnish all necessary documentation and information.

Sincerely,

Sandra M. Frey, President





360 Production Drive  
South Elgin, IL 60177-2637  
Telephone: 847-289-9000  
Fax: 847-289-9001  
E-mail: [airone@aoe.net](mailto:airone@aoe.net)

City of St. Charles  
Fire Department  
112 N. Riverside Avenue  
St. Charles, IL 60174

Dear Mr. M. Shortall,

Founded in 1990, Air One Equipment, Inc. is a family owned and operated full-line fire and safety equipment distributor. Our sales and service staff work out of a modern 8,000 square foot facility in South Elgin, Illinois. We pride ourselves on continuing to provide exceptional service after the sale, both on the products we sell and the way we treat our customers. With over 350 years of combined experience in the fire service industry, our sales and factory trained service staff are able to assist you in choosing and maintaining the equipment you need to safely perform your job. Contact **"The House That Service Built!"** to see how we can service you in the future.

Main Office:  
Air One Equipment, Inc.  
360 Production Drive  
South Elgin, IL 60177  
(847) 289-9000  
F. (847) 289-9001  
[www.aoe.net](http://www.aoe.net)  
[airone@aoe.net](mailto:airone@aoe.net)

Service Capabilities:

- Five mobile service vehicles
- 24/7 emergency service
- Eight service personnel with over 100 years of service related experience
- Air One Equipment, Inc. has over one million dollars in inventory of parts and equipment
- David Frey (owner/vice-president) has forty one plus years of experience in breathing air industry
- Over 300 MSA users and over 100 customer conversions in Northeast Illinois since 1990.
- Company motto is "The House That Service Built!"

MSA's mission is to see to it that men and women may work in safety and that they, their families, and their communities may live in health throughout the world. MSA is an organization fully committed to protecting the health and safety of their customers, and they spend countless hours developing, testing and evaluating their products to ensure they achieve their goals. MSA was founded in 1914 and has grown to include more than 5,000 employees across the world, protecting workers in more than 140 countries.

Sincerely,

Sandra M. Frey, President



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## MSA G1 SCBA Limited Warranty



MSA - The Safety Company (MSA) warrants MSA G1 SCBA (SCBA) to be free from defects in materials and/or faulty workmanship for a period of fifteen (15) years from the date of sale by MSA. This warranty applies to all components of the SCBA including all accessories and optional equipment purchased and supplied at the time of the original sale of the SCBA, except consumable parts, as defined by the terms of sale. MSA's obligation under this warranty is limited to the repair or replacement, at MSA's option, of the SCBA or components shown to be defective in either workmanship or materials.

No agent, employee or representative of MSA may bind MSA to any affirmation, representation or modification of the warranty concerning the goods sold under this contract.

MSA shall be released from all obligations under this warranty in the event that repairs or modifications are made by persons other than its own or authorized service personnel, or if the warranty claim results from accident, alteration, misuse, or abuse.

**THIS WARRANTY IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED, IMPLIED, OR STATUTORY INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. IN ADDITION, MSA EXPRESSLY DISCLAIMS ANY LIABILITY FOR ECONOMIC, SPECIAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES IN ANY WAY CONNECTED WITH THE SALE OR USE OF MSA PRODUCTS, INCLUDING, BUT NOT LIMITED TO, LOSS OF ANTICIPATED PROFITS.**

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[www.MSA.com](http://www.MSA.com)