



CITY of NOVI CITY COUNCIL
Agenda Item 7
June 3, 2019

SUBJECT: Approval to purchase Self-Contained Breathing Apparatus (SCBA) for the Novi Fire Department from Apollo Fire Equipment Company, sole source provider, in the amount of \$338,103.61.

SUBMITTING DEPARTMENT: Public Safety – Fire Department *gaf*

CITY MANAGER APPROVAL: *pa*

EXPENDITURE REQUIRED	\$338,103.61
AMOUNT BUDGETED	\$338,775
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-337.00-982.000

BACKGROUND INFORMATION:

The City of Novi Fire Department currently utilizes Avon ISI for all of the Self-Contained Breathing Apparatus (SCBA). These SCBA packs were purchased in December 2006, making our ISI DXL packs 13 years old. The SCBA cylinders that supply air to the packs will expire after 15 years, which is June of 2021. These cylinders must be replaced as they cannot be recertified or tested after 15 years in service. The National Fire Protection Agency (NFPA) recommends that all Self-Contained Breathing Apparatus should be replaced every 10 years. Currently, all of our packs are in proper working order, but they have surpassed NFPA's recommended lifespan. At the May 6, 2019 City Council Meeting, City Council approved the replacement of the SCBA equipment in Fiscal Year 2018-19.

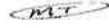
After thorough research and evaluation on multiple SCBA manufacturers, the MSA G1 unit was given the best overall rating. The benefits of the pack include; thermal imaging camera on every pack, 15 year warranty on every part of the SCBA, 5 year warranty on the thermal imaging camera, and has programmable electronics that allows packs to be put in a training mode for real life simulations. Apollo Fire Equipment is a sole source for MSA and the City of Novi Fire Department would be able to join the price consortium with Troy Fire Department. This purchase will include; 45 SCBA's, 100 masks, 100 mask bags, and four RIT Packs. Also included in this price is all of the technician level training for maintenance of the packs, computer software and shipping.

RECOMMENDED ACTION: Approval to purchase Self-Contained Breathing Apparatus (SCBA) for the Novi Fire Department from Apollo Fire Equipment Company, sole source provider, in the amount of \$338,103.61.

MEMORANDUM



TO: DAVID E. MOLLOY, DIRECTOR OF PUBLIC SAFETY
JEFFERY R. JOHNSON, DIRECTOR OF EMS/FIRE

FROM: MARK THEISEN, CAPTAIN 

SUBJECT: MSA-SCBA PURCHASE RECOMMENDATION

DATE: MAY 24, 2019

Overview

The City of Novi Fire Department currently utilizes Avon ISI for all of our Self-Contained Breathing Apparatus (SCBA). These SCBA packs were purchased in December 2006, making our ISI DXL packs 13 years old. The SCBA cylinders that supply air to the packs will expire after 15 years, which is June of 2021. These cylinders must be replaced as they cannot be recertified or tested after 15 years in service. The National Fire Protection Agency (NFPA) recommends that all Self-Contained Breathing Apparatus should be replaced every 10 years. Currently, all of our packs are in working order, but they have surpassed NFPA's recommended lifespan.

After several months researching multiple SCBA manufacturers, the City of Novi Fire Department was able to secure demo SCBA packs from the top three SCBA manufacturers; MSA, SCOTT and the AVON. This gave our team members the ability to make a comprehensive assessment on how the SCBA will function for us as a Department. All duty crews, both Full and Part-time members, were able to utilize all three of the manufacturers SCBA's during training and in simulated drills at the stations.

After each member utilized the SCBA pack, they were able to go online and submit an SCBA evaluation form. This gave them the opportunity to list the pros, cons and comments for each SCBA they tried out. The survey was live for a month to give each of our member's ample time to try out each pack.



Figure 1



Recommendation

After reviewing all the team members' evaluations and comments, the MSA G1 as shown in figure 1 was given the best overall rating by the majority of all evaluations submitted. The benefits of the pack include; thermal imaging camera on every pack, 15 year warranty on every part of the SCBA, 5 year warranty on the thermal imaging camera, and has programmable electronics that allows packs to be put in a training mode for real life simulations. Apollo Fire Equipment is a sole source for MSA and the City of Novi Fire Department would be able to join the price consortium with Troy FD and bring the cost of the MSA SCBA's to \$338,103.61. This will include; 45 SCBA's, 100 masks, 100 mask bags, and four RIT Packs. Also included in this price is all of the technician level training for maintenance of the packs, computer software and shipping.



QUOTATION

Apollo Fire Equipment Company
Apollo Fire Apparatus Repair, Inc.
 12584 Lakeshore Drive, Romeo, MI 48065
 Phone: (800) 626-7783 Fax: (586) 752-6907

DATE:	5/23/2019
TERMS:	NET 30
F.O.B:	
VALID FOR:	until 7/1/2019
LEAD TIME:	55-60 days

QUOTE #:

BILL TO:
 ADDRESS:
 ATTN:

SHIP TO:
 ADDRESS:
 ATTN:

PHONE: FAX: E-MAIL:

QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL
45		MSA G1 SCBA 4500 PSI w/buddy breathing and TIC	\$4,944.32	\$222,494.40
100	A-G1FP	MSA G1 FACEPIECE	\$241.29	\$24,129.00
80	10175708	MSA G1 4500 PSI 45 MIN. LOW PROFILE CYLINDER	\$804.54	\$64,363.20
4	10169711/10156426-SP	MSA G1 RIT KIT W/60 MIN. CYLINDER	\$3,834.00	\$15,336.00
16	10148741-SP	MSA G1 RECHARGEABLE BATTERY	\$242.00	\$3,872.00
4	10158385	MSA G1 6 BANK STATION CHARGER	\$469.00	\$1,876.00
100	LXFD30-R	LIGHTNING X MASK BAG RED	\$12.00	\$1,200.00
2	A-PCG20DB1D0	MSA G1 PREMAIRE CADET ESCAPE RESPIRATOR	\$1,250.00	\$2,500.00
6	10144230	MSA G1 SPECTICLE KIT	\$85.78	\$514.68
		To include free of charge 1.5 day C.A.R.E. class to certify (5) firefighters in the repair and maintenance of the SCBA		
		Too include the 2018 Standard update when available.		
		This pricing is based on ordering at the same time as Troy, MI (estimated in July 2019)		
1	10144231--SP	FILTER ADAPTER	\$122.87	\$122.87
1	805078	QUICK CHEK 3	\$167.60	\$167.60
1	496081	CANISTERS	\$160.87	\$160.87
1	10110435	MSA SCBA TEST SOFTWARE CD-ROM	\$757.73	\$757.73
1	10158407	MSA RFID READER/WRITER	\$440.36	\$440.36
6	1003875	MSA ELECTRONIC ID TAG	\$28.15	\$168.90
			SUBTOTAL	\$338,103.61

Thank you for the opportunity to quote on your Fire Department needs.	SHIPPING	INC.
	TAX	
	OTHER	
	TOTAL	\$338,103.61

David Duddles, Sales Representative
 Cell: (810) 877-5501
dduddles@apollofire.com



May 9, 2019

Director Jeff Johnson
City of Novi Fire Department
45175 Ten Mile Rd
Novi, MI 48375

MSA Corporate Center
1000 Cranberry Woods Drive
Cranberry Township, PA 16066
800.MSA.2222
www.MSAnet.com

Dear Mr. Johnson:

Thank you, Novi Fire Department for your interest in the MSA product line.

This letter confirms that Apollo Fire Equipment Inc is the sole authorized distributor of MSA SCBA and SCBA accessories for the Municipal Fire Service Market in Oakland County, Michigan.

By way of background, in the fire service / first responder markets, MSA imposes specific requirements upon our distributors, which can result in a small number of distributors authorized to call upon a particular region. We impose these requirements because the equipment we manufacture and sell requires the involvement of partners with special knowledge, training and experience. Accordingly, MSA's distributors are obligated to acquire and maintain extensive knowledge, training, and experience necessary to properly educate, assist and service our end user customers before, during and after the sale. MSA's fire service / first responder distributor qualification requirements are likewise intended to ensure the highest possible end user customer experience.

If you desire additional information about MSA, its product lines, or channel partners, please do not hesitate to contact me. Thank you for your interest in our products.

Sincerely,

A handwritten signature in blue ink that reads "Scott McGuire". The signature is written in a cursive, flowing style.

Scott McGuire
North American Sales Channels Specialist
Phone: 724-742-8028
Email: scott.mcguire@MSAsafety.com