

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Fire

**AGENDA DATE:** January 10, 2012

**CONTACT PERSON/PHONE:** Terry K. Keschull, Logistic Chief, (915) 771-1073  
Bruce D. Collins, Purchasing Manager, (915) 541-4313

**DISTRICT (S) AFFECTED:** All

**SUBJECT:**

The El Paso Fire Department recommends the award of Solicitation No. 2012-068 Self-Contained Breathing Apparatus (SCBA) to Fire Service Equipment, Inc. for an estimated award of \$1,256,115.00.

**BACKGROUND / DISCUSSION:**

This contract is for the purchase of Self Contained Breathing Apparatus (SCBA) for fire personnel. SCBA is used for the breathing protection of personnel in a hazardous atmosphere due to extreme heat and smoke. The El Paso Fire Department was awarded the FY10 Assistance to Firefighters Grant Program to purchase additional SCBA's.

**SELECTION SUMMARY:**

Solicitation was advertised on 11/01/2011 and 11/08/2011. The postcards were mailed out on 11/01/2011. The solicitation was posted on City website on 11/01/2011. The email (Purmail) notification was sent out on 11/01/2011. Total of thirteen bidders were solicited with seven being local vendors. Three bids were received.

Casco Industries, Inc. was initially the lowest bidder but they took exception to AP75 which is a grant requirement. Consequently, Casco Industries bid is recommended to be deemed non-responsive. In addition, the El Paso Fire Department is certified and authorized to repair the AP75 units.

**PRIOR COUNCIL ACTION:**

Yes. Council Awarded contract 2011-152 March 15, 2011.

**AMOUNT AND SOURCE OF FUNDING:**

22150024-503303-07192 FY10 Assistance to Firefighters Grant Program

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:** \_\_\_\_\_  
Name Signature Date

**COUNCIL PROJECT FORM  
(REQUIREMENTS OR BEST VALUE BID)**

\*\*\*\*\*POSTING LANGUAGE BELOW\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Council Meeting of **JANUARY 10, 2012**.

Discussion and action on the award of Solicitation No. 2012-068 Self-Contained Breathing Apparatus (SCBA) to Fire Service Equipment, Inc. for a total estimated award of \$1,256,115.00.

Department:	Fire Department
Award to:	Fire Service Equipment, Inc. El Paso, TX
Item(s):	All
Option to Extend:	None
Total Estimated Award:	\$1,256,115.00
Account No.:	22150024 – 503303 – 07192 – EMW2010FO-05557
Funding Source:	FY10 Assistance to Firefighters Grant Program
District(s):	All

This is a low bid, unit price contract.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

The Financial Services - Purchasing Division and Fire Department recommends award as indicated to Fire Service Equipment, Inc., the lowest responsive, responsible bidder.

\*\*\*\*\*ADDITIONAL INFO BELOW\*\*\*\*\*

Casco Industries, Inc. was initially the lowest bidder. They took exceptions to the Air-Pack 75 which is a Grant requirement.



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011

Project Name: Self-Contained Breathing Apparatus (SCBA)

Solicitation #: 2012-068

Department: Fire

			CASCO INDUSTRIES, INC. SHREVEPORT, LA		DACO FIRE EQUIPMENT LUBBOCK, TX		FIRE SERVICE EQUIPMENT, INC EL PASO, TX			
ITEM	ANN. EST. QTY.	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL PRICE	UNIT PRICE	EXTENDED TOTAL PRICE	UNIT PRICE	EXTENDED TOTAL PRICE		
1.	300 EA	AV 3000 FACEPIECE, CBRN NOSE CUP, PART NUMBER 805773-72 (SIZES NOT TO BE RESTRICTED TO MEDIUMS)	\$0.00 <small>(INCLUDED IN LINE ITEM #2)</small>	\$0.00	\$174.00	\$52,200.00	\$167.65	\$50,295.00		
2.	300 EA	AIR-PAK 75, 2216 PSI, CBRN/2007 NFPA COMPLIANT, PASS, DUAL EBSS, E-Z FLO REGULATOR + WITH QC (LESS CYLINDER, LESS FACE PIECE, NO CASE, PART NUMBER AP2120004200202)	\$2,710.00 <small>(MSA FIREHAWK M7 INCLUDES FACEPIECE + CYLINDER)</small>	\$813,000.00	\$3,669.00 <small>(AP2120204200202)</small>	\$1,100,700.00	\$3,467.00	\$1,040,100.00		
3.	300 EA	CARBON CYLINDER 2216 PSIG, 30-MINUTE, USED WITH AIR-PAK 75, PART NUMBER 804840-01	\$0.00 <small>(INCLUDED IN LINE ITEM #2)</small>	\$0.00	\$638.00	\$191,400.00	\$602.00	\$180,600.00		
4.	50 EA	AIR-PAK 75, 4.5, CBRN/2007 NFPA COMPLIANT, PASS, DUAL EBSS, E-Z FLO REGULATOR + WITH QC (LESS CYLINDER, LESS FACE PIECE, NO CASE, PART NUMBER AP2140004200202)	\$2,950.00 <small>(MSA FIREHAWK M7 WITH FACEPIECE AND CYLINDER)</small>	\$147,500.00	\$3,669.00 <small>(AP2140204200202)</small>	\$183,450.00	\$846.00	\$42,300.00		
5.	50 EA	CARBON CYLINDER AND VALVE 4500 PSIG, 60-MINUTE, USED WITH AIRPAK 75, PART NUMBER 804723-01	\$0.00 <small>(INCLUDED IN LINE ITEM 4)</small>	\$0.00	\$899.00	\$44,950.00	\$3,467.00	\$173,350.00		
<b>ESTIMATED ANNUAL TOTAL:</b>			<b>\$960,500.00</b>		<b>\$1,572,700.00</b>		<b>\$1,486,645.00</b>			

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY: *Dennis Busby*

DATE: *11/21/11*



# CITY OF EL PASO BID TABULATION FORM



**Bid Opening Date: November 16, 2011**

**Project Name: Self-Contained Breathing Apparatus (SCBA)**

**Solicitation #: 2012-068**

**Department: Fire**

	CASCO INDUSTRIES, INC. SHREVEPORT, LA	DACO FIRE EQUIPMENT LUBBOCK, TX	FIRE SERVICE EQUIPMENT, INC EL PASO, TX	
<p><b><u>OPTION TO PURCHASE ADDITIONAL QUANTITY OF ITEMS</u></b></p> <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT</p> <p>B. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT</p> <p>C. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>NO OPTION OFFERED</p>	<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p style="text-align: center;"><input type="checkbox"/></p>	<p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p style="text-align: center;"><input type="checkbox"/></p>	<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p style="text-align: center;"><input checked="" type="checkbox"/></p>	
<b>PAYMENT TERMS:</b>	<b>NET 30 DAYS</b>	<b>NET 30 DAYS</b>	<b>NET 30 DAYS</b>	
<b>BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:</b>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
			(ADD 2% PER TRANSACTION)	
<b>BIDDER'S PROMISED DELIVERY:</b> Within consecutive calendar days.	30	(NONE STATED)	30	
<b>BIDS SOLICITED: 13</b>	<b>BIDS RECEIVED: 3</b>	<b>BIDS LOCAL: 7</b>	<b>NO BIDS: 0</b>	

**NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.**

APPROVED BY: DB

DATE: 11/21/11

AMERICAN FIRE PROTECTION CO.  
P. O. BOX 24021  
EL PASO, TX 79914

CLOWE & COWAN OF EL PASO  
11221 ROJAS DRIVE  
EL PASO, TX 79935

FALCON INDUSTRIAL SUPPLY  
927 TONY LAMA  
EL PASO, TX 79915

*BN  
ANK  
LTF*

SAFETY SUPPLY INC.  
12050 CROWN POINT DRIVE  
SAN ANTONIO, TX 78233

ARTESIA FIRE EQUIPMENT  
P. O. BOX 1367  
ARTESIA, NM 88211-1367

CL NORTH COMPANY  
5355 EL PASO DRIVE  
EL PASO, TX 79987

*BN  
Two time off.  
RTS  
See new label  
addresses  
below*

BEK MEDICAL  
1209 WEDGEWOOD  
EL PASO, TX 79925

*BN  
NSN  
LTF*

CASCO INDUSTRIAL INC.  
P. O. BOX 8007  
SHREVEPORT, LA 71148

DACO FIRE EQUIPMENT  
P. O. BOX 5024  
LUBBOCK, TX 79408

HEALTH & SAFETY RESOURCES  
2629 PENBROOK AVENUE  
HARRISBURG, PA 17103

PRIME VENDOR  
4608 CEDAR AVENUE SUITE 106  
WILMINGTON, NC 28403

FIRE SERVICE EQUIPMENT, INC.  
ATTN: HUGO A. ARREOLA, VICE PRESIDENT  
1500 WYOMING AVENUE  
EL PASO, TX 79902

CL NORTH COMPANY  
PO BOX 221767  
EL PASO, TX 79910-4767