SINGLE SOURCE AWARD **BID # SS-0386-18**

Subject: Self Contained Breathing Apparatus (SCBA)

Department: Jacksonville Fire and Rescue

Description of Purchase: Recommend approval of Single Source award to Ten-8 Fire Equipment, Inc. for the purchase of Self Contained Breathing Apparatus (SCBA) for Jacksonville Fire and Rescue. The SCBA's are a specialty piece of equipment used by the entire fire department. The equipment accessories (face pieces, bottles and harnesses) are not interchangeable with any other product. Total amount of expenditure not to exceed $101,655.40.

Funding Source: FROD011-069429-To be executed by Purchase Order.

Single Source Award To: Ten-8 Fire Equipment

Price Justification: See Attached

Total Award: $101,655.40 **Requisition #:** 225200

Attachments: Single Source Form, Vendor Letter, Vendor Quote

Certification as to Single Source: Richard A. Reichard, Assistant Chief of Services, Jacksonville Fire & Rescue

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Marleen Doran

Analyst: Marleen Doran

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

REQ225200

J:

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Jacksonville Fire and Rescue

FUNDING SOURCE: FRODB1F 69429

BRIEF DESCRIPTION OF GOODS/SERVICES:

SCBA - Self Contained Breathing Apparatus

AMOUNT OF PROJECT (attach quote): $101,655.40

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

The SCBAs are you used by our firefighters to protect themselves in a hazardous environment. The equipment allows firefighters to enter hazardous atmospheres and do both fire suppression and Haz Mat operations. The equipment makes it possible for our fighters to breath in a hazardous environment while protecting their lungs and respiratory system from heat, smoke, and chemicals.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

The SCBAs are a specialty piece of equipment. The MSA G1 Airpack is what our entire fire department uses. The facepieces, Bottles, and harnesses we use are not interchangeable with any other product. There is no other option for us.
Standardization is of the upmost importance to our department for safety reasons.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

After careful review Ten8 Fire Equipment is the best option for us.

Submitted by: Richard A. Reichard (Name) Assistant Chief of Services (Title)

Date: 12/27/2017

Requesting Agency's Director's Signature:

Procurement Division ____

March, 2017

MSA
The Safety Company

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

September 27, 2017

Assistant Chief Richard Reichard
Jacksonville Fire Rescue
355 South Ellis Road
Jacksonville, FL 32254

Dear Assistant Chief Reichard:

Thank you, Jacksonville Fire Rescue for your interest in the MSA product line.

This letter confirms that Ten 8 Fire Equipment Inc is the sole authorized distributor of MSA SCBA and SCBA accessories for the Municipal Fire Service Market for Duval County, Florida.

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,

Scott McGuire

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

FRDD 011-069429 -SS
RFQ 225200

TEN-8 FIRE EQUIPMENT INC.
IN SERVICE TO SERVE YOU

2904 59TH AVENUE DRIVE EAST
BRADENTON, FL 34203
IN FLA: 1-800-228-8368
PHONE: 941-756-7779
FAX: 941-756-2598

141 MARITIME DRIVE
SANFORD, FL 32771
PHONE: 407-328-5081
FAX: 407-328-5083

or visit us at: www.ten8fire.com

SALES QUOTE

Sales Quote Number: Q171356
Sales Quote Date: 12/12/17
Page: 1

Sell To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship Via: STANDARD DELIVERY
Payment terms: NET 30 DAYS

Ten-8 Contact ERIBBENS
Customer ID: JAC CI

Item No.	Description	Unit	Quantity	Unit Price	Total Price
	ENGINE 63				
MSA-AG1FS422MB2C2LAA	G1 SCBA H-P CONFIURED:	EACH	4	4,987.50	19,950.00
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	4	992.60	3,970.40
MSA-10161811	Fcpc, G1, FS, LG, LG NC, 4PT C-HARN,C-NS	EACH	4	288.40	1,153.60
	RESCUE 63				
MSA-AG1FS422MB2C2LAA	G1 SCBA H-P CONFIURED:	EACH	2	4,987.50	9,975.00
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	2	992.60	1,985.20
MSA-10161811	Fcpc, G1, FS, LG, LG NC, 4PT C-HARN,C-NS	EACH	2	288.40	576.80
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	6	992.60	5,955.60
	Transferred to page 2.....				43,566.60

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141 MARITIME DRIVE
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SALES QUOTE

Sales Quote Number: Q171356
Sales Quote Date: 12/12/17

Sell To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship Via: STANDARD DELIVERY
Payment terms: NET 30 DAYS

Ten-8 Contact ERIBBENS
Customer ID: JAC CI

Item No.	Description	Unit	Quantity	Unit Price	Total Price
	Transferred from page 1.....				43,566.60
INCLUDED	FREIGHT CHARGES INCLUDED				

Amount Subject to Sales Tax	Amount Exempt from Sales Tax
0.00	43,566.60

Subtotal:	43,566.60
Invoice Discount:	0.00
Sales Tax:	0.00
Total:	43,566.60

Quote submitted by: ERIBBENS

This Quote is valid until 01/11/18

TEN-8 FIRE EQUIPMENT INC.
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141 MARITIME DRIVE
SANFORD, FL 32771
PHONE: 407-328-5081
FAX: 407-328-5083

or visit us at: www.ten8fire.com

SALES QUOTE

Sales Quote Number: Q171357
Sales Quote Date: 12/12/17

Sell To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship Via: STANDARD DELIVERY
Payment terms: NET 30 DAYS

Ten-8 Contact: ERIBBENS
Customer ID: JAC CI

Item No.	Description	Unit	Quantity	Unit Price	Total Price
	ENGINE 61				
MSA-AG1FS422MB2C2LAA	G1 SCBA H-P CONFIURED:	EACH	4	4,987.50	19,950.00
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	4	992.60	3,970.40
MSA-10161811	Fcpc, G1, FS, LG, LG NC, 4PT C-HARN,C-NS	EACH	4	288.40	1,153.60
	RESCUE 61				
MSA-AG1FS422MB2C2LAA	G1 SCBA H-P CONFIURED:	EACH	2	4,987.50	9,975.00
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	2	992.60	1,985.20
MSA-10161811	Fcpc, G1, FS, LG, LG NC, 4PT C-HARN,C-NS	EACH	2	288.40	576.80
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	6	992.60	5,955.60

Transferred to page 2..... 43,566.60

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SALES QUOTE

Sales Quote Number: Q171357
Sales Quote Date: 12/12/17

Sell To: CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

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GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship Via: STANDARD DELIVERY
Payment terms: NET 30 DAYS

Ten-8 Contact ERIBBENS
Customer ID: JAC CI

Item No.	Description	Unit	Quantity	Unit Price	Total Price
	Transferred from page 1.....				43,566.60
INCLUDED	FREIGHT CHARGES INCLUDED				

Amount Subject to Sales Tax	Amount Exempt from Sales Tax
0.00	43,566.60

Subtotal:	43,566.60
Invoice Discount:	0.00
Sales Tax:	0.00
Total:	43,566.60

Quote submitted by: ERIBBENS

This Quote is valid until 01/11/18

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SANFORD, FL 32771
PHONE: 407-328-5081
FAX: 407-328-5083

or visit us at: www.ten8fire.com

SALES QUOTE

Sales Quote Number: Q171358
Sales Quote Date: 12/12/17

Sell To:
CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship To:
CITY OF JACKSONVILLE
GENERAL ACCT. DIVISION
117 W. DUVAL STREET, STE 375
JACKSONVILLE, FL 32202

Ship Via: STANDARD DELIVERY
Payment terms: NET 30 DAYS

Ten-8 Contact ERIBBENS
Customer ID: JAC CI

Item No.	Description	Unit	Quantity	Unit Price	Total Price
	RESCUE 73				
MSA-AG1FS422MB2C2LAA	G1 SCBA H-P CONFIURED:	EACH	2	4,987.50	9,975.00
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	2	992.60	1,985.20
MSA-10161811	Fcpc, G1, FS, LG, LG NC, 4PT C-HARN,C-NS	EACH	2	288.40	576.80
MSA-10156424-SP	G1 CYL.RC, 4500PSI 45 MIN CARBON, LP	EACH	2	992.60	1,985.20
INCLUDED	FREIGHT CHARGES INCLUDED				

Amount Subject to Sales Tax	Amount Exempt from Sales Tax
0.00	14,522.20

Subtotal:	14,522.20
Invoice Discount:	0.00
Sales Tax:	0.00
Total:	14,522.20

Quote submitted by: ERIBBENS

This Quote is valid until 01/11/18

QWS3270X 12/28/2017 3:05 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 12/28/2017
LINK TO: ACCOUNT SUMMARY INQUIRY - 3:02 PM

FISCAL MO/YEAR : 03 2018 CURRENCY CODE :
INDEX CODE : FROD011 ADMINISTRATION - FIRE & RESCUE
SUBOBJECT : 069429 DM-SPECIALIZED EQUIPMENT
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	DEC 2017	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	4,439,060.00	4,439,060.00
EXPENDITURES	24,057.91	24,057.91	24,057.91
ENCUMBRANCES	460,268.19	494,659.10	494,659.10
PRE-ENCUMBRANCES	-26,116.24	217,323.94	217,323.94
REMAINING BALANCE	-458,209.86	3,703,019.05	3,703,019.05

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND