



City Council Report

Date: July 8, 2025
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: Three-Year Term Contract with Two-Year Renewal Options for Self-Contained Breathing Apparatus (SCBA) Air Equipment, Parts, Repairs and Maintenance for the Mesa Fire and Medical Department **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Mesa Fire and Medical Department and Procurement Services evaluated responses and recommend awarding the contract to the highest scored proposal from L.N. Curtis and Sons at \$4,000,000 for Year 1 and \$500,000, annually thereafter, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

Air equipment is used to provide breathable air for firefighters in environments that are immediately dangerous to life or health. This contract will provide Self Contained Breathing Apparatus (SCBA) parts, supplies and equipment as needed.

The current Self-Contained Breathing Apparatus (SCBA) packs in use by the MFMD are outdated and are no longer compliant with the most recent NFPA (National Fire Protection Association) standards. These units, which are over 10 years old, present significant challenges both in terms of operational safety and ongoing maintenance. Advancements in SCBA technology over the past decade have resulted in significant improvements in firefighter safety, comfort, carcinogen mitigation and efficiency. Modern SCBA units offer enhanced thermal protection, better ergonomics, improved air management, and integrated communication capabilities – features that are not available in our current inventory.

MFMD is transitioning to a new manufacturer, resulting in higher spending during the first year of the contract. This initial investment covers the purchase of new equipment. In the following years, expenses will primarily focus on replacing existing gear and equipping new firefighters.

City staff issued a Request for Proposals (RFP) to all registered and known Self-Contained Breathing Apparatus (SCBA) Air Equipment, Parts, Repairs and Maintenance providers. Two proposals were received, with both vendors meeting the minimum requirements. Each

proposal was evaluated and scored in accordance with the City's established policies, procedures, and solicitation criteria. To ensure accuracy, the vendors were asked to respond to clarification questions, after which the Evaluation Committee reviewed their answers and completed a final scoring. Based on the final evaluation results, the committee unanimously recommends awarding the contract to the highest-scoring respondent.

Purchase Information

Action: Award
 Procurement Type: Request for Proposals
 Contract Number: 2025092
 Local Consideration: Policy did not apply to this procurement method
 Protests Received: None
 Initial Contract Term: Three years
 Possible Renewals: Up to a maximum of two years subject to Administrative review and approval
 Funding Source: General Fund Operating – Lifecycle Program

No Bids

Matlick Enterprises dba United Fire Equipment Company

Proposal Responses

L.N. Curtis & Sons dba Tools for Heroes – Phoenix, AZ (Recommended)
 MES Service Company, LLC. – Sandy Hook, CT

Preliminary Proposal Scoring Results

Respondent	Total Points Possible / 1,000
LN Curtis & Sons	852.613
Municipal Emergency Services	872.538

Final Proposal Scoring Results

Respondent	Total Points Possible / 1,000
LN Curtis & Sons	892.613
Municipal Emergency Services	735.788