



City Council Report

Date: May 6, 2013
To: City Council
Through: Alex Deshuk, Manager of Technology and Innovation
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Alyce Benge, C.P.M., CPPO, Purchasing Administrator
Subject: Three-Year Term Contract for Firefighting Foam for the Fire & Medical Department (Citywide)

Purpose and Recommendation

Council is requested to approve the Term Contract for Firefighting Foam as recommended.

Fire & Medical and Purchasing recommend awarding the contract to the lowest, responsive and responsible bidder, LN Curtis & Sons at \$84,900 annually.

Background / Discussion

This contract will provide firefighting foam to be carried on firefighting apparatus, airport rescue apparatus and brush trucks to extinguish various types of fires (oil, gasoline, jet fuel, brush, structure, automobile, interior coal and tire fires) during emergency responses. Fire suppression staff use these foams for training evolutions conducted yearly.

Fire & Medical has been using Ansulite and Ansul Silv-Ex firefighting foams products for the past 20 years. The department uses several types of foam to fight various types of fires (3% Class B AFFF mil spec foam in 265-gallon totes for airport use; 3%/6% Class B AFFF 5-gallon containers for structure pumpers; and Class A foam in 5-gallon containers for structure pumpers).

For the new contract, the bid required the firefighting foams to meet or exceed the performance of department's current brands: Ansulite ARC and Ansul Silv-EX, as well as meet the established standard as per the Federal Aviation Administration.

Fire & Medical requested 3% Class B mil spec foam in 265-gallon totes for airport use since all mil spec foam, regardless of the manufacturer, must meet an established standard per the FAA. For the Class 3%/6% Class B foam 5-gallon and the Class A foam, the department requested a product that meets or exceeds the performance of our current brand, Ansulite ARC and Ansul Silv-Ex, respectively. Staff found that other manufacturers such as Chemguard and Phos-Check have a better Class A product that costs less than the brand the City is currently using.

32 vendors were invited to submit a response, in addition to the standard advertising in the Arizona Republic, Bid Net, Record Reporter and the City of Mesa Purchasing website. 26 vendors downloaded the solicitation from the Purchasing website. 4 responses were received.

The initial contract period will be three years with two, one-year renewals possible subject to future Council consideration. Future price increases are capped by the Producer Price Index.

Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

Fiscal Impact

The total amount of \$84,900 is available in the Fire & Medical Services operating budget.

Coordinated With

Fire & Medical and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Invitation for Bids

Solicitation Number: 2013047

Vendors Registered on Bid List: 32 (0 Mesa)

Advertising: Arizona Republic, Bid Net, Record Reporter, Purchasing Website

Downloads: 26

Protests Received: None

Initial Contract Term: 3 years

Possible Renewals: two, one-year renewal subject to future Council consideration

Prices: Future price increases are capped by the Producer Price Index

March 12, 2013 Responses:

LN Curtis & Sons Phoenix, AZ	\$84,843.00 (Recommended)
Apex Pinnacle Port Crane, NY	\$87,095.84
Unifire Power Blowers, Inc. dba Unifire, Inc. Spokane, WA	\$92,239.61
Matlick Enterprises dba United Fire Tucson, AZ	\$96,885.22
Western States Fire Equipment Tolleson, AZ	No Bid

AWARD RECOMMENDATION

LN Curtis & Sons

Phoenix, AZ

Description
<p>Quantity 175 – 3%/6%, Class B AFFF (5 gallons) @ \$111.00 / each (Must meet or exceed performance of current brand Ansulite ARC, and meet FAA standard)</p>
<p>Quantity 7 - 3% Class B, Mil Spec Only AFFF (265 gallons) @ \$6,374.00 / each (Must meet or exceed performance of current brand Ansulite ARC, and meet FAA standard)</p>
<p>Quantity 260 – Class A (5 gallons) @ \$80.00 / each (Must meet or exceed performance of current brand Ansul Silv-Ex, and meet FAA standard)</p>
<p>Annual Contract Amount: <u>\$84,900</u></p>