

CITY OF PALMER ACTION MEMORANDUM No. 10-037

SUBJECT: Authorize the City Manager to Purchase a Set of Hurst Rescue Tools in the Amount of \$35,609.54 for Palmer Fire and Rescue with Grant Funds from Assistance to Firefighters Grant Using the Proprietary Procurement Process

AGENDA OF: May 25, 2010

Council action:	Authorized
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Approved for presentation by B. B. Allen, City Manager Bob Casey

Route To:	Department/Individual:	Initials/Date:	Remarks:
X	Originator – Director of Public Safety	JO 5/4/2010	
X	City Clerk	JB 5/18/10	
X	City Attorney	[Signature] 5/18/10	
X	Director of Administration	[Signature]	
	Director of Community Development		
	Director of Community Services		
	Director of Public Safety		
	Director of Public Works		

Attachment(s): Palmer City Council Resolution No. 10-022
 Letter from Hurst Jaws of Life® Company
 Price quote from L.N. Curtis & Sons
 E-mail communications from a Hurst dealer in Ohio

Certification of Funds:

	No fiscal impact.	
X	Funds are budgeted from this account number:	01-13-10-6053 & 09-01-10-6053
	Funds are not budgeted. Budget modification is required. Affected account number:	

Director of Administration Signature: [Signature]

Summary statement: Fire and Rescue staff applied to the Federal Emergency Management Agency (FEMA) for grant funding to purchase Hurst heavy rescue hydraulic tools under the Assistance to Firefighters Grants program. On February 23, 2010, the Palmer City Council passed Resolution No. 10-022 to accept and appropriate this grant award. Due to Hurst Jaws of Life® sales practices, the City of Palmer is best served by purchasing this tool set using the Proprietary Procurement Process.

The primary goal of the Assistance to Firefighters Grants (AFG) is to meet the firefighting and emergency response needs of fire departments and nonaffiliated emergency medical service organizations. Since 2001, AFG has helped firefighters and other first responders obtain critically needed equipment, protective gear, emergency vehicles, training, and other resources needed to protect the public and emergency personnel from fire and related hazards. The City of Palmer Fire and Rescue was notified that AFG had awarded the City \$33,250.00 through this grant program. The grant award requires \$1,750.00 in matching funds from the City, to bring the total amount to \$35,000.00. The matching funds come from 01-13-10-6053, Equipment (FY 2010 budget for this line is \$19,000). This equipment budget line is for replacement of broken, outdated, non-repairable equipment on all City fire apparatus and in all City fire stations.

The last set of heavy hydraulic rescue tools purchased by the City of Palmer was in the 1980s. This (approximately) 25-year old Phoenix brand tool set is incompatible with the borough-owned Hurst set carried by fire/rescue staff. This incompatibility prevents fire/rescue staff from interchanging tools between the old Phoenix set and the newer Borough-owned set of Hurst brand tools, if a tool should break or malfunction at a motor vehicle accident involving entrapped victim(s). On occasion, Palmer Fire/Rescue personnel work motor vehicle accident scenes with Borough Fire/Rescue personnel, all of whom use Hurst rescue tools. This provides an added reason to standardize equipment brands between area departments.

This grant award allows the replacement of the older set of heavy hydraulic rescue tools with a new set of safer, dependable, interoperable Hurst brand tools. The Department of Public Safety sought price quotes on Hurst tools, both individually and in sets. The Hurst Jaws of Life® Company (the manufacturer of these tools) wrote Fire Chief McNutt a letter explaining that L.N. Curtis & Sons "is the sole authorized dealer for sales, service and maintenance of all Hurst Jaws of Life® Hydraulic rescue equipment and accessories for the State of Alaska." Although other area Hurst dealers provided price quotes, due to geographic restrictions on sales rules, they are unable to sell this equipment to the City of Palmer. For this reason, the determination has been made that the City's requirements reasonably limit the source for these supplies to one company.

Administration recommendation: Approve action memorandum 10-037.



HURST Jaws of Life
711 North Post Road
Shelby, NC 28150
www.jawsoflife.com

February 5, 2010



Dinglee
Hurst
Lukas
Vetter

Palmer Fire Department
645 N. Cope Industrial
Palmer, AK 99645

Dear Chief Russell,

This letter will certify that, as of the date of this letter of confirmation, L. N. Curtis & Sons is the sole authorized dealer for sales, service and maintenance of all Hurst Jaws of Life® Hydraulic rescue equipment and accessories for the State of Alaska.

L. N. Curtis & Sons
1800 Peralta St.
Oakland, CA 94607
1-800-443-3556
Fax: 510-839-5325
Phone: 510-839-5111
www.lncurtis.com

Hurst Jaws of Life® and related products are life-saving equipment that requires factory trained personnel that understand the application of the equipment, its safe use, and the proper operation and service methodology. The personnel at L. N. Curtis & Sons have made the required commitment to training and product knowledge that will ensure you receive the best in product knowledge, service and sales support in the rescue tool industry.

L. N. Curtis & Sons is committed to selling quality products to those that save lives on a daily basis and we have chosen them as our only source of distribution in your area because of their dedication and professionalism. We are confident you will be treated fairly and will be satisfied with the service they provide.

Thank you for your interest in Hurst and feel free to contact us at 1-800-537-2659 or 704-487-6961 should you have any further questions.

Sincerely,

Aaron Guenther
Vice President Sales & Marketing
Hurst Jaws of Life Products®

tla
cc: Dennis Edwards

(phone) 206-622-2875
 (toll free) 800-426-6633
 (fax) 206-622-2723
 nwsales@lncurtis.com

L.N.CURTIS & SONS

TOOLS FOR HEROES®

since 1929

Northwest Division
 629 So. Industrial Way
 Seattle, Washington 98108
 www.LNCURTIS.com

QUOTATION

DATE 04/30/10	TERMS NET 30 DAYS	F.O.B. SHIP POINT	QUOTATION NO. 2074514-01
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TO: CITY OF PALMER, FIRE DEPT.
 CHIEF RUSSELL
 PALMER, AK 99645

This quotation subject to acceptance within 30 days. Shipment contingent upon strikes, fires, accidents or other delays beyond reasonable control for the company. L.N. Curtis and Sons retains ownership and title to all equipment until fully paid for in legal money of the United States of America. All prices quoted subject to applicable Federal, State, County or City Taxes and Licenses.

L.N. CURTIS AND SONS

By DAVE DANEKAS

QUANTITY	UNIT	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	EA	GSA363R308 HURST	363R308 JL4GHSI DUAL LINE PWR UNIT W/ STRMLN	6577.02	6577.02
1	EA	GSA362R488 HURST	362R488 MOC LP ULTRA CUTTER W/ STRMLNE CPLG	4985.13	4985.13
1	EA	GSA362R483 HURST	362R483 MOC LP COMBI TOOL W/ STRMLNE CPLG	5487.83	5487.83
1	EA	GSA362R478 HURST	362R478 MLT32 32" LP SPREADER W/ STRMLNE CPL	5739.18	5739.18
1	EA	GSA542R077 HURST	542R077 JLER LP ELE REEL W/100' ORA HOSE & STRMLN	2848.65	2848.65
1	EA	GSA542R078 HURST	542R078 JLER LP ELE REEL W/100' GRE HOSE & STRMLN	2848.65	2848.65
1	EA	GSA128R108 HURST	128R108 LP STREAMLINE NIPPLE RETROFIT KIT	163.38	163.38
1	EA	GSA128R107 HURST	128R107 LP STREAMLINE CPLG RETROFIT KIT	188.51	188.51
7	EA	GSA180R017 HURST	180R107 1GAL LP HYD BLUE FLUID, NFPA	83.78	586.46
1	EA	GSA353R321 HURST	353R321 16' LP ORA EXT HOSE W/ STRMLNE CPLG	435.68	435.68
1	EA	GSA353R322 HURST	353R322 16' LP GREEN EXT HOSE W/ STRMLNE CPLG	435.68	435.68
2	EA	GSA3640003 HURST	3640003 CHAIN & SHACKLE	645.13	1290.26
1	EA	GSA257R151 HURST	257R151 JL20C 22" LP RAM W/ STRMLNE CPLG	2471.62	2471.62
1	EA	GSA257R037 HURST	257R037 RAM ATTACHMENT SET	423.11	423.11
1	EA	GSA101R038 HURST	101R038 RAM EXTENSION KIT	628.38	628.38

Sub Total
 Total 35109.54
35109.54

Jonathan C. Owen

From: Todd Russell [trussell@palmerak.org]
Sent: Tuesday, May 04, 2010 10:34 AM
To: John McNutt; Jonathan C. Owen
Subject: FW: Revised Hurst Quote

Todd Russell
Assistant Fire Chief/Training
Palmer Fire and Rescue
907-745-3856
trussell@palmerak.org
www.cityofpalmer.org/fire

From: Brannon Burnes [mailto:bburnes@lncurtis.com]
Sent: Tuesday, May 04, 2010 10:30 AM
To: Todd Russell
Subject: FW: Revised Hurst Quote

Chief Russell,

With GSA pricing we do charge shipping from Seattle to Palmer per our GSA contract. The price to ship all the tools per our most recent quote # 2074514-01 is \$500.00.

Thank you,
Brannon

From: Brannon Burnes [mailto:bburnes@lncurtis.com]
Sent: Friday, April 30, 2010 11:25 AM
To: 'trussell@palmerak.org'
Cc: 'Michael Mcswain'
Subject: Revised Hurst Quote

Hi Chief Russel,

I have attached an up to date copy of your quote. I did revise it to include Streamline couplings on all tools with GSA pricing. GSA pricing does not include shipping to Palmer but you still come out ahead as estimated shipping to Palmer on these tools will be under \$500.00 & GSA pricing saves you a little over \$3000.00.

Thank you,
Brannon

Jonathan C. Owen

From: Todd Russell [trussell@palmerak.org]
Sent: Tuesday, May 04, 2010 10:48 AM
To: Jonathan C. Owen
Subject: FW: Hurst price quote
Attachments: Palmer FD Hurst Quote 3_3_2010.xls

Todd Russell
Assistant Fire Chief/Training
Palmer Fire and Rescue
907-745-3856
trussell@palmerak.org
www.cityofpalmer.org/fire

From: Richard Browne [mailto:rbrowne@finleyfire.com]
Sent: Wednesday, March 03, 2010 5:51 PM
To: Todd Russell
Cc: John McNutt
Subject: RE: Hurst price quote

Todd,

Please see the attached quote. I understand your requirement for the FEMA grant. Hopefully, this will help. I would love the opportunity to sell you this equipment but our territorial restrictions with Hurst would not allow us to sell these to you.

Please let me know if you need anything else.

Be safe!

Richard Browne
Finley Fire Equipment

From: Todd Russell [mailto:trussell@palmerak.org]
Sent: Tuesday, March 02, 2010 3:06 PM
To: Richard Browne
Cc: John McNutt
Subject: RE: Hurst price quote

Richard,

The federal grant person I talked to said that I need to have 3 price quotes/bids. I am hoping that you will be allowed to give us a quote to meet the requirements of the grant.

Please let me know.

Thanks,
Todd

Todd Russell
Assistant Fire Chief/Training
Palmer Fire and Rescue
907-745-3856
trussell@palmerak.org
www.cityofpalmer.org/fire

From: Richard Browne [mailto:rbrowne@finleyfire.com]
Sent: Monday, March 01, 2010 10:19 PM
To: Todd Russell
Subject: RE: Hurst price quote

Todd,

I am on the road this week and need to make sure with Hurst that I can do this. Since you are not in my sales area, I need to be sure they will allow me to submit the quote (since I am unable to sell these to you...your local Hurst dealer will only be able to provide these to you).

When I return later this week, I will update you if Hurst will allow me to submit this quote.

I apologize for the delay but I will be in touch with you.

Richard Browne
Finley Fire Equipment

From: Todd Russell [mailto:trussell@palmerak.org]
Sent: Friday, February 26, 2010 7:21 PM
To: Richard Browne
Subject: Hurst price quote

Richard,

Chief John McNutt said that you would be able to give us an official price quote/bid on Hurst tools. Here is the list of items we will need prices for - listed by part numbers and description:

1. 363R169 – JL4GHSI LP HONDA POWER UNIT
2. 362R428 – MOC LP ULTRA CUTTER
3. 362R453 – MOC LP COMBI TOOL
4. 3624456 – TRANSFORMER II 24" LP SPREADER W/ STAR CONTROL
5. 353R007 – 100' ORANGE TWIN HOSE W/FITTINGS, NO COUPLINGS
6. 128R108 – LP STREAMLINE NIPPLE RETROFIT KIT
7. 128R107 – LP STREAMLINE COUPLING RETROFIT KIT
8. 542R077 – JPER LP ELECTRIC REEL W/100' ORANGE HYD HOSE AND STREAMLINE

Please include the shipping costs on the prices quote/bid.

Should you have any questions, please do not hesitate to call me at 907-745-3856.

Thank you,

Todd

Todd Russell
Assistant Fire Chief/Training

CITY OF PALMER INFORMATION MEMORANDUM No. 10-029

SUBJECT: Resolution No. 10-022: Accepting and Appropriating \$32,500 from the Assistance to Firefighters Grant (AFG): Local Solicitation and Authorize the City Manager to Purchase a New Set of Hurst Heavy Hydraulic Rescue Tools to Include Tools and Pump

AGENDA OF: February 23, 2010

Council action:

Adopted

Approved for presentation by B.B. Allen, City Manager B.B. Allen

Route To:	Department/Individual:	Initials/Date:	Remarks:
X	Originator – Director of Public Safety	JO 2/1/2010	
X	City Clerk	JR 2/17/10	
X	City Attorney	2/17/10	
X	Director of Administration		
	Director of Community Development		
	Director of Community Services		
	Director of Public Safety		
	Director of Public Works		

Attachment(s): Resolution No. 10-022

Certification of Funds:

	No fiscal impact.	
X	Funds are budgeted from this account number: 01-13-10-6053	\$1,750
X	Funds are not budgeted. Budget modification is required. Affected account number: Public Safety Equipment 09-01-10-6053 & 09-00-00-3985	\$33,250

Director of Administration Signature:

Summary statement: Fire and Rescue staff applied to the Federal Emergency Management Agency (FEMA) for grant funding to purchase Hurst heavy rescue hydraulic tools under the Assistance to Firefighters Grants program.

Background: The primary goal of the Assistance to Firefighters Grants (AFG) is to meet the firefighting and emergency response needs of fire departments and nonaffiliated emergency medical service organizations. Since 2001, AFG has helped firefighters and other first

responders obtain critically needed equipment, protective gear, emergency vehicles, training, and other resources needed to protect the public and emergency personnel from fire and related hazards.

The City of Palmer Fire and Rescue Department has been notified that AFG is awarding the City \$33,250.00 through this grant program. The grant award requires \$1,750.00 in matching funds from the City, to bring the total amount to \$35,000.00. The matching funds will come from 01-13-10-6053, Equipment (FY 2010 budget for this line is \$19,000). This equipment budget line is for replacement of broken, outdated, non-repairable equipment on all City fire apparatus and in all City fire stations. There is insufficient money in the City fire/rescue operating budget to purchase this needed set of new heavy rescue hydraulic tools.

The last set of heavy hydraulic rescue tools purchased by the City of Palmer was in the 1980s. This approximately 25-year old Phoenix brand tool set is incompatible with the borough-owned Hurst set carried by Borough fire/rescue staff. This incompatibility prevents fire/rescue staff from interchanging tools between the old Phoenix set and the newer Borough-owned set of Hurst brand tools at a motor vehicle accident involving entrapped victims. Palmer Fire/Rescue personnel can work motor vehicle accident scenes with Borough Fire/Rescue personnel, all of whom use Hurst rescue tools. This provides an added reason to standardize equipment brands between area departments.

This grant award will allow the replacement of the older set of heavy hydraulic rescue tools with a new set of safer, dependable, interoperable tools.

Administration recommendation: Adopt resolution no. 10-022.

Introduced by: City Manager
Date: February 23, 2010
Action: Adopted
Vote: Unanimous

Yes:	No:
Chmielewski	
Erbey	
Brown	
Erbey	
Combs	

CITY OF PALMER, ALASKA

RESOLUTION NO. 10-022

A RESOLUTION OF THE PALMER CITY COUNCIL ACCEPTING AND APPROPRIATING \$33,250 FROM THE ASSISTANCE TO FIREFIGHTERS GRANT (AFG): LOCAL SOLICITATION AND AUTHORIZING THE CITY MANAGER TO PURCHASE A NEW SET OF HURST HEAVY HYDRAULIC RESCUE TOOLS TO INCLUDE TOOLS AND PUMP

WHEREAS, the City of Palmer Fire and Rescue provides fire protection and response to calls for service for the citizens of Palmer; and

WHEREAS, Palmer Fire and Rescue responds to calls for motor vehicle accidents wherein citizens are entrapped in a vehicle; and

WHEREAS, these rescue incidents require the use of highly specialized extrication, or hydraulic rescue tools; and

WHEREAS, Palmer Fire and Rescue has an aging set of heavy hydraulic rescue tools that are not compatible with the other set of rescue tools in the Department; and

WHEREAS, the operating budget does not include the funds for the purchase of a new set of heavy rescue hydraulic tools; and

WHEREAS, the City of Palmer Emergency Services has been awarded \$33,250 from the Assistance to Firefighters Grant for the purchase of Hurst heavy rescue hydraulic tools.

NOW, THEREFORE, BE IT RESOLVED by the Palmer City Council to accept and appropriate \$33,250 from the Assistance to Firefighters Grant to the Capital Projects Equipment Fund (09) and to authorize the City Manager to purchase Hurst heavy hydraulic rescue tools to include tools and pump.

ORIGINAL SCOPE OF WORK

The City proposes to use the Assistance to Firefighters Grant funds to purchase Hurst heavy hydraulic rescue tools and power generator.

BUDGET

\$33,250	from F.E.M.A.
<u>\$ 1,750</u>	City of Palmer 2010 Operating Budget
\$ 35,000	(01-13-10-6053)

Passed and approved by the City Council of the City of Palmer, Alaska this twenty-third day of February, 2010.

John C. Combs, Mayor

Janette M. Bower, MMC City Clerk