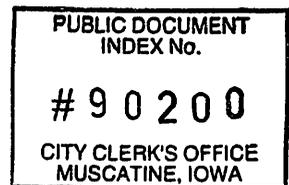


July 17, 2007

To: A.J. Johnson, City Administrator

From: Chief Dalbey

Subject: Breathing Air Compressor Bids



Our review of the bids for a new breathing air compressor have been completed and require City Council action to complete the purchasing process. In the specifications we asked for prices on a few options. The prices noted in the comparison below include a compressor, a 3-bottle fill station, four (4) air storage bottles, and a moisture monitoring system including delivery, installation, and training.

The results of the bidding process are as follows:

FireGuard, Inc; Omaha, Nebraska - \$29,484.00 (Eagle Talon)

Midwest Breathing Air; Wapello, Iowa - \$34,635.88 (Mako)

Ed M. Feld Equipment Company; Carroll, Iowa - \$39,185 (Bauer)

Municipal Emergency Services; Fremont, Nebraska - \$41,361.50 (Scott)

The apparent low bidder was FireGuard at \$29,484. However, the make and model bid was not the same as what we were shown during the 'shopping' phase of the process by the vendor. We have no knowledge of the quality or sufficiency of the Eagle brand and no sales information was provided with the bid. An internet search shows Eagle as a Canadian manufacturer with affiliated offices in North Carolina, Minnesota, and/or Kentucky, depending upon which web page you find. The extent of the bid documents included product specification sheets downloaded from the internet with evidence of some of that basic information missing. No information was provided by the bidder as required on warranties, their ability to maintain and service the equipment, or the costs for an annual service contract. While the product may be adequate for our purposes, our long-term ability to keep it running may prove to be problematic in terms of costs and availability of qualified maintenance personnel. The response to our specifications does not adequately address those critical issues for this piece of equipment.

The second lowest bidder, Midwest Breathing Air, provided a complete bid package for products well-known in the fire service. Further, Midwest Breathing Air currently provides all of the maintenance for our existing compressor. They are located in Wapello, making them available in a short amount of time should we experience a major problem in the future. I have no concerns about the quality of the product they propose to provide or their ability to maintain and service it long-term. Taking into consideration the additional cost of the system to City (our 10% share), the difference of \$516 is a reasonable amount for the assurance of a high quality, well-maintained breathing air system particularly since the apparent low bidder failed to include any recurring annual maintenance contract expenses.

I recommend that the purchase of the listed items be made from Midwest Breathing Air, Wapello, IA for a total of \$34, 635.88. This recommendation is based on the non-responsive nature of the proposal received by FireGuard, Inc., and the proven track record of Midwest Breathing Air, the next highest bidder.

This purchase is a part of the Assistance to Fire Fighters grant award we received. The Federal share is 90%; the City is responsible for 10%, \$3,464. The portion of the award allocated for this purchase was \$35,000.