



12328 Lower Azusa Road
Arcadia, California 91006
Phone 626-652-0900 Fax 626-652-0920

Sales Quote

April 14, 2023

To: Huntington Beach FD
Attn: Captain Sean Haynes
E-Mail: shaynes@surfcity-hb.org

Quote Valid for 60 Days

Per your request, we are pleased to quote on the following.

Qty		Unit	Description	Price	Extension
112		Ea	Scott - p/n X8815025305304 / Air-Pak X3-PRO (2018) SCBA with CGA , Parachute Buckle Harness, 5500 psig , Standard Harness, E-Z Flo Regulator with Quick Connect Hose and Rectus Fitting, Universal UEBSS with Rectus Fitting, RIC/UAC Connections (Less Spare Harness, Escape Rope, Cylinder, Mask, Amplifier & Case)	\$6,517.85	\$729,999.20
10		Ea	Scott - p/n X8815025305H04 / Air-Pak X3-PRO-HAZMAT (2018) - Air-Pak X3 Pro SCBA with CGA , Parachute Buckle Harness, 5500 psig , Standard Harness, E-Z Flo Regulator with Quick Connect Hose and Rectus Fitting, Universal UEBSS, SEMS II Pro Hazmat , RIC/UAC Connections (Less Spare Harness, Escape Rope, Cylinder, Mask, Amplifier & Case)	\$6,585.96	\$65,859.60
224		Ea	Scott - p/n 200969-01 / Cylinder, 5500 psig , 45 Minute with CGA Valve Assembly	\$664.20	\$148,780.80
30		Ea	Scott - p/n 200972-01 / Cylinder, 5500 psig , 60 Minute with CGA Valve Assembly	\$737.38	\$22,121.40
112		Ea	Scott - p/n 31003989 / QD, MALE, CHECKED, UEBSS	\$173.69	\$19,453.28
112		Ea	Scott - p/n 10012129 / QD, FEMALE, CHECK *KB*	\$167.21	\$18,727.52

112		Ea	Scott - p/n 31004304 / PACK PREFORMED-.078W X .468ID	\$7.47	\$836.64
112		Ea	Scott - p/n 10008912 / PACKING, PREFORMED	\$2.06	\$230.72
112		Lot	Parker - 6-5-G5HG5-S / Adapter, #5 SAE female x #6 SAE female, steel, 1.26" over all length.	\$35.00	\$3,920.00
			Terms: Net 30		
			FOB: Destination (Free Shipping)		
			Delivery: 14-16 Weeks ARO or Sooner		
				Subtotal	\$1,009,929.16
				7.750%	\$78,269.51
				S & H	\$0.00
				Total	\$1,088,198.67

Rene Reyes
rener@allstarfire.com



CITY OF HUNTINGTON BEACH

Sole-Source Justification

(For use on all goods and services acquisitions.)

This justification document consists of two (2) pages. All information must be provided and all questions must be answered. The "Required Approvals" section must include a date for each signature, as appropriate for the transaction.

Requesting Department Information			
Date: April 26, 2023			
Requestor Name: Tim Andre, Jeff Lopez, Marty Ortiz, Sean Haynes, Bonnie To		Division Manager: Scott Haberle <small>(Type names. Do not sign.)</small>	
Department: Fire		Department Head: Scott Haberle <small>(Type names. Do not sign. Must be same as signature below.)</small>	
Department Contact Information			
Contact Name: Scott Haberle		Street Address: 2000 Main Street, Huntington Beach, CA 90012	
Telephone: (714) 536-5411		Shipping Address: 2000 Main Street, Huntington Beach, CA 90012	
Fax: (714) 374-1551			
Cellular phone: (714) 536-5411			
Required Contact Information			
Contractor/Supplier Name: AllStar Fire Equipment, Inc.			
Contractor/Supplier Address: 12328 Lower Azusa Rd			
Contractor/Supplier City/State/Zip: Arcadia, CA 91006			
Original Contract Amount:* \$1,088,198.67 <small>(*Includes original contract and previously approved amendments)</small>	Amendment Amount:* (if applicable) \$0 <small>(*Current amendment only)</small>	New Contract Amount:* \$\$1,088,198.67 <small>(*Includes original contract and all amendments, including current amendment)</small>	
Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:			
112 SCBA sets (Air-Pak X3-PRO (2018) SCBA with CGA, Parachute Buckle Harness, 5500 psig) and related accessories such as cylinders and adapters.			
Contract Type and Term			
Contract Type: Select One: <input checked="" type="checkbox"/> Goods <input type="checkbox"/> Service <input type="checkbox"/> Goods & Services	Contract Term: Begin: End:	What account number will be used to purchase? Business Unit: Object Code:	
Required Approvals			
Department Head <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/27/2023 Date	Finance Manager - Budget <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/27/2023 Date	Chief Financial Officer <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/27/2023 Date	Assistant City Manager <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/27/2023 Date <small>(Transactions exceeding \$50,000 must be approved by City Council)</small>



CITY OF HUNTINGTON BEACH

Sole Source Justification

(For use on all goods and services acquisitions.)

Complete responses must be provided for all of the following items.

A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASONS STATED BELOW:

- 1. Why is the acquisition restricted to this goods/services/supplier?**
(Explain why the acquisition cannot be competitively bid.)

Fire Departments from across Orange County utilize SCBAs manufactured by Scott. The Huntington Beach Fire Department provides automatic aid to our surrounding cities and also receives emergency response support from our neighbors. Maintaining consistency in equipment cache across city borders assures the safety and protection of our responding crews regardless of the jurisdiction. The SCBA could be considered one of the most critical pieces of equipment for facilitating mitigation and rescue in environments that require respiratory protection (Fire suppression, hazardous materials, confined spaces, etc). The ability to troubleshoot and operate confidently in hazardous environments are enhanced by the use of the Scott products across the county. This advantage of familiarity and consistency cannot be understated. Long standing Operational Guidelines have been established and practiced successfully throughout the county based upon the proprietary features of the Scott product. Therefore, Huntington Beach Fire Department is requesting the acquisition of the 3M Scott Air-Pak X3-PRO (2018) SCBA with CGA, Parachute Buckle Harness and related accessories, 5500 psig ("Scott 5500 model").

- 2. Provide the background of events leading to this acquisition.**

The current EBSS (Emergency Breathing Support System) that is used for firefighter rescue and "buddy breathing" has been changed to meet the new standards. The new standard utilized the UBESS (Universal Breathing Emergency Support System). These two systems are not compatible due to the requirement of a universal fitting that all new air-packs are required to have. Having a difference in EBSS and UBESS creates a safety concern where our department would not be able to supply air in an emergency to any other department that has a newer version air-pack and vice versa.

Our current air packs are approximately 12 years old and are within the standards of NFPA 1981 (Standard on Open-Circuit Self-Contained Breathing Apparatus for Emergency Services) and NFPA 1982 (Standard on Personal Alert Safety Systems). The standards were updated in 2018 to reflect an improvement on fire-ground safety, accountability, and the rules of air management. With these updates all air-packs manufactured from 2018 to present are to have a universal PASS (Personal Alert Safety System) whereas all air-packs will have a standardized alarm sound for personal safety and better locating abilities.

The Scott 5500 model is lighter and can help prevent injuries as it is more ergonomic. The newer air-packs have removable straps for proper decontamination. The decontamination process is a vital process in our cancer prevention. Lastly, the weight of the newer air pack is less, reducing fatigue, back and shoulder injuries, and workers comp claims

The Scott model covers lifetime warranty, which would save money with services that are needed with SCBAs.

- 3. Describe the uniqueness of the acquisition (why was the good/service/supplier chosen?).**

The NFPA standards covering SCBA's has changed the way the HBFD utilizes the Rules of Air Management. The previous 2013 standard used the rule of quarters. One quarter of the air to reach the objective, one quarter to work, one quarter to exit, and one quarter for emergency use only. NFPA has updated this to the rule of thirds. One third of the air supply to reach the objective and work, one third to exit, and one third for emergency use. Our current air pack alarm will sound at 1/4 of the air remaining

where the 2018 version will alarm at 1/3 of the remaining air. This NFPA standard is in place to increase firefighter safety and accountability.

In addition, 5500 model may function more effectively. For example, during a possible may day, there could be a better balance between safety and mobility. An entrapped firefighter could better fit through openings of enclosed spaces, and operate tools with greater mobility. Newport Beach Fire Department also has the Scott 5500 model.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

Huntington Beach Fire Department has used a Scott model for at least 30 years. All of the department's existing face pieces are compatible with the Scott 5500 model.

Current SCBAs are out of warranty and HBFD would need to currently spend approximately \$50,000 for repair and flow test costs to keep the current devices serviceable.

Equipment familiarity is important during an emergency on the fire ground when muscle memory is essential to survival. If HBFD did not choose a Scott model, then there would be extended time periods needed in order to train current personnel to operational level.

Allstar and MES are authorized to sell this Scott model to HBFD. A consequence of not choosing Allstar would be a higher price because, per the attached letter from 3M, "...AllStar Fire Equipment, Inc. is an Authorized Distributor and 5-Star Authorized Service Center for 3M Scott Fire & Safety products. They are the Dealer of Record for Huntington Beach Fire Department for 3M Scott SCBAs. AllStar's special pricing for Huntington Beach Fire Department's purchase of SCBAs and supportive equipment is exclusive only to AllStar Fire Equipment, Inc., and they are the only Authorized Dealer of 3M Scott SCBAs currently allowed to extend this offer to Huntington Beach Fire Department."

5. What market research was conducted to substantiate no competition, including evaluation of other items considered?

(Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The names and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.) HBFD has used the Scott 4500 model for multiple years and sees great benefit in the lower profile 5500 model since it will provide greater mobility and overall safety.

HBFD was notified of California state pricing with AllStar for the Scott 4500 model, but the Scott 4500 model is not the target model for HBFD.

The Scott model was also chosen due to consistency with other agencies in the region, specifically in Orange County for Rapid Intervention Crew (RIC) and survival operations.

B. PRICE ANALYSIS

1. How was the price offered determined to be fair and reasonable?
(Explain what the basis was for comparison and include cost analyses as applicable.)

Per the attached letter from 3M:

"...AllStar Fire Equipment, Inc. is an Authorized Distributor and 5-Star Authorized Service Center for 3M Scott Fire & Safety products. They are the Dealer of Record for Huntington Beach Fire Department for 3M Scott SCBAs. AllStar's special pricing for Huntington Beach Fire Department's purchase of SCBAs and supportive equipment is exclusive only to AllStar Fire Equipment, Inc., and they are the only Authorized Dealer of 3M Scott SCBAs currently allowed to extend this offer to Huntington Beach Fire Department."

- 2. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

AllStar offered a quote with special pricing that equated to \$1,088,198.67. The AllStar estimated budgetary quote without the special pricing equated to \$1,434,550.38. Therefore, there is a fiscal advantage of \$346,351.71 by purchasing the Scott 5500 model rather than another supplier for the Scott 5500 model.

By staying with the Scott model, currently owned face pieces can still be utilized without buying a new model of face pieces to fit with a different brand of SCBA. This equates to approximately \$133,182, which is composed of 126 sets of the following: \$345 per face mask, \$71 ARP adapters, CBRNE canister \$62, \$579 voice amplifier (\$1,057 x 126 sets).

Remit completed form to:

City of Huntington Beach – Purchasing Division
2000 Main Street, Huntington Beach, CA 92648-2702



Personal Safety Division
3M Scott Fire & Safety
4320 Goldmine Road
Monroe, NC 28110, USA
Phone 800 AIR-PAKS
800 247 7257
Web www.3MScott.com

Corporate Office
3M Center, Building 220-4N-03
St. Paul, MN 55144-1000, USA
Phone 800 867 5309
Web www.3M.com/WorkerSafety

April 26, 2023

Huntington Beach Fire Department
18311 Gothard Street
Huntington Beach, CA 92648
United States
Attn: Bonnie To

Re: AllStar Fire Equipment, Inc. Dealer of Record Letter

Dear Ms. To:

I am writing to confirm that AllStar Fire Equipment, Inc. is an Authorized Distributor and 5-Star Authorized Service Center for 3M Scott Fire & Safety products. They are the Dealer of Record for Huntington Beach Fire Department for 3M Scott SCBAs. AllStar's special pricing for Huntington Beach Fire Department's purchase of SCBAs and supportive equipment is exclusive only to AllStar Fire Equipment, Inc., and they are the only Authorized Dealer of 3M Scott SCBAs currently allowed to extend this offer to Huntington Beach Fire Department.

Please feel free to contact us if you have any further questions. We thank you for your business and continued interest in 3M Scott Fire & Safety products.

Sincerely,

Steve Hanks

Steve Hanks
SCBA & Fire Specialist / Regional Sales Manager
3M Scott Fire & Safety
sahanks@mmm.com
(858) 226-7420



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Arcadia, California 91006
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Rene Reyes
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