



## Electronic Delivery

March 3, 2025

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Nathan Morlan:

**Per your request, we are pleased to submit this proposal for your annual fire hose and ground ladder testing.**

## Background

FireCatt is proud to have revolutionized the fire hose testing industry. FireCatt is the sole source supplier and owner of a patented method that incorporates computerized testing technology, and a software program designed to incorporate the testing standards and guidelines of NFPA 1930 (Formally NFPA 1962).

FireCatt is now testing over 20 million feet of fire hose per year in 48 States. We have been testing fire hose for more than 18 years. Customers that have come to trust FireCatt's precision testing service include: fire departments; oil refineries; nuclear power plants; and industrial operations.

We trust you will take the time to understand the value FireCatt creates by using the best technology, people and processes available to provide your critical annual services testing. FireCatt will save you manpower time, reduce liability and injuries, and create repeatable, valid test results with advanced technology and professional service.

Our testing team is structured with a team leader, an assistant leader and four hose technicians, all formally trained by FireCatt. We believe in a professionally run hose testing process starting with pre-test planning, meticulous attention to detail during the testing process and documented repacking of your equipment to the standard you require.

## Who Is the FireCatt Customer?

FireCatt customers are the leaders within the fire service. They don't settle for "good enough" when it comes to the safety of their people and equipment. They want the most accurate testing option available, while receiving the most professional service. They want the most reliable and defensible third-party validation. They want peace of mind, and that's what FireCatt delivers. FireCatt will provide annual service pressure testing per the **NFPA 1930 (Formally NFPA 1962)**, for Hose and Ladders (Formally NFPA 1932) using patented technology test equipment designed for safety, accuracy and efficiency.

**Sole Source FireCatt Specifications:**

- ☐ Electronic and computerized pressure transducers shall be used to monitor and regulate pressures.
- ☐ Software controls the entire test process to ensure NFPA 1930 (Formally NFPA 1962) Standard is followed. One item to note is that during pressurization, hose will only be pressurized at 15 psi per second. Our system will meet this standard each and every test, ensuring that the fire hose will not be subjected to a shock pressure which can lead to shorter hose life expectancy.
- ☐ Air actuated and computerized valves shall be used to eliminate manual control of all valves at high pressure and provide emergency automated shut-off/shut-down capability. The use of manual valves that are less than 100% repeatable and expose personnel to unnecessary risk will not be permitted.
- ☐ Pressure release at the end of each test shall be accomplished through air actuated and computer controlled valves operated remotely. This will eliminate the need to release pressure at the end of each hose and eliminate the risk associated with exposing personnel to potential catastrophic failure while hose is fully pressurized.
- ☐ Hydrant pressure shall be monitored through the use of electronic and computerized pressure transducers. Hydrant pressure will be regulated to meet the NFPA requirement of 45 PSI at the beginning of the test.
- ☐ An amber warning beacon shall be illuminated at all times when the hose is pressurizing or at high pressure.
- ☐ Ten manifolds shall be used, each with their own computerized pressure transducer and valve so that ten separate pressures can be tested simultaneously.
- ☐ Up to 3,000 feet of hose shall be tested per test cycle.
- ☐ Multiple diameter hoses shall be tested simultaneously.
- ☐ Air relief valves shall be used at the end of each hose lay per manifold.
- ☐ Computerized digital pressure readouts shall be used in order to eliminate subjective "needle bounce" of analog gauges.
- ☐ Computerized timing of tests shall be used to eliminate subjective timing devices such as manual stop watches prone to operator error.
- ☐ Heavy Duty Bar Code labels will be used on each hose for ease of Identification and Inventory Control.
- ☐ Patented LDH Conveyor for re-loading large diameter hose.

**NFPA Fire Hose Testing Standards**

1. Each length of hose will be assigned an Identification Number using a barcode label on each coupling. That I.D. number shall also be recorded on the hose jacket at each end of the hose using a permanent ink marker.
2. Each length of hose will be inspected, both the outer jacket and inner liner.
3. All couplings and threads will be inspected.
4. All gaskets will be inspected, defective gaskets will be replaced at no extra cost.
5. FireCatt will supply hose manufacturer approved lubricant for coupling lubrication.

6. All defective hose will be tagged and removed from service and the defect location on the hose will be marked using a permanent marker. The tag will be distinctive and state the reason for removal from service, date, and hose I.D. number. This information will also be contained within the test report.
7. FireCatt will supply "Never Seize" lubricant for lubricating all apparatus connection points so as to reduce galvanic reaction associated with dissimilar metal contact.
8. FireCatt will accurately record all data that will be contained in the final report which will include, Department I.D., Station or Apparatus I.D., FireCatt hose I.D., Fire Department hose I.D., Manufacturer, Date of Manufacture, Date in Service, Size, Length, Pressure, Pass/Fail, Reason for Failure, and Tread Type.
9. FireCatt will provide a hard copy of the Test Report within 1 week of test completion. The Hose Test Report is documented on a per Department basis. If you require your hose documentation broken down per apparatus or station, this service is available and must be pre-arranged.
10. FireCatt will provide internet web access to your electronic test record and protect this information using a unique login and password within 1 week of test completion. Access to the test records will be for a minimum of 7 years from the date of the most recent test.
11. FireCatt will be licensed and insured to meet the State, City and Department requirements.

## **Pricing**

<b>Option(s)</b>	<b>Quantity in Feet</b>	<b>Price per Foot</b>	<b>TOTAL</b>
<b>1 Fire Hose Testing</b> FireCatt provides all Labor	12,000 (approximate)	<b>\$0.45</b>	<b>\$5,400.00</b>
	3-year Guaranteed Pricing	<b>\$0.42 Year 1</b> <b>\$0.44 Year 2</b> <b>\$0.46 Year 3</b>	<b>\$5,040.00</b> <b>\$5,280.00</b> <b>\$5,520.00</b>
<b>2 Fire Hose Testing</b> Fire Department provides labor to <b>reload apparatus only</b>	12,000 (approximate)	<b>\$0.38</b>	<b>\$4,560.00</b>
	3-year Guaranteed Pricing	<b>\$0.35 Year 1</b> <b>\$0.37 Year 2</b> <b>\$0.39 Year 3</b>	<b>\$4,200.00</b> <b>\$4,440.00</b> <b>\$4,680.00</b>
<b>3 Ground Ladder Testing</b> FireCatt provides all Labor	TBD	<b>\$2.95</b>	<b>TBD</b>

**Minimum Charge-** Fire Departments with under 5,200' of hose to test will be subject to a minimum charge of \$2,288.00.

**Note:** Any special requirements including city, county, state licenses, insurance riders/addendums, or other requirements that add cost to doing business with your specific municipality/institution could result in charge backs, service fees, or a higher price charged for services rendered.

**Option 1** - FireCatt will provide ALL labor to unload apparatus, lay out test, couple/uncouple, roll hose and reload apparatus. The Fire Department will provide labor only to drive apparatus to and from the test site.

**Option 2** - FireCatt will provide labor to unload apparatus, lay out test, couple/uncouple, and roll hose. The Fire Department will provide labor to reload apparatus. Note: If you choose Option 2, we suggest utilizing two fire department crews/companies to reload. The crew whose apparatus is being reloaded and the crew whose apparatus is next to be unloaded.

**Option 3** - FireCatt will provide all labor to perform precision ground ladder testing via digital load cell technology that will meet NFPA 1930 standards. There are no other charges! Heat sensor labels are included in our per foot price.

**Hard Suction Hose:** If utilized will be vacuum tested at the same price per foot as all other hoses.

### **Logistics:**

Prior to testing FireCatt will work with your Department to formulate and tailor a logistics plan that will work best for you. The following is an example of a typical logistics plan:

When FireCatt begins testing we will start with your *rack/auxiliary* hose then your *reserve* apparatus(s). Your tested *rack/auxiliary* hose will be ready to replace any failed hose from your apparatus(s). Once the *reserve apparatus(s)* are tested your company can take the tested reserve to replace a front-line apparatus prior to testing. Thus, we eliminate any downtime in your Department for hose testing and we keep your companies in the district. That way the public that you serve will not see an increase in response time during hose testing.

The Department will be responsible for providing a suitable test a location 300' in length x 100' wide, a water supply via Fire Hydrant (preferably), standpipe, or tender, a driver to move your apparatus and a single point of contact. **Note: Fire hose WILL get wet during hose testing!** The condition of the test site plays an influential role in keeping your hose as dry and clean as possible. Good drainage, clean surface, no potholes, no weeds are all important criteria that need to be considered.

### **Contract Term**

Pricing in BLACK is for a 1-year contract. **\*Pricing in RED is for a 3-year guaranteed pricing service agreement.** 3-year pricing is guaranteed as long as inflation remains below a total CPI of 5% per year.

### **Completion**

Testing will take approximately 1-2 day(s) annually (weather, total feet, & test site dependent).

### **Summary of Benefits Received from Choosing FireCatt**

- Use the best technology the industry has to offer and fully trained technicians.
- Longer life of hose due to ensuring NFPA 1930 (Formally NFPA 1962) is followed every test cycle.
- Assurance hose is tested to prescribed pressures, if not, either false positives results, or premature stress and loss of hose life are the results (especially the unnecessary cost of replacing LDH – Supply Lines)
- Workers' compensation injuries resulting from testing accidents, either immediate or develops after, such as back / knee strain from re-loading hose (conveyor system and turntables)
- Reduction of any overtime hours used for testing and or training, freeing up man-hours from faster re-loading and the use of two mobile test labs.
- Proven Professional Operation - experience in testing large departments.

I believe you would agree that the issues of safety, time, technology and tracking are the most important to you and your department. Our patented method, and the unique features listed above allow for the NFPA 1930 (Formally NFPA 1962) Standards to be met in the most "objective" manner possible. In comparison, other testing companies will provide you with "subjective" test results. We have designed our testing and reporting technology to meet the requirements and future needs of the industry.

Our issued and pending patents are strong evidence of the exclusive nature of our solutions. In short, we believe that no other company in the nation can match or exceed the accuracy or safety of the fire hose testing services that FireCatt can provide to your department. We have yet to encounter another hose testing company in the nation deploying a similar state-of-the-art computerized testing technology.

We are pleased to offer our services to your department and believe the investment in FireCatt generates the peace of mind for everyone that we are all creating the safest environment for the firefighter and citizens of your community.

We look forward to creating a mutually beneficial and successful long-term relationship and believe in 100% customer satisfaction. If you have any questions or comments, feel free to contact us at any time.

Respectfully submitted,

*Sarah Jordan*

Sales Representative