



CITY OF MADISON HEIGHTS
PURCHASING DEPARTMENT
300 WEST 13 MILE ROAD
MADISON HEIGHTS, MICHIGAN, 48071
(248)-583-0828

REQUEST FOR PROPOSAL #MH-24-05

ITEM: BLACKLINE 4 GAS AIR MONITORS

DEADLINE: May 6, 2024, before 11:00 am

Proposals will be accepted by the City Clerk's Office at 300 West 13 Mile Road, Madison Heights, Michigan, 48071 until May 6, 2024, at 11:00 am (EST). Proposals will be opened at 11:05 am (EST).

The City of Madison Heights is a Participating Agency in the Michigan Inter-Governmental Trade Network (MITN). Interested vendors are encouraged to register with MITN at www.MITN.info to view specifications for this and all of our open bids.

Amy J. Mischak
HR Director/Purchasing Coordinator
City of Madison Heights
(248) 583-0828

City of Madison Heights
300 West 13 Mile Road
Madison Heights, Michigan, 48071

RFP #MH – Blackline personal gas monitors

General:

The City of Madison Heights (hereinafter City) solicits a contractor to deliver Blackline gas monitors to Fire Station 1, located at 31313 Brush Street, Madison Heights, Michigan, 48071.

The Madison Heights Fire Department currently has multiple 4 gas monitors that are unreliable, old, and expensive to repair. Madison Heights is seeking to purchase 4 passive detectors and 1 pumped detector as well as a Cyanide cartridge/Sensor.

This is a one-time purchase to include listed equipment, warranties, and self-monitoring “no voice”.

Scope:

The successful bidder (hereinafter Contractor) shall provide all materials, tools and equipment as required to provide the following:

- Quantity (4) J-G7C-Q-FHMO-NA2-5Y Model, Cellular 4G, G7 Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America 5-year term
- Quantity (1) J-G7C-P-FHMO-NA2-5Y Model, G7c Cellular 4G, G7 Pumped Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America 5-year term
- Quantity (1) DOCK-P-NA Bump/Calibration Dock for Blackline G7 Units
- Quantity (1) ACC-DF Demand Flow Regulators for Dock, Quad Gas, ISO, HCN & NH3 cylinders
- Quantity (1) GAS-34L-Q Blackline Safety Quad Gas (O2/LEL/CO/H2S) Calibration Gas, 34L cylinder
- Quantity (1) SER-PRO-ONB Blackline Starter: Account setup: Foundations, onboarding, Go-Live (1-50 devices) through Blackline.
- Quantity (1) ASI-MISC P/N: J-CART-S-N-3Y-R Purchase Model, Cartridge-only, Single-gas Cartridge, HCN, 3 Year Term
- Quantity (5) J-SER-SX-5Y Blackline Live System access and Monitoring Service; Self-monitored (no voice) for 5 years

Requirements:

- All equipment must comply with OSHA and NFPA guidelines and laws for first responder use.

Warranty:

Blackline warranty term of 5 years on all monitors with manufacturer warranty. 3-year term on applicable cartridges according to Blackline product warranties.

I. INSTRUCTIONS TO VENDORS RFP MH-24-05:

1. PREPARATION OF PROPOSAL

- A. Interested contractors are expected to examine specifications and all instructions. Failure to do so will be at the contractor's risk.

B. Each contractor shall furnish all information required on proposal forms. Erasures or other changes must be initiated by the person signing the form.

C. If there is any doubt as to the meaning of any part of the specifications or other conditions within this invitation, please call (248) 583-0828 for clarification.

2. SUBMISSION OF PROPOSALS

A. One original and three (3) copies of the bid shall be submitted in **sealed** envelopes and shall include the following information on the face of the envelope:

**Contractor's Name
Address
Bid Number and Item**

Failure to do so may result in a premature opening of, or failure to open, such proposal. All bids must be hand-delivered or mailed to:

Madison Heights City Clerk's Office
300 West 13 Mile Road
Madison Heights, Michigan, 48071

B. Bidders are responsible for submitting proposals before stated closing time. Delays in the mail will not be considered. Any proposal received after the stated deadline will be rejected.

D. In the event no bid is to be submitted, do not return the invitation. Please send a letter or postcard to the Purchasing Agent to advise whether future invitations are desired for the type of items or services covered by this invitation.

D. Any bid may be withdrawn by giving written notice to the Purchasing Coordinator before stated closing time. After stated closing time, no bid may be withdrawn or canceled for a period of ninety (90) days after said closing time.

E. The bidder shall specify a unit price for each item listed. Unit price will prevail on all items.

F. TERMS

All bids to be tax exempt, State of Michigan #B386025685.

All pricing to be FOB destination 31313 Brush St., Madison Heights, Michigan, 48071

Please direct any questions to the Purchasing Department at
(248) 583-0828, Monday through Friday, from 8:00 AM to 4:30 PM (EST)
Please note that we are closed for lunch between 11:30 and 12:30

II. CONSIDERATION OF PROPOSALS:

A. Proposals submitted on bid form are understood to be according to specified data.

In cases where an item is requested by a manufacturer's name, trade name, catalog number, or reference, it is understood that the bidder proposes to furnish the item so identified or an item of equal quality and value.

Reference to any of the above is intended to be descriptive but not restrictive and only indicates articles that will not be satisfactory. Bids of "equal" quality and value will be considered, provided that the bidder states in his/her proposal exactly what he/she proposes to furnish, including illustration or other descriptive matter which will clearly indicate the character of the article covered by such proposal.

B. The Purchasing Agent hereby reserves the right to approve as an equal, or reject as not being an equal, any article proposed which contains major or minor variations from specification requirements, but which may comply substantially therewith.

C. The City of Madison Heights reserves the right, in its sole discretion, to reject any/or all bids, to waive any irregularities and technical defects contained therein, to award the bid in its entirety, in part or not at all and/or to determine which bid is the lowest and/or best to enter into a Contract, as it may deem to be in the best interest of the City.

D. NON-IRAN LINKED BUSINESS.

Under Michigan Public Act No. 517 of 2012, as amended, an Iran linked business as defined therein is not eligible to contract with the City of Madison Heights and shall not submit a bid. By signing the bid documents it is hereby certified and agreed on behalf of the signatory and the company submitting this proposal the following: (1) that the signatory is duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(c) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) that the signatory and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

E. NON-DISCRIMINATION CLAUSE

In the performance of a contract or purchase order, the contractor agrees not to discriminate against any employee or applicant for employment, with respect to their hire, tenure, terms conditions or privileges of employment, or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental handicap or disability. The contractor further agrees that every subcontract entered into for the performance of any contract or purchase order resulting herefrom will contain a provision requiring non-discrimination in employment, as herein specified, binding upon each subcontractor. This covenant is required pursuant to Title VI of the Civil Rights Act of 1964 42 U.S.C., as well as the Elliot Larsen Civil Rights Act, 1976 Public Act 453, as amended, MCL 37.2201, et seq, and the Michigan Handicapper's Civil Rights Act, 1976 Public Act 220, as amended, MCL 37.1101, et seq, and any breach thereof may be regarded as a material breach of the contract or purchase order.

F. The Contractor / Company acknowledges and agrees that the City, with the written approval of the Contractor / Company, may extend this Contract for new projects or additional work of a similar nature at the same unit prices as set out by Contractor / Company for this Contract, by execution of a change order. Any work to be performed under a change order of this contract is subject to all the requirements contained herein. The Contractor / Company shall provide all insurance certificates and performance bonds for the required coverage for the new work to be performed for any change order extending this contract. A change order extending this Contract, as set out herein, shall be in compliance with Section 2-249 (c)(1) of the City's purchasing ordinance.

IV. SUPPLEMENTAL SPECIFICATIONS:

GENERAL

The Contractor shall furnish all materials, equipment, labor, and supervision and shall provide all other means that may be necessary to complete all the work in conformity in all respects to the requirements as set forth in these specifications.

V. PROPOSAL EVALUATION:

City of Madison Heights RFP MH 24-05

The City of Madison Heights intends to enter into a relationship with a vendor whose products and services come closest to meeting the City's needs. The selected vendor must be a financially stable firm committed to providing solutions for City government.

The following criteria will be used to evaluate vendor responses to this Request for Proposals (RFP). Product demonstrations and meetings may be requested. The Criteria that will be used to evaluate the RFP responses are as follows.

1. Cost of Proposal

Submit a description of how your firm proposes to charge the City for its products/labor/equipment. Provide a fixed-price not-to-exceed cost proposal, a warranty period on workmanship, and how long your firm anticipates will be required to complete the job.

These general requirements shall be incorporated in the entire agreement between the City of Madison Heights and the successful contractor. The contract shall be binding upon the parties hereto and their respective successors and assigns.

COMPANY INFORMATION:

Company Name All Safe Industries

Printed Name/Title of Person Signing Bid Deborah Paterson/ Account Representative

Signature 

Address 10711 Electron Dr

Louisville KY 40299

Phone: 502-499-7988 Fax: 502-499-7989

Email Address: sales@allsafeindustries.com Date: 05/03/2024


****SUBMIT ORIGINAL PROPOSAL ALONG WITH THREE COPIES IN A SEALED ENVELOPE MARKED ACCORDING TO SUBMITTAL GUIDELINES ALONG WITH QUALIFICATIONS QUESTIONNAIRE AND NON-COLLUSION AFFIDAVIT TO THE CITY OF MADISON HEIGHTS CLERK'S OFFICE BEFORE THE DEADLINE 11:00 A.M. ON May 6, 2024. ALL OTHER ITEMS WILL BE SUBMITTED AFTER APPROVAL OF THE CONTRACT.****

VI. Additional Extension Option - MITN:

The City of Madison Heights is a member of the Michigan Intergovernmental Trade Network (MITN) Purchasing Cooperative. If your company is awarded an item or a completed contract, the cooperative entities may wish to use this contract and will use a purchase order or contract for any or all of the item(s) awarded following minimum order/contract requirements set forth in the bid documents. Each entity will provide its own purchase order or contract and must be invoiced separately to the address on the purchase order/contract.

Currently, there are more than 100 agencies participating in the MITN Cooperative.

(☒) If an award is made to All Safe Industries
(Company Name)
it is agreed that the contract will be extended to members of MITN Purchasing Cooperative under the same prices, terms, and conditions.



Signature of Company Representative

~OR~

(☐) Our company _____ is NOT interested in extending this contract.
(Company Name)

Signature of Company Representative

(For more information on the MITN cooperative, including a list of participating agencies, please go to www.MITN.info.)

**VII. CITY OF MADISON HEIGHTS
QUALIFICATION QUESTIONNAIRE**

Failure to completely fill out this form or failure to supply adequate information could result in disqualification of bidder.

Name of Bidder: All Safe Industries

Address of Bidder: 10711 Electron Dr, Louisville KY 40299

Type of Business Entity: S-Corporation
(Example: Corporation, Partnership, etc.)

How Long Established: 28 Years

Names and Addresses of
All Principals of Bidder: _____

1. List all other Corporations, Partnerships, Assumed Names, and/or Businesses in which the above listed principals have an interest in any way, including but not limited to, ownership stockholder, employment, principal, officer or other business relationship.

N/A

2. List 3 current references from municipalities or public agencies familiar with the work performed by the Bidder and list the name, addresses and telephone number of a contact person.

Bartlett Fire Dept- 234 N Oak Ave Bartlett IL 60103. Kevin Chapman: 224-210-0267 hazmat@bartlettfire.com

Bluffton Township Fire Dist -357 Fording Island Rd Okatie SC 29909. Shawn Fitzpatrick: 843-422-6903 fitzpatrick@blufftonfd.com

Hamilton County EMA/Homeland Sec. 317 Oak Street, Suite 302 Chattanooga TN 37403. CJ Davis: 423-680-0716 christopherd@hamiltontn.gov

The undersigned verifies that the information contained herein is truthful and accurate and acknowledge that they are owners or agents of the Bidder.



Bidder's or Authorized
Representative's Signature

Account Representative

Title of Signatory

Deborah Paterson

Bidder's Printed Name

Dated: 05/03/2024

Subscribed and sworn to before me on
This 3rd day of May, 2024.

 Notary Public
~~SEFFERTON~~ KENTUCKY

NON-COLLUSION AFFIDAVIT

Return this completed form with your sealed bid.

Deborah Paterson _____ being duly sworn deposes and says:

That he/she is **Account Representative** _____
(state official capacity in firm)

The party making the foregoing proposal or bid, that such bid is genuine and not collusion or sham; that said bidder has not colluded, conspired, connived, or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person, to fix the bid price of affiant or any other bidder, or to fix any overhead, profit, or cost element of said bid price or that of any other bidder, or to secure the advantage against the City of Madison Heights or any person interested in the proposed contract; and that all statements contained in said proposal or bid are true.



(Signature of person submitting bid)

Subscribed and sworn this 3rd day of May, 2024 before me, a Notary Public in and for said County.



Notary Public

My Commission Expires:

4/5/2025

PRICING PAGE

| Model | Quantity | Unit Price | Total Price |
|--|-----------------|-------------------|--------------------|
| J-G7C-Q-FHMO-NA2-5Y Model, Cellular 4G, G7 Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America 5-year term | 4 | \$ 1,792.00 | \$ 7,168.00 |
| J-G7C-P-FHMO-NA2-5Y Model, G7c Cellular 4G, G7 Pumped Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America 5-year term | 1 | \$ 2,231.00 | \$ 2,231.00 |
| DOCK-P-NA Bump/Calibration Dock for Blackline G7 Units | 1 | \$ 820.00 | \$ 820.00 |
| ACC-DF Demand Flow Regulators for Dock, Quad Gas, ISO, HCN & NH3 cylinders AS1-DFR-2004 Equal | 1 | \$ 299.24 | \$ 299.24 |
| GAS-34L-Q Blackline Safety Quad Gas (O2/LEL/CO/H2S) Calibration Gas, 34L cylinder AS1-L1-81241 Equal | 1 | \$ 165.00 | \$ 165.00 |
| SER-PRO-ONB Blackline Starter: Account setup: Foundations, onboarding, Go-Live (1-50 devices) through Blackline | 1 | \$ 275.00 | \$ 275.00 |
| ASI-MISC P/N: J-CART-S-N-3Y-R Purchase Model, Cartridge-only, Single-gas Cartridge, HCN, 3 Year Term | 1 | \$ 335.00 | \$ 335.00 |
| J-SER-SX-5Y Blackline Live System access and Monitoring Service; Self-monitored (no voice) for 5 years | 5 | \$ 1035.00 | \$ 5,175.00 |

TOTAL LUMP SUM \$ 16,468.24



All Safe Industries private label calibration gas & demand flow regulator meet or exceed specifications.

4-Gas Calibration Mix for Blackline Safety (50% LEL, 100ppm CO, 25ppm H2S, 18% O2)

This four-gas calibration mix is for Blackline Safety gas detectors G7c and G7 Exo. It contains 50% LEL Methane (2.5% Vol), 100ppm Carbon Monoxide (CO), 25ppm Hydrogen Sulfide (H2S), and 18% Oxygen (O2) with a Nitrogen (N2) balance.

Specifications:

- Cylinder Size: 34L disposable aluminum cylinder
- Shelf Life: 18 - 24 months
- Regulator: C-10



Demand Flow Regulator (2004) for C-10 Valves

The C-10 Demand Flow Regulator ensures your pumped instrument receives only the amount of gas the pump draws, resulting in cost savings and maximum calibration accuracy. In addition to the added simplicity of a demand flow regulator, the lack of a knob to turn prevents accidental gas leakage.

The regulator fits all cylinders with C-10 fittings including 34L, 58L, 105L aluminum cylinders, 103L steel cylinders, and all Ecosmart Cylinders. The 2004 regulator is compatible with reactive gases like HCl, Cl2, and NH3.



All Safe Industries 10711 Electron Drive, Louisville KY 40299

A Veteran Owned Small Business



All Safe Industries, Inc.
10711 Electron Dr
Louisville KY 40299
888-972-3389
www.allsafeindustries.com

GSA Quote

#QUO-21925

Expires 6/21/2024

Bill To
Madison Heights Fire Dept
Fire Station 1
31313 Brush St
Madison Heights MI 48071

Ship To
Madison Heights Fire Dept
Fire Station 1
31313 Brush St
Madison Heights MI 48071

GSA Contract: GS-07F-5501R
D&B: 94-269-4308
CAGE: 1FZK7

| Date | Cust Ref# | Terms | Sales Rep | Shipping Method |
|-----------|---|------------|------------------|-----------------|
| 4/24/2024 | BLS Bid # MH-24-05 | Net 30 | Deborah Paterson | UPS® Ground |
| Qty | Item # | Unit Price | Total Amount | |
| 4 | J-G7C-Q-FHMO-NA2-5Y Purchase Model, Cellular 4G, G7 Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America, 5 year term - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$1,792.00 | \$7,168.00 | |
| 1 | J-G7C-P-FHMO-NA2-5Y Purchase Model, G7c Cellular 4G, G7 Pumped Multi-gas Cartridge, H2S, LEL-MPS, CO, O2, North America, 5 year term - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$2,231.00 | \$2,231.00 | |
| 1 | DOCK-P-NA Bump/Calibration Dock for Blackline G7 Units - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$820.00 | \$820.00 | |
| 1 | AS1-DFR-2004 Demand Flow Regulator (2004) for use w/ Reactive Gases. Fits all C-10 connection aluminum, and 103L/105L steel cylinders. Equivalent to # ACC-DF - Rate Type: GSA Contract - Est Lead Time: 2 weeks | \$229.24 | \$229.24 | |
| 1 | AS1-L1-81241 Blackline Safety 4-Gas Calibration Mix: 50% LEL Methane (2.5% vol), 25 ppm Hydrogen Sulfide (H2S), 100 ppm Carbon Monoxide (CO), 18% Oxygen (O2), Balance Nitrogen (N2) contained in a 34L aluminum cylinder Equivalent to #GAS-34L-Q - Rate Type: Open Market - Est Lead Time: 2 weeks | \$165.00 | \$165.00 | |
| 1 | SER-PRO-ONB Blackline Starter: Account setup: Foundations, onboarding, Go-Live (1-50 devices) - greater than 50 devices consult factory - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$275.00 | \$275.00 | |

Quote valid for 30 days unless otherwise noted. Shipping is an estimate and will be prepaid and added to your invoice. Delivery time is estimated as of quote date and may be subject to change.



All Safe Industries, Inc.
10711 Electron Dr
Louisville KY 40299
888-972-3389
www.allsafeindustries.com

GSA Quote

#QUO-21925

Expires 6/21/2024

| Qty | Item # | Unit Price | Total Amount |
|-----|--|------------|--------------|
| 1 | J-CART-S-N-3Y-R Purchase Model, Cartridge-only, G7 Single-gas Cartridge, HCN, 3-year term - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$335.00 | \$335.00 |
| 5 | J-SER-SX-5Y Blackline Live System access and Monitoring Service; Self-monitored (no voice) for 5 years. - Rate Type: Open Market - Est Lead Time: 2-3 weeks | \$1,035.00 | \$5,175.00 |

| | |
|--------------------|-------------|
| Subtotal | \$16,468.24 |
| Discount Total | |
| Est. Shipping Cost | \$0.00 |
| Tax Total (0%) | \$0.00 |
| Total | \$16,468.24 |

Quote valid for 30 days unless otherwise noted. Shipping is an estimate and will be prepaid and added to your invoice. Delivery time is estimated as of quote date and may be subject to change.