

FORM A
TOWN OF AYER CAPITAL BUDGET REQUEST FORM

Fire

FISCAL YEAR: 2025

Please list each capital request on this form with a dollar amount and in the appropriate year. Then complete a Form B for each request appearing on this sheet.

	Item Requested	FY25	FY26	FY27	FY28	FY29
1	Replace Ambulance-2 (2016)	\$550,000				
2	Medical Ventilator	17,000				
3	IV Pump	\$12,700				
4	Cardiac Monitor	\$55,600				
5	Water Rescue Equipment	\$16,000				
6	Fire Alarm Receiver	\$94,550				
7	Replace Service Truck (pickup & plow)		\$70,000			
8	SCBA		\$240,000			
9	Radio Replacement		\$200,000			
10	Station Alerting			\$50,000		
11	Replace / Re-chassis Forestry-1			\$300,000		
12	Fire Prevention Car			\$75,000		
13	Ambulance 1 Replacement (2018)				\$600,000	
14	Kubota UTV				\$28,000	
15	Cardiac Monitor				\$58,000	
16	Lucas CPR				\$15,000	
17	Server (IT)				\$15,000	
18	Forestry 2 Replacement					\$100,000
Yearly Totals		\$745,850	\$510,000	\$425,000	\$716,000	\$100,000

Department Head Signature: 

Date: 10/26/23

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

Item or Project: Fire Alarm Radio Receiver TRX-50

Explanation of Request: The Fire Department is seeking to upgrade our existing fire alarm radio receiver which is a Vision 21. The current system has been in service at the fire station since 2006, it is outdated and is no longer being manufactured. If the current system were to fail there is no guarantee there would be parts available to make repairs. The fire alarm receiver system in the fire station serves as the primary alert for incoming fire alarms and is repeated at the Regional Dispatch Center. Should there be a failure the Ayer-Shirley Regional Dispatch we would not receive incoming fire alarm boxes (telegraph or radio) from the fire station. The new TRX-50 will be NFPA 72 compliant and maintain interoperability with the regional dispatch center. The cost of this system installed is \$ 94,550

Cost Justification: The receiver has met it's life expectancy and needs to be replaced before it fails, it would be non-repairable. We are also pursuing this purchase through the 911 grant funds. If the grant is successful we may only need a portion of the capital funds to replace this equipment.

Benefit to the Town: This system will meet the needs of the community and maintain the ability to monitor both telegraph and radio fire alarm boxes now and into the future.

Alternative: Run the current system until it fails.

Department Head Signature: 

Date: 10/26/23



L.W. BILLS COMPANY TM&SM

DIVISION OF B & B ENGINEERING CORPORATION

7-9 Park Street, PO Box 7
Georgetown, MA 01833-0007
(978) 352-6660 - Fax (978) 352-6639
Office@LWBills.com - www.LWBills.com

Ayer Fire Department
Attn: Chief Tim Johnston
One West Main Street
Ayer, MA 01432

October 23, 2023
Email: tjohnston@Ayer.ma.us

Dear Chief Johnston,

Job Reference: New Signal Communications TRX50 Alarm Receiver

The following proposal is for a new Signal Communications TRX50 Alarm Receiver to replace the Vision 21 due to age and no longer being manufactured. This quote includes the equipment listed below and the labor to install, program, test and conduct training. All equipment and labor are listed on the MA State Bid Contract PSE01 – copy enclosed.

Description	Quantity	Price/Each	Total Extended Price
TRX50 System Processor - Municipal	2	\$ 28,750.00	\$ 57,500.00
TRX50 Radio Module w/Command Control w/Retransmit option	2	\$ 7,000.00	\$ 14,000.00
TRX50 User Interface w/22" Monitor	2	\$ 690.00	\$ 1,380.00
TRX50 Charger Power Supply	2	\$ 4,850.00	\$ 9,700.00
TRX50 Data Thumb Drive & Software Package	1	\$ 795.00	\$ 795.00
Batteries 12V 26AH (2 per System Processor)	4	\$ 195.00	\$ 780.00
TRX50 Telegraph Decoder Module	2	\$ 2,400.00	\$ 4,800.00
Band Pass Cavity (1 per TRX50)	2	\$ 1,395.00	\$ 2,790.00
UHF-Female/N Type Male Adapter	4	\$ 61.00	\$ 244.00
HDMI Cable Extender Kit	1	\$ 120.00	\$ 120.00
Number Keypad & USB Hub Kit	1	\$ 120.00	\$ 120.00
USB Cable Extender Kit	1	\$ 120.00	\$ 120.00
Mic. Cables & Electrical Supplies	1	\$ 700.00	\$ 700.00
Regional Retransmission Box Motherboard Upgrade	2	\$ 735.00	\$ 1,470.00
Total Equipment Costs			\$ 94,519.00

Equipment List Price	\$	94,519.00
Less 15% MA State Bid Discount	\$	(14,177.85)
Labor to Install, Program, Test, and Training	\$	18,535.00
Total Price	\$	98,876.15

Please note:

- Labor rates are based upon Prevailing Wage rates.
- This quote is valid for 90 days.
- Any permit fees will be invoiced separately and additionally.
- We recommend you add 7% to 10% per year for budgetary purposes.

All labor and materials hold a one-year warranty. If you would like to proceed with the work, please sign, date, and return this to our office, with a P.O. if required. If you have any questions or desire further information, please do not hesitate to contact us. Thank you for the opportunity to quote.

Sincerely,

Randy White

Randy White
Vice President – Retired Fire Chief
L. W. Bills Company

RW/laf

Cc Robert Bozek – Rbozek@ayer.MA.US.

Approved: _____ Date: _____

Purchase Order: _____

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

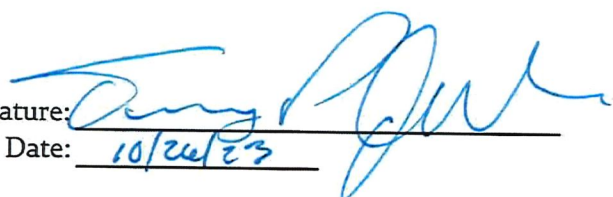
Item or Project: Replace Ambulance -2

Explanation of Request: Our current ambulance -2 is a 2016 Ford, manufactured by Horton. We currently run our newest ambulance for 5 years and then keep the older ambulance for an additional 5 years as our backup for additional medical calls. The 10 year replacement schedule has worked well for us so there is a reliable fleet of ambulances to respond to emergencies. It currently takes over 835 days (2.3 years) to build and deliver a new ambulance. The total cost is \$ 550,000, this includes equipment, radios, and a 6.5% contingency.

Cost Justification: This purchase is in line with our current capital schedule. Emergency vehicles continue to be difficult to purchase because of supply shortages. There will be a trade in value for 2016 ambulance, because it takes so long to get a new one we don't know what that number will be in 2 years.

Benefit to the Town: Continue to have a reliable ambulance and limit the down time for repairs.

Alternative: Keep our current 2016 ambulance in service.

Department Head Signature: 

Date: 10/24/23

GREENWOOD EMERGENCY VEHICLES, LLC.

**530 John Dietsch Boulevard
North Attleboro, Massachusetts 02763
(508) 695-7138**

October 24, 2023

AYER FIRE DEPARTMENT
1 WEST MAIN STREET
AYER, MA 01432

Chief Johnston:

On behalf of Greenwood Emergency Vehicles, we are pleased to provide budget information for the purchase of one (1) Horton Type I Ford 550 4x4 ambulance. Target pricing for purchase under MAPC in 2024 is approximately \$495,249.00.

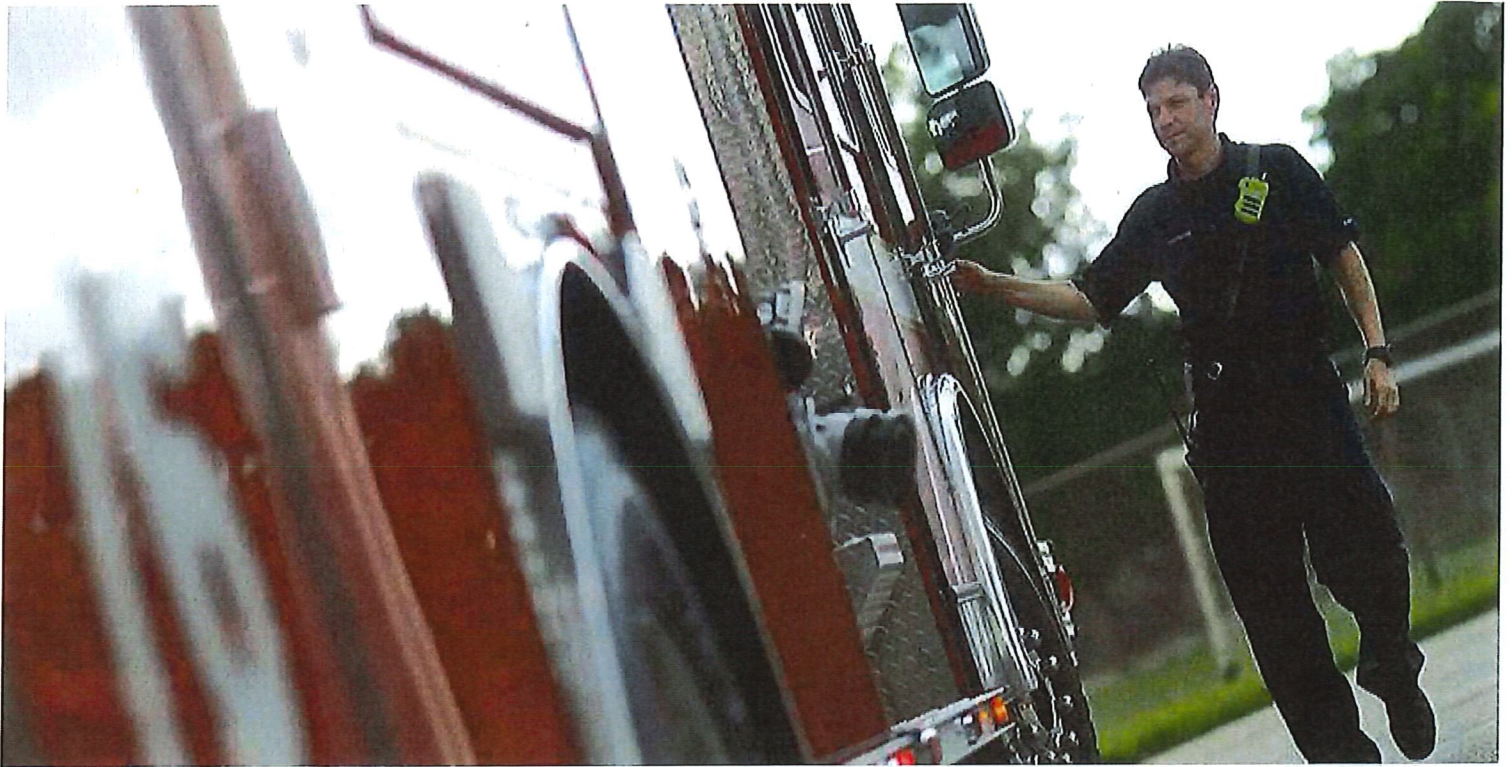
Pricing includes prep, lettering, and transport, Plymovent, Power load & Power Cot. Pricing does not include any other additional equipment (unless otherwise listed), radios or installation, trade, etc.

Should you have any questions or concerns, please contact me (401)451-6063.

Thank you for your continued consideration of Greenwood Emergency Vehicles.

Respectfully,

Brian Zarlenga
Regional Sales Manager



AYER FIRE DEPARTMENT

Ambulance radios revised

10/12/2023



QUOTE-2375296

10/12/2023

AYER FIRE DEPARTMENT
AYER FIRE DEPT
1 W MAIN ST
AYER, MA 01432

RE: Motorola Quote for Ambulance radios revised
Dear Tim Johnston,

Motorola Solutions is pleased to present AYER FIRE DEPARTMENT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide AYER FIRE DEPARTMENT with the best products and services available in the communications industry. Please direct any questions to George Voorhees at gvoorhees@cybercomminc.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

George Voorhees
Account Executive

Motorola Solutions Manufacturer's Representative

**MOTOROLA SOLUTIONS**QUOTE-2375296
Ambulance radios revised

Billing Address:
AYER FIRE DEPARTMENT
AYER FIRE DEPT
1 W MAIN ST
AYER, MA 01432
US

Quote Date:10/12/2023
Expiration Date:12/11/2023
Quote Created By:
George Voorhees
Account Executive
gvoorhees@cybercomminc.com
508 561 1515

End Customer:
AYER FIRE DEPARTMENT
Tim Johnston
tjohnston@ayer.ma.us
+1.978.772.8231

Contract: Massachusetts State Contract
PSE-01

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
APX™ 8500						
1	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,893.68	\$4,420.26	\$4,420.26
1a	G48BB	ENH: CONVENTIONAL OPERATION APX	1	\$880.00	\$660.00	\$660.00
1b	GA01575AA	ADD: MINI-U TO QMA ADAPTER CABLE	3	\$28.00	\$21.00	\$63.00
1c	GA01606AA	ADD: NO BLUETOOTH/ WIFI/GPS ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
1d	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	1	\$0.00	\$0.00	\$0.00
1e	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$49.50	\$49.50
1f	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
1g	G67EH	ADD: REMOTE MOUNT E5 MP	1	\$327.00	\$245.25	\$245.25
1h	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

**MOTOROLA SOLUTIONS**QUOTE-2375296
Ambulance radios revised

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1i	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
1j	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$425.25	\$425.25
1k	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
1l	W22BA	ADD: STD PALM MICROPHONE APX	1	\$79.00	\$59.25	\$59.25
1m	G89AC	ADD: NO RF ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
1n	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
2	EQ000103A02	MULTIPLEXER, ALL BAND, APX8500, VEHICLE	1	\$214.92	\$148.29	\$148.29
3	HAE6016A	ANT LOW PROFILE 450-512 MHZ	1	\$129.60	\$89.42	\$89.42
4	HAF4016A	UNITY GAIN ANTENNA QUARTERWAVE 762-870MHZ - ROOF MOUNT	1	\$24.84	\$17.14	\$17.14
5	HAD4009A	UNITY GAIN ANTENNA QUARTERWAVE VHF 162-174 - ROOF MOUNT	1	\$25.92	\$17.88	\$17.88
6	CB000091A02	CABLE, COAXIAL, CABLE, COAXIAL, QMA PLUG TO QMA PLUG CONNECTOR	1	\$44.16	\$33.12	\$33.12
Product Services						
7	LSV00Q00202A	DEVICE PROGRAMMING	1	\$178.57	\$178.57	\$178.57
8	LSV00Q00203A	DEVICE INSTALLATION	1	\$1,071.43	\$1,071.43	\$1,071.43
APX™ 8000 Series		APX8000XE				
9	H91TGD9PW5AN	APX 8000 ALL BAND PORTABLE MODEL 1.5	1	\$7,137.52	\$5,353.14	\$5,353.14
9a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$425.25	\$425.25
9b	QA02006AC	ENH: APX8000XE RUGGED RADIO	1	\$880.00	\$660.00	\$660.00



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

**MOTOROLA SOLUTIONS**QUOTE-2375296
Ambulance radios revised

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
9c	QA05100AA	ENH: STD 1 YR WARRANTY APPLIES NO SFS	1	\$0.00	\$0.00	\$0.00
9d	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
9e	H35BT	ADD: CONVENTIONAL OPERATION	1	\$880.00	\$660.00	\$660.00
9f	QA01427AG	ALT: APX8000/XE HOUSING GREEN	1	\$28.00	\$21.00	\$21.00
9g	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
10	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	1	\$509.76	\$351.73	\$351.73
11	PMMN4132A	ACCESSORY KIT,XVE500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITH KNOB	1	\$680.40	\$469.48	\$469.48
Product Services						
12	LSV00Q00202A	DEVICE PROGRAMMING	1	\$178.57	\$178.57	\$178.57
13	LSV00Q00203A	DEVICE INSTALLATION	1	\$200.00	\$200.00	\$200.00
APX™ 6500 / Enh Series		ENHANCEDAPX6500/LI				
14	M25SSSS9PW1BN	APX6500 ENHANCED UHF R2 MOBILE	1	\$3,383.12	\$2,537.34	\$2,537.34
14a	G67DT	ADD: REMOTE MOUNT E5 APXM	1	\$327.00	\$245.25	\$245.25
14b	Q811BS	ENH: DIGITAL CONVENTIONAL	1	\$715.00	\$536.25	\$536.25
14c	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	1	\$0.00	\$0.00	\$0.00
14d	GA01606AA	ADD: NO BLUETOOTH/ WIFI/GPS ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
14e	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$49.50	\$49.50
14f	G510AB	ADD:ANT LOW PROFILE 450-512 MHZ	1	\$55.00	\$41.25	\$41.25



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

**MOTOROLA SOLUTIONS**QUOTE-2375296
Ambulance radios revised

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
14g	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
14h	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
14i	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
14j	W22BA	ADD: STD PALM MICROPHONE APX	1	\$79.00	\$59.25	\$59.25
14k	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
Product Services						
15	LSV00Q00202A	DEVICE PROGRAMMING	1	\$64.29	\$64.29	\$64.29
16	LSV00Q00203A	DEVICE INSTALLATION	1	\$571.43	\$571.43	\$571.43
Grand Total				\$20,977.59(USD)		

Notes:

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800



MOTOROLA SOLUTIONS

Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

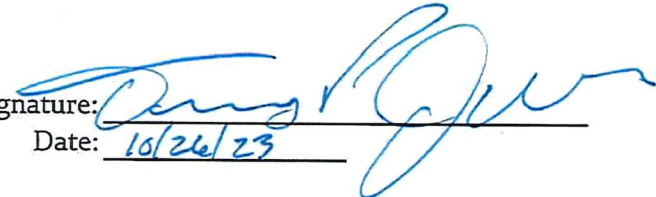
Item or Project: Cardiac Monitor

Explanation of Request: The cardiac monitor is one of the fundamental tools of an ALS Ambulance and is used by the paramedic providing care numerous times each shift. The paramedic will use the cardiac monitor to diagnose and treat any heart conditions including heart attack, cardiac arrest victims, and many other significant medical conditions. Currently the Ayer Fire Department ambulance uses the LifePak 15 monitors. The oldest device was purchased in 2014 and will no longer be able to be maintained under the contract that we have with the manufacturer. They discontinue the routine preventative maintenance at the 10-year point as the devices service life is reached. This would mean that it would no longer be certified each year for service. The replacement cost is \$ 55,600. Include the monitor, cables, carry bag, and maintenance contract.

Cost Justification: The need to have this device in top working condition is paramount for each paramedic to provide the best possible care.

Benefit to the Town: Certified cardiac monitor to continue cardiac care in the field.

Alternative: Use a non-certified monitor that has no preventative maintenance and could have costly repairs.

Department Head Signature: 

Date: 10/26/23



LP15 V4+ - April 2024

Quote Number: 10804879

Version: 1

Prepared For: AYER FIRE DEPT

Attn:

Rep: Shane Donnelly

Email: shane.donnelly1@stryker.com

Phone Number: (774) 502-9462

Service Rep: Michael McLaughlin

Email: michael.mclaughlin2@stryker.com

Quote Date: 10/20/2023

Expiration Date: 11/19/2023

Contract Start: 10/20/2023

Contract End: 10/19/2024

Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	99577-001957	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	PCE	1	\$37,934.65	\$37,934.65
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	PCE	1	\$0.00	\$0.01
3.0	11577-000004	Station Battery Charger - For the LP15	PCE	1	\$2,098.65	\$2,098.65
4.0	11140-000098	LP15 AC Power Adapter (power cord not included)	PCE	1	\$1,841.10	\$1,841.10
5.0	11140-000015	AC power cord	PCE	1	\$89.25	\$89.25
6.0	11140-000080	Extension Cable (5ft 3 in)	PCE	1	\$342.55	\$342.55
7.0	21330-001176	LP 15 Lithium-Ion Battery 5.7 amp hrs	PCE	4	\$515.10	\$2,060.40
8.0	11171-000082	Masimo RC Patient Cable - EMS, 4 FT.	PCE	1	\$285.60	\$285.60
9.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	PCE	1	\$730.15	\$730.15
10.0	11171-000050	Masimo Rainbow DCIP Pediatric Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	PCE	1	\$803.25	\$803.25
11.0	21300-008159	LIFEPAK 15 NIBP Straight Hose, 6'	PCE	1	\$78.20	\$78.20
12.0	11160-000011	NIBP Cuff-Reusable, Infant	PCE	1	\$24.65	\$24.65
13.0	11160-000013	NIBP Cuff-Reusable, Child	PCE	1	\$28.05	\$28.05
14.0	11160-000017	NIBP Cuff -Reusable, Large Adult	PCE	1	\$39.10	\$39.10
15.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	PCE	1	\$55.25	\$55.25
16.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	PCE	1	\$367.20	\$367.20
17.0	11220-000028	LIFEPAK 15 Carry case top pouch	PCE	1	\$66.30	\$66.30



LP15 V4+ - April 2024

Quote Number: 10804879

Version: 1

Prepared For: AYER FIRE DEPT

Attn:

Rep: Shane Donnelly

Email: shane.donnelly1@stryker.com

Phone Number: (774) 502-9462

Service Rep: Michael McLaughlin

Email: michael.mclaughlin2@stryker.com

Quote Date: 10/20/2023

Expiration Date: 11/19/2023

Contract Start: 10/20/2023

Contract End: 10/19/2024

#	Product	Description	U/M	Qty	Sell Price	Total
18.0	11260-000039	LIFEPAK 15 Carry case back pouch	PCE	1	\$94.35	\$94.35
Equipment Total:						\$46,938.71

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
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ProCare Products:

#	Product	Description	Qty	Sell Price	Total
19.1	LIFEPAK-FLD-PROCARE	Lifepak 15 for LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EICO2, BT, Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order 10/21/2023 - 10/20/2027 √ Parts, Labor, Travel √ Preventative Maintenance √ Batteries Service	1	\$7,934.40	\$7,934.40
ProCare Total:					\$7,934.40

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$725.97
Grand Total:	\$55,599.08

Prices: In effect for 30 days

Terms: Net 30 Days



LP15 V4+ - April 2024

Quote Number: 10804879

Version: 1

Prepared For: AYER FIRE DEPT

Attn:

Rep: Shane Donnelly

Email: shane.donnely1@stryker.com

Phone Number: (774) 502-9462

Service Rep: Michael McLaughlin

Email: michael.mclaughlin2@stryker.com

Quote Date: 10/20/2023

Expiration Date: 11/19/2023

Contract Start: 10/20/2023

Contract End: 10/19/2024

Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at www.stryker.com/stnc.

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

Item or Project: Water Rescue Equipment

Explanation of Request: After a couple of water rescue events this year we found a need for additional water rescue equipment. To be better prepared for water events the additional equipment is being requested. Swift water rescue suits, including boots, gloves, and helmet. A rapid deployment craft (inflatable RDC) to be used in all types of water related rescue situations. Also, some additional miscellaneous equipment. The cost to purchase the equipment would be \$16,000.

Cost Justification: This additional equipment would enhance our rescue capabilities

Benefit to the Town: Add additional rescue equipment;

Alternative: Continue to use the equipment we currently have.

Department Head Signature: 

Date: 10/26/23

FIRE TECH & SAFETY OF NEW ENGLAND, INC.
 100 Business Park Dr., Unit 6
 Tyngsborough, MA 01879
 1-800-256-8700 Fax (978) 649-6833



Quote

Date	Quote #
10/25/2023	203330
Valid for 15 Days	



Project		Terms	Rep
		Net 30	DF
Qty	Description	Unit Price	Total
6	ROCK N RESCUE NRS WETSHOES, SIZE 12	74.95	449.70
6	R13-25032.03 ROCK N RESCUE WATER RESCUE GLOVES, SIZE XL	59.95	359.70
6	ROCK N RESCUE NRS HAVOC LIVERY HELMET, COLOR WHITE	52.95	317.70
6	ROCK N RESCUE NRS PUREST MESH DUFFEL BAG, COLOR BLUE	62.95	377.70
6	R13-40025.02.100 ROCK N RESCUE NRS RAPID RESCUER VEST, color RED	264.95	1,589.70
6	ROCK N RESCUE NRS COMPACT RESCUE THROW BAG, COLOR YELLOW	62.95	377.70
6	ROCK N RESCUE NRS EXTREME SAR DRY SUIT, SIZE X-LARGE, COLOR RED	995.00	5,970.00
1	ROCK N RESCUE NRS ASR 155 RESCUE BOAT	2,995.00	2,995.00
1	SHIPPING & HANDLING TO BE INVOICED ADDITIONALLY AT TIME OF DELIVERY	0.00	0.00
Total			\$12,437.20

Notice: One or more of the products listed above may contain PFAS. For detailed product information please call 800-256-8700.

Fire Tech & Safety Terms and Conditions: <https://firetechusa.com/FTSTAC.pdf>

Unless otherwise noted on this quote, freight may be added at time of invoicing as Prepay & Add terms

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

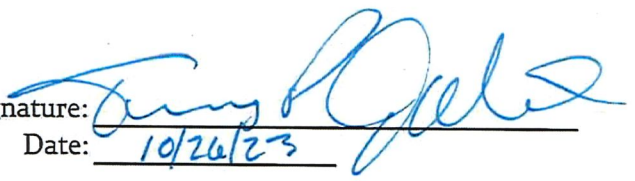
Item or Project: I. V. Pumps

Explanation of Request: With the ever-expanding paramedic scope of practice, additional medications to support patient care have been added but the use of these medication requires the use of an IV infusion pump. Massachusetts Office of Emergency Medical Services, the agency who sets the requirements for paramedic practice, has stated that the use of these potent medications requires the administration via IV infusion pump. The addition of 4 IV infusion pumps will allow each of the two fully stocked ALS ambulances to be equipped with two pumps per ALS ambulance. The total cost is \$ 12,700.

Cost Justification: The prehospital use of IV infusion pumps has been shown to help decrease the incidents of medication errors.

Benefit to the Town: EMS is now able to provide increased, more accurate care with these devices.

Alternative: Continue to operate with out the pumps.

Department Head Signature: 

Date: 10/26/23



Bound Tree

Your Partner in EMS

Cart | ID: 15311578

19 items | \$12,639.37

Product	Sold By ▼	List Price	Your Price	Qty	Your Total
Item #: 1712-12044 Sapphire Pump Set, Vented/Non-Vented, 113in By: MASTER MEDICAL EQUIPMENT	CS	\$215.80	\$215.80	1	\$215.80
Item #: 1712-12312 Sapphire Pump Set, Half Set, 93in By: MASTER MEDICAL EQUIPMENT	CS	\$758.70	\$758.70	1	\$758.70
Item #: 1850-00010 Q Core Medical Sapphire Infusion Pump Cradle By: MASTER MEDICAL EQUIPMENT	EA	\$229.99	\$207.99	4	\$831.96
Item #: 2530-16253 Sapphire Pump EMS Carry Case By: MASTER MEDICAL EQUIPMENT	EA	\$96.99	\$86.99	4	\$347.96

Live Chat

Item #: 1850-52213

Q Core Medical Sapphire

Infusion Pump

Communication Cable

By: MASTER MEDICAL

EQUIPMENT

EA

\$188.99

\$170.99

4

\$683.96

Item #: 1850-15771

Q Core Medical Sapphire USB

To 4-Port RS232 Adapter

By: MASTER MEDICAL

EQUIPMENT

EA

\$443.99

\$400.99

1

\$400.99

Item #: 1850-07261

Sapphire Multi-Therapy

Infusion Pump Kit

By: MASTER MEDICAL

EQUIPMENT

EA

\$2,350.00

\$2,350.00

4

\$9,400.00

Subtotal:

\$12,639.37

Tax:

TBD

ORDER TOTAL

\$12,639.37

***Please review unit of measure for all pharmaceutical items prior to checkout**

***All pharmaceuticals, items with expiration dates, and items that are subject to FDA tracking requirements are not returnable**

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2025

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2025

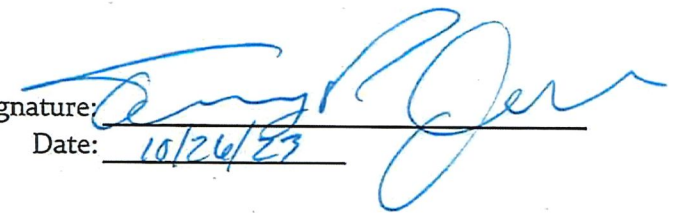
Item or Project: Medical Ventilator

Explanation of Request: The Ayer Fire Department was able to obtain a Zoll Z-Vent, Automatic Transport Ventilator (ATV) and place it in service in 2022. This piece of equipment is used when providing positive pressure ventilations for patients who are having respiratory distress or are in respiratory/cardiac arrest and not breathing. The ATV allows the Paramedic provider to continuously provide positive pressure ventilations at a set rate, interval and volume to these individuals needing assistance. This request will allow for the purchase a second ATV so the both ambulance have the equipment available. The cost for the unit is \$17,000.

Cost Justification: The ATV takes over for that provider allowing them to continue with other tasks while maintaining appropriate ventilations. The ATV will automatically alert for any type of issue including disconnection, displacement, or pressure changes thus alerting the provider of potential issues. This allows for higher patient care with the need for fewer provider on the transport.

Benefit to the Town: Both ambulances will be equipped equally and be able to operate at the same level. Allows for an easier rotation for calls and allows for multiple call simultaneously.

Alternative: Continue to operate with existing CPAP with no ventilator or BiPAP capabilities.

Department Head Signature: 

Date: 10/26/23

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Quote No: Q-68679 Version: 1

Ayer Fire Department
1 West Main Street
Ayer, MA 01432

ZOLL Customer No: 330612

Jeremy Januskiewicz
jjanuskiewicz@ayer.ma.us

Quote No: Q-68679
Version: 1

Issued Date: October 30, 2023
Expiration Date: December 31, 2023

Terms: NET 30 DAYS

FOB: Destination
Freight: Free Freight

Prepared by: Cody Ardagna
Vent Territory Manager
cardagna@zoll.com
+1 9788527761

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1374349	8660-001401-01	Z Vent® Portable Ventilator Includes: 1 each: Circuit, Vent, Single Limb, WYE, Adult/Pedi, 1 each: Circuit, Vent, Single Limb, WYE, Infant, 1 Assembly Oxygen Hose 6' Long, 2 each: Filter, Foam, Inlet, 108" dia X 1/2" Long, Individually Bagged, 2 each: Filter, Disk, Fresh Gas/Emergency Air Intake, Individually Bagged, 1 Power Cord, 6' 18AWG 3 SPT-2, NEMA 5-15P, IEC60320-C5 (Check MFR), 1Power Supply, 100-240 VAC, 100W, 24V, 42A, IEC 320 & DT7L Plugs.	1	\$21,309.00	\$14,916.30	\$14,916.30
2	1374349	703-0731-27	Ventilator Carrier (White), Eagle II	1	\$468.00	\$397.80	\$397.80
3		8000-001468-03	ZOLL Ventilator Rescue Backpack, G3 Quicklook Blue	1	\$262.00	\$262.00	\$262.00
4	1374349	820-0132-00	Test Lung, plastic/ Silicone	1	\$203.00	\$172.55	\$172.55
5		8778-89005-WF-V	Vent - Worry-Free Service Plan - 5 Years At Time of Sale Includes: Annual preventive maintenance, Lithium-ion and coin battery replacement, and accidental damage coverage (see comments). Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty. ACCIDENTAL DAMAGE COVERAGE - Includes one case replacement per year per device. This coverage excludes devices that are deemed beyond repair and/or catastrophic damage.	1	\$7,600.00	\$7,600.00	\$7,600.00

Subtotal: \$23,348.65

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Ayer Fire Department
Quote No: Q-68679 Version: 1

Total: \$23,348.65

Contract Reference	Description
1374349	Reflects GPO NPP 2020 - Contract No. PS20200 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP 2020 - Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote.

Additional Language
Service to be billed annually, NET 365

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on December 31, 2023. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting www.zollwebstore.com.

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Ayer Fire Department
Quote No: Q-68679 Version: 1

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Order Information (to be completed by the customer)

☐ Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

☐ Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

☐ Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

☐ No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Ayer Fire Department

Authorized Signature:

Name: _____
Title: _____
Date: _____