

Introduced by: City Manager Nathan Mai-Lombardo

**AN ORDINANCE AUTHORIZING AN AGREEMENT WITH ZOLL MEDICAL CORPORATION TO PURCHASE ZOLL VENTILATORS**

**NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF BERKELEY, MISSOURI, AS FOLLOWS:**

- Section 1.** The City Manager and Fire Chief are hereby authorized to purchase Zoll Portable Ventilators from Zoll Medical Corporation for the Berkeley Fire Department.
- Section 2.** The agreement is attached and hereby incorporated herein and made a part of this ordinance, as if fully set out herein.
- Section 3.** This Ordinance shall be in full force and effect from and after its date of passage.

1st Reading this 15<sup>th</sup> day of April 2024

2nd Reading this 15<sup>th</sup> day of April 2024

3rd Reading, PASSED and APPROVED, this \_\_\_\_\_ day of \_\_\_\_\_ 2024

\_\_\_\_\_  
Babatunde Deinbo, Mayor

ATTEST:

\_\_\_\_\_  
Deanna L. Jones, City Clerk

\_\_\_\_\_  
Approved as to Form:  
Donnell Smith, City Attorney

Final Roll Call:

Councilwoman Verges	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Williams	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hoskins	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Anthony	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hindeleh	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman-at-Large Crawford-Graham	Aye ___	Nay ___	Absent ___	Abstain ___
Mayor Deinbo	Aye ___	Nay ___	Absent ___	Abstain ___

# MEMORANDUM



**TO:** Honorable Mayor Babtunde Deinbo &  
Honorable City Council Members

**THRU:** Nathan Mai-Lombardo, City Manager

**FROM:** Chief James Linhardt, Berkeley Fire Department

**DATE:** April XX, 2024

**SUBJECT:** Zoll Ventilator Purchase

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**Recommendation:** The Fire Department is requesting to purchase two (2) Zoll Ventilators. The Fire Department has reviewed all aspects of the Zoll Ventilator (see attached quote sheet). Delivery of the two (2) Zoll Ventilators will be expected four to six weeks from the contract award date.

**Background:** The Fire Department currently uses disposable CPAP machines. Each disposable CPAP machine costs \$62.99 / each. The CPAP is also oxygen driven, so portable O2 has to be available. The cardiac effects of CPAP make patient improvement seem nearly instantaneous when applied to patients with acute fluid in the lungs. The effects in patients with exacerbations of COPD or pneumonia may take considerably longer as it takes time for continuous pressure to recruit collapsed alveoli. Additionally, when higher CPAP pressures are required for effect, the increased work of exhaling against CPAP can become extremely uncomfortable for the patient, and in some individuals, intolerable.

The Zoll Ventilators offer CPAP, Bilevel and other respiratory functions that our residents could need in case of an emergency. Bilevel offers the same support as CPAP with the added ability to further decrease work of breathing during exhalation and improve tidal volumes thereby clearing more CO2 than CPAP. It is a reasonable alternative for patients who are unable to tolerate CPAP, those who require high CPAP pressures.

Besides the up-front cost of the 2 ventilators and its equipment, the on-going price for the disposable pieces of the bilevel circuit and masks will cost around \$40.00 / each. The bilevel circuit can also run on room air O2 but can use portable O2 as well. The ventilators are compatible with our current Zoll Advance X-Series EKG monitors. This allows for an easier transfer of critical patient data to our EKG monitors and uploaded into our patient care reports. The ventilators are light weight, weighing on 9.5lbs and can fit easily in our EMS airway bags. They can also be used during respiratory and cardiac arrests. They provide the precise amount of air pressure and tidal volume, per the American Heart Association standards, needed to keep our patients perfusing until they arrive at a hospital and receive further medical care. Zoll and the City of Berkeley Fire Department are members of the Savvik Buying Group, which is national bidding group, so we are given the lowest possible price in the nation. Zoll's Savvik contract number and Public Safety Association Inc number is 2021-06. The City of Berkely Fire Department's Savvik membership number is 27691.

**Supporting Documents:** This a budgeted line item. It will come out of Budget Line 31-22-7100. See attached Zoll sole source letter & quote package.

**Potential Objection:** Penn Care Medical Supplies sells the Flow-Safe II disposable bilevel CPAP Kit for around \$80.00 / each. This still is oxygen driven but uses less portable O2. However while doing a nebulizer treatment through it, it will only allow CPAP. The Zoll Ventilator allows nebulizer treatments in both CPAP and bilevel. The closest EMS ventilator on the market to the Zoll Ventilator is Vyair ReVel Ventilator. It retails for around \$25,000 with Bound Tree Medical Supplies. The disposable circuit and masks will cost about \$50.00 / each.

**Staff Reference:** If you have any questions please feel free to contact me at (314) 400.3600 or email [Linhardt@berkeleymo.us](mailto:Linhardt@berkeleymo.us) or EMS Officer Scott Lembke at (314) 400.3607 or email [Lembke@berkeleymo.us](mailto:Lembke@berkeleymo.us)



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

March 11, 2024

Scott Lembke  
City of Berkeley Fire Department  
8401 Airport Road  
Berkeley, MO 63134

Dear Scott:

We appreciate your selection of ZOLL® products. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of the ZVent Portable ventilator. ZOLL® or Erik Skoog, Territory Manager, will not sell the ZVent Portable Ventilator to City of Berkeley Fire Department through any vendor or dealer and no vendor or dealer is authorized to provide warranty or service.

The ZVent Portable ventilator includes the following features/specifications:

- Perform for 10 full hours on 1 charge
- Built in Rapid Charge to 90% in 2 hours if battery is completely depleted
- Oxygen Consumed Display
- Integral SpO2
- Smart Help Display
- Plethysmograph Waveform
- Altitude Compensation from -2000ft to +25,000ft
- Operation Temp Range -13 to 120deg F
- Total Weight 9.5lbs
- 11. Integrated Dove Tail Mount for easy on/off and the ability to secure the vent to multiple mounting solutions.

Should you have any questions or require additional information please contact me at [Contracts@zoll.com](mailto:Contracts@zoll.com).

Sincerely,

A handwritten signature in black ink that reads "Jody Podgurski". The signature is written in a cursive, flowing style.

Jody Podgurski  
Local Contracts Team Lead



**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-64448 Version: 2

Berkeley Fire Department  
8401 Airport Road  
Berkeley, MO 63134-2098

ZOLL Customer No: 109296

Scott Lembke  
(314) 524-3566  
lembke@ci.berkeley.mo.us

Quote No: Q-64448

Version: 2

Issued Date: February 27, 2024  
Expiration Date: March 31, 2024

Terms: NET 30 DAYS

FOB: Shipping Point

Freight: Prepay & Add

Prepared by: Erik Skoog  
Vent Territory Manager  
eskoog@zoll.com  
(314) 520-9743

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1343184	8660-001400-01	<b>Z Vent® Portable Ventilator, Basic</b>  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, 18AWG 3 SPT-2, NEMA 5-15P, IEC60320-C5 (Check MFR), 1Power Supply, 100-240 VAC, 100W, 24V, 42A, IEC 320 & DT7L Plugs.	2	\$15,219.00	\$10,653.30	\$21,306.60
2	1343184	820-0106-15	<b>Adult Disposable Circuit, Disposable Circuit, EMV+, AEV, Eagle II, 6 foot length, Single patient use, (case of 15)</b>	1	\$274.00	\$210.98	\$210.98
3	1343184	703-0731-27	<b>Ventilator Carrier (White), Eagle II</b>	2	\$468.00	\$397.80	\$795.60
4	1343184	820-0132-00	<b>Test Lung, plastic/ Silicone</b>	1	\$203.00	\$172.55	\$172.55
5		313-7029	<b>Adult Medium, BiTrac ED Mask with Standard Headgear, Case of 10</b>	1	\$349.00	\$254.77	\$254.77

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Chelmsford, MA 01824-4105  
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Berkeley Fire Department  
Quote No: Q-64448 Version: 2

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
6		8778-89004-WF-V	<b>Vent - Worry-Free Service Plan - 4 Years At Time of Sale</b>  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.	2	\$6,085.00	\$5,476.50	\$10,953.00

Subtotal: \$33,693.50

**Total: \$33,693.50**

Contract Reference	Description
1343184	Reflects Public Safety Association Inc contract pricing, agreement number PSAI 2021-06. Notwithstanding anything to the contrary herein, the terms and conditions set forth in contract PSAI 2021-06, shall apply to the customer's purchase of the products set forth on this quote.

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 March 31, 2024. 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](mailto: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 the ZOLL Webstore.



## ZOLL Medical Corporation

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

Berkeley Fire Department  
Quote No: Q-64448 Version: 2

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.

### Berkeley Fire Department

Authorized Signature:

\_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_