



## *City Council Memorandum*

**To:** Mayor Fasbender & City Council Members

**From:** John Townsend, Fire Chief

**Date:** October 7, 2024

**Item:** Authorize Pre-Order for Lucas Chest Compression Devices – 2025 Budget Item

**Council Action Requested:**

Approve pre-order of Lucas chest compression devices.

**Background Information:**

The Lucas chest compression devices are in the budget process for 2025. There will be a 3.5% increase to these devices November 1<sup>st</sup>. Ordering these devices, prior to that date, will lock in current pricing. The city will not be invoiced for these devices until 2025.

**Financial Impact:** 2025 Budget (85,000.00)

**Advisory Commission Discussion:** N/A

**Council Committee Discussion:** N/A

**Attachments:** 1. Lucas Quote



### Hastings FD - LUCAS - 092624

Quote Number: 10994940

Remit to: Stryker Sales, LLC  
21343 NETWORK PLACE  
CHICAGO IL 60673-1213  
USA

Version: 1

Prepared For: CITY OF HASTINGS FIRE AND AMB  
Attn:

Rep: Elizabeth Reem  
Email: elizabeth.reem@stryker.com  
Phone Number: (314) 853-2779

Quote Date: 09/26/2024

Expiration Date: 12/25/2024

Contract Start: 09/26/2024

Contract End: 09/25/2025

| Delivery Address |  | Sold To - Shipping |  | Bill To Account |  |
|------------------|--|--------------------|--|-----------------|--|
| Name:            | CITY OF HASTINGS FIRE AND AMB                    | Name:              | CITY OF HASTINGS FIRE AND AMB                    | Name:           | CITY OF HASTINGS FIRE AND AMB                    |
| Account #:       | 20027621   | Account #:         | 20027621   | Account #:      | 20027621   |
| Address:         | 115 W 5TH ST<br>HASTINGS<br>Minnesota 55033-1815 | Address:           | 115 W 5TH ST<br>HASTINGS<br>Minnesota 55033-1815 | Address:        | 115 W 5TH ST<br>HASTINGS<br>Minnesota 55033-1815 |
| Attn:            | Attn: Mark Knoll                                 |                    |  |                 |  |

#### Equipment Products:

| #                | Product      | Description  | Qty | Sell Price  | Total       |
|------------------|--------------|--|-----|-------------|-------------|
| 1.0              | 99576-000063 | LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device | 4   | \$18,033.52 | \$72,134.06 |
| 2.0              | 11576-000060 | LUCAS Desk-Top Battery Charger   | 4   | \$1,401.06  | \$5,604.22  |
| 3.0              | 11576-000071 | LUCAS External Power Supply  | 4   | \$443.29    | \$1,773.17  |
| 4.0              | 11576-000080 | LUCAS 3 Battery - Dark Grey - Rechargeable LiPo  | 4   | \$833.43    | \$3,333.70  |
| Equipment Total: |              |  |     |             | \$82,845.20 |

#### Trade In Credit:

| Product       | Description  | Qty | Credit Ea.  | Total Credit |
|---------------|--|-----|-------------|--------------|
| TIM-LUC2-LUC3 | TRADE-IN-STRYKER LUCAS 2 TOWARDS PURCHASE OF LUCAS 3.1 | 4   | -\$2,000.00 | -\$8,000.00  |

#### ProCare Products:

| #   | Product           | Description  | Qty | Sell Price | Total      |
|-----|-------------------|--|-----|------------|------------|
| 5.1 | LUCAS-FLD-PROCARE | LUCAS 3, 3.1 for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) | 4   | \$2,205.00 | \$8,820.00 |



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Contract End: 09/25/2025

| # | Product | Description   | Qty | Sell Price | Total |
|---|---------|---|-----|------------|-------|
|   |         | Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device<br>09/27/2024 - 09/26/2029<br>Preventative Maintenance |     |            |       |

ProCare Total: \$8,820.00

### Price Totals:

|                               |                    |
|-------------------------------|--------------------|
| Estimated Sales Tax (0.000%): | \$0.00             |
| Freight/Shipping:             | \$1,330.12         |
| <b>Grand Total:</b>           | <b>\$84,995.32</b> |

Prices: In effect for 30 days

Terms: Net 30 Days

### 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 [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html).