

# Memorandum

**To:** Simone Zunich, Executive Director of Business Services  
School Board Members

**From:** Bryan Brown  
Manager of Facilities

**Date:** June 4, 2024

**Re:** Annual Quote for District Wide Inspection and Testing of Fire Alarm Systems

The following quote is for services to be performed from July 1, 2024 through June 30, 2025, with the option to renew for two (2) additional one-year periods if acceptable to both parties.

**Quote #4393 – District-Wide Annual Inspection and Testing of Fire Alarm Systems**  
Northland Fire & Safety – Total Annual Cost estimated at \$28,150.00

The Facilities Department, Bryan Brown, Jeremy DeGraef, and Kris Brown reviewed the bids.

**Recommendation**

I recommend the Duluth School Board approve entering into a contract with this contractor based on their low quote. A quote tabulation is attached for your reference. If you concur, please sign all the attached agreement.

**Program:** Facilities

**Fund Custodian:** Bryan Brown Facilities

Attachment

# QUOTE TABULATION

## ANNUAL INSPECTION AND TESTING OF FIRE ALARM SYSTEMS

for the period of July 1, 2024 through June 30, 2025

QUOTE #4393

Tuesday, May 14, 2024, 11:00 a.m.

|                               | Johnson<br>Controls | Per Mar<br>Security | Summit<br>Companies | Northland<br>Fire & Safety |
|-------------------------------|---------------------|---------------------|---------------------|----------------------------|
| 1) District Services Center   |                     |                     | \$531.00            | \$485.00                   |
| 2) Facilities                 |                     |                     | \$257.00            | \$335.00                   |
| Sensitivity Testing FY27      |                     |                     | \$408.00            | \$330.00                   |
| 3) Transportation             |                     |                     | \$210.00            | \$245.00                   |
| 4) DNT                        |                     |                     | \$320.00            | \$945.00                   |
| Sensitivity Testing FY25      |                     |                     | \$480.00            | \$1,175.00                 |
| 5) Congdon Park ES            |                     |                     | \$1,300.00          | \$695.00                   |
| Sensitivity Testing FY27      |                     |                     | \$2,245.00          | \$1,065.00                 |
| 6) Denfeld HS                 |                     |                     | \$9,324.00          | \$3,500.00                 |
| Sensitivity Testing FY26      |                     |                     | \$17,685.00         | \$4,095.00                 |
| 7) East HS                    |                     |                     | \$1,924.00          | \$1,200.00                 |
| Sensitivity Testing FY26      |                     |                     | \$2,391.00          | \$1,250.00                 |
| 8) Homecroft ES               |                     |                     | \$1,703.00          | \$645.00                   |
| 9) Lakewood ES                |                     |                     | \$1,236.00          | \$550.00                   |
| 10) Laura MacArthur ES        |                     |                     | \$3,184.00          | \$770.00                   |
| Sensitivity Testing FY26      |                     |                     | \$5,668.00          | \$1,100.00                 |
| 11) Lester Park ES            |                     |                     | \$1,306.00          | \$470.00                   |
| Sensitivity Testing FY26      |                     |                     | \$2,251.00          | \$505.00                   |
| 12) Lincoln Park MS           |                     |                     | \$2,437.00          | \$590.00                   |
| Sensitivity Testing FY25      |                     |                     | \$4,233.00          | \$750.00                   |
| 13) Lowell ES                 |                     |                     | \$3,126.00          | \$950.00                   |
| 14) Myers-Wilkins ES          |                     |                     | \$3,440.00          | \$825.00                   |
| Sensitivity Testing FY27      |                     |                     | \$6,403.00          | \$1,200.00                 |
| 15) Ordean East MS            |                     |                     | \$1,440.00          | \$780.00                   |
| Sensitivity Testing FY25      |                     |                     | \$2,292.00          | \$1,100.00                 |
| 16) Piedmont ES               |                     |                     | \$1,621.00          | \$590.00                   |
| Sensitivity Testing FY26      |                     |                     | \$2,799.00          | \$820.00                   |
| 17) Rockridge Academy         |                     |                     | \$1,085.00          | \$450.00                   |
| 18) Stowe ES                  |                     |                     | \$1,469.00          | \$510.00                   |
| Total Amount (Sensitivity)    |                     |                     | \$46,855.00         | \$13,390.00                |
| Total Amount (1-18)           |                     |                     | \$35,913.00         | \$14,760.00                |
| <b>TOTAL AMOUNT OF QUOTE</b>  | no bid              | late bid            | \$82,768.00         | \$28,150.00                |
| Smoke/Heat Detector           |                     |                     | \$12.00             | \$1.50                     |
| Signaling Notification Device |                     |                     | \$6.00              | \$1.00                     |
| Other Initiating Device       |                     |                     | \$12.00             | \$1.50                     |
| Accessory Device              |                     |                     | \$12.00             | \$1.50                     |
| Kitchen Hood Cleaning         |                     |                     | \$13,750.00         | \$6,592.00                 |
| ANSUL System Inspection       |                     |                     | \$6,810.00          | \$5,273.18                 |