

SOUTH WALTON FIRE DISTRICT

911 North County Highway 393, Santa Rosa Beach, Florida 32459
"Prompt, Competent, Caring Response in Time of Need"



Ryan H. Crawford
Fire Chief / Administrator

Sole/ Single Source Request Justification (For Noncompetitive Purchases over \$5000)

WARNING: Per Florida Statutes 838.22(2)- It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole source contract for commodities or services.

To: Budget & Finance/ Purchasing Division

Your approval is requested to initiate a sole/single source procurement action:

Requestor Name: Magnum Coker

& Title: QC Officer

Requestor Dept./Division: EMS

Phone #: 850-267-1298

Requisition #: _____

Recommended Sole/Single Source procurement action with:

Company Name: Stryker

Contact Name: Jeff Wages

Address: 11811 Willows Road NE

City, State, Zip: Redmond, WA 98052

E-mail: Jeff.Wages@stryker.com

Telephone: 1-425-867-4000

Is the recommended company the manufacturer? Yes No

Does the manufacturer sell the item(s) through distributors? Yes No

If yes, please have manufacturer provide a list of all authorized distributors.

Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable.

N/A

ASAP

Identify the date you need item delivered or work performed.

Type of Sole/Single Source (Check One) Sole Source Single Source

<input checked="" type="checkbox"/>	One-Time: applies to a single requisition and purchase order for the current fiscal year
<input type="checkbox"/>	On-Going: Applies to multiple purchases to be made for one year from date Sole/Single Source approved. Estimated Annual Expenditures for one year: \$ _____

Is there a contract related to these services? Yes No If, yes has legal reviewed it? Yes No

SOLE/SINGLE SOURCE RATIONALE

Explain why the recommended company is the only company who can perform the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job?

It is important to sufficiently address the major reason for conducting a noncompetitive procurement, avoiding peripheral issues which detract from the main reason and reduce the credibility of the justification. The rational must be clear and convincing, avoiding generalities and unsupported conclusions. Use one or more of the following as applicable.

Use additional sheets if necessary.

A specific contractor is the only source of the required item because (check all that apply):

The required items are **proprietary to the Contractor.**

A specific item is needed:

- to be compatible or interchangeable with existing hardware,
- as spare or replacement hardware,
- for the repair or modification of existing hardware, or
- for technical evaluation or test.
- Vendor is the original equipment manufacturer; there are no regional distributors. Verification from manufacturer is attached
- This is the only equipment that meets the specialized needs of the department and performs the intended function. Detailed justification is attached.
- Vendor is the sole distributor that is restricted by the manufacturer to our territory. Verification from manufacturer is attached.

It is not possible to obtain competition (i.e., only one source is capable of supplying the items or meeting the requirements). *In a brief explanation, provide supporting evidence for the conclusion; other sources considered should be identified and why they are not able to meet the requirements.*

Stryker is the sole manufacturer of LP15, LP1000, LUCUS, and Power Load Stretchers. Other companies provide similar products. However, SWFD currently trains with and uses LP15, LP1000, LUCUS and Power Load devices and wishes to maintain continuity.

There is a **substantial technical risk** in contracting with any other contractor, thereby making that an unacceptable course of action (e.g., where only one contractor has been successful to date in implementing a difficult manufacturing process). *In a brief explanation, provide supporting evidence of other contractor's with relevant capabilities and emphasize their inability to overcome the substantial technical risk.*

With using the same manufacturer, we can ensure that each product is maintained via warranty and service contracts. SWFD has a long history with Stryker products and counts on their products dependability.

For support services effort, there is no reasonable expectation that a meaningful cost or other improvement could be made in the incumbent contractor's performance (e.g., the chances of another firm winning a competition are clearly remote). *Please provide a brief explanation.*

There is no distributor of Stryker products known by SWFD. Stryker is the only manufacturer and self distributes.

ACKNOWLEDGEMENT

This section must be completed:

I am aware of the South Walton Fire District’s requirements for competitive bidding for purchases over \$5,000.00 and the criteria for justification for Single Source/Sole. I have gathered the required technical information and have made a concerted effort to review comparable/equal equipment (e.g., market research). I have attached the pertinent documentation showing what market research was conducted to preclude other items from consideration.

Requestor Signature: Magnum Ecker Date: 09/20/2022

Fire Chief Signature: _____ Date: _____

The South Walton Fire District has advertised the above request on the District's website in accordance with State of Florida Statute 287.057 and no challenges or protests were received. *

Buyer: _____ Date: _____

Fiscal Officer: _____ Date: _____

If approved by Fire Board: Resolution Number: _____

*All requests for Sole/Single Source will be advertised on the District's website for a minimum of 7 days prior to approval from the Fire Chief.



September 2022

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK CR2 automated external defibrillators
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELI™ (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- LIFELINKcentral™ Government Campus Solution
- MultiTech 4G and Titan III gateways
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs

Stryker does not authorize any third parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,

Matt Van Der Wende, Vice President, Americas Sales

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M000008130 REV AB

Stryker or its affiliated entities own, use, or have applied for the following trademarks or services marks: LIFELINKcentral, LIFEPAK, LUCAS, CODE-STAT, RELI, LIFENET, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

Emergency Care

11811 Willows Road NE, Redmond, WA 98052 USA | P +1 425 867 4000 | Toll-free +1 800 442 1142 | stryker.com

SOUTH WALTON FIRE DISTRICT

911 North County Highway 393, Santa Rosa Beach, Florida 32459
"Prompt, Competent, Caring Response in Time of Need"



Ryan H. Crawford
Fire Chief / Administrator

PURCHASE REQUEST

Vendor: Stryker

Quantity 2 Unit Cost \$34,814.55 Total \$65,356.42

Funding Source: FY22-23 Capital budget

Description:

This request is for the purchase of two (2) Lifepack 15s from Stryker. The Lifepack 15 is the preferred cardiac monitor used by SWFD. As Stryker is the only manufacturer/distributor, this is a sole source purchase with justification attached. Quote also includes trade in credit of one end of service LP15 (6500)

See quote for itemized list

1. Is product only available from a single/sole source? Yes No If yes, has requestor posted a public notice requirement on SWFD's website? Yes No If yes, please attach a copy of the public notice.
2. Competitive Bid? Yes No If yes, please attach a copy of the bids.

Results: n/a

Brian Hughes Requisitioner Brian Hughes Signature 9/21/2022 Request Date

Purchase Authorized by Date

Purchase Order # _____ (if applicable). Item received on _____ and meets SWFD needs.

Leadership . Teamwork . Integrity . Community Service



2 LP15 Sept 2022

Quote Number: 10586243

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Prepared For: SOUTH WALTON FIRE DISTRI

Chicago, IL 60673-3308

Attn:

Rep: Jeff Wages

Email: jeff.wages@stryker.com

Phone Number: (901) 491-1349

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name:	Account #:	Address:	Name:	Account #:	Address:	Name:	Account #:	Address:
SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371

Equipment Products:

#	Product	Description	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	2	\$31,440.80	\$62,881.60
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	2	\$0.00	\$0.00
3.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	8	\$423.20	\$3,385.60
4.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	2	\$445.25	\$890.50
5.0	11171-000050	Masimo Rainbow DCIP Pediatric Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	2	\$490.10	\$980.20
6.0	11171-000046	Masimo M-LNCSCI, Adult Reusable SpO2 only Sensor. For use with RC Patient Cable.	2	\$257.60	\$515.20
7.0	11171-000047	Masimo M-LNCSP, Pediatric Reusable SpO2 only Sensor. For use with RC Patient Cable.	2	\$257.60	\$515.20
8.0	11160-000013	NIBP Cuff-Reusable, Child	2	\$22.40	\$44.80
9.0	11160-000017	NIBP Cuff -Reusable, Large Adult	2	\$31.20	\$62.40
10.0	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	2	\$288.80	\$577.60
11.0	11220-000028	LIFEPAK 15 Carry case top pouch	2	\$52.00	\$104.00
12.0	11260-000039	LIFEPAK 15 Carry case back pouch	2	\$74.40	\$148.80

33,725.35



2 LP15 Sept 2022

Quote Number: 10586243

Remit to: **Stryker Medical**
P.O. Box 93308
Chicago, IL 60673-3308

Version: 1

Prepared For: SOUTH WALTON FIRE DISTRI
Attn:

Rep: Jeff Wages
Email: jeff.wages@stryker.com
Phone Number: (901) 491-1349

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

#	Product	Description	Qty	Sell Price	Total
13.0	11996-000476	4G Modem: AT&T Cellular (for use on customer data plan; purchased separately)	1	\$1,031.20	\$1,031.20
Equipment Total:					\$71,137.10

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STRYKER LP15V1/V2 TOWARDS PURCHASE OF LIFEPAK 15	1	-\$6,500.00	-\$6,500.00

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$719.32
Grand Total:	\$65,356.42

Prices: In effect for 30 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

SOUTH WALTON FIRE DISTRICT

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Ryan H. Crawford
Fire Chief / Administrator

PURCHASE REQUEST

Vendor: Stryker LUCAS

Quantity 8 Unit Cost \$14,031.63 Total \$130,094.64

Funding Source: FY22-23 Capital budget

Description:

This is a request to purchase eight (8) Lucas CPR devices from Stryker. The Lucas device is a mechanical chest compression device that provides chest compressions during a cardiac arrest. SWFD currently has eight devices deployed with a successful trend in ROSC for pre-hospital cardiac arrest. We will complete the outfitting of all front line fire and EMS units as well as equipping our beach safety trucks with the same devices.

\$14,031.63 x 8 = \$112,253.04 each unit
\$1,070.01 x 8 = \$8,560.08 desk top charger
\$338.58 x 8 = \$2,708.64 power supply
\$654.48 x 8 = \$5,235.84 battery
\$1,337.04 shipping
Total = \$130,094.64

1. Is product only available from a single/sole source? Yes No If yes, has requestor posted a public notice requirement on SWFD's website? Yes No If yes, please attach a copy of the public notice.
2. Competitive Bid? Yes No If yes, please attach a copy of the bids.

Results: n/a

Brian Hughes
Requisitioner

B. Smith
Signature

9/21/2022
Request Date

Purchase Authorized by

Date

Purchase Order # _____ (if applicable). Item received on _____ and meets SWFD needs.

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8 LUCAS Sept 2022

Quote Number: 10586221

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Prepared For: SOUTH WALTON FIRE DISTRI

Chicago, IL 60673-3308

Attn:

Rep: Jeff Wages

Email: jeff.wages@stryker.com

Phone Number: (901) 491-1349

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name: SOUTH WALTON FIRE DISTRI

Name: SOUTH WALTON FIRE DISTRI

Name: SOUTH WALTON FIRE DISTRI

Account #: 1063739

Account #: 1063739

Account #: 1063739

Address: 911 N COUNTY HIGHWAY 393

Address: 911 N COUNTY HIGHWAY 393

Address: 911 N COUNTY HIGHWAY 393

SANTA ROSA BEACH

SANTA ROSA BEACH

SANTA ROSA BEACH

Florida 32459-5371

Florida 32459-5371

Florida 32459-5371

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	8	\$14,031.63	\$112,253.04
2.0	11576-000060	LUCAS Desk-Top Battery Charger	8	\$1,070.01	\$8,560.08
3.0	11576-000071	LUCAS External Power Supply	8	\$338.58	\$2,708.64
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	8	\$654.48	\$5,235.84
Equipment Total:					\$128,757.60

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$1,337.04
Grand Total:	\$130,094.64

Prices: In effect for 30 days

Terms: Net 30 Days

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Ryan H. Crawford
Fire Chief / Administrator

PURCHASE REQUEST

Vendor: Stryker - Stair Chair

Quantity 1 Unit Cost \$3,410.38 Total \$3,435.96

Funding Source: FY22-23 Capital budget

Description:

STAIR CHAIR

This request is to purchase one (1) stair chair from Stryker. A stair chair allows the removal of patients from upper floors of structures via the stairwell in a safe manner. This is a sole source purchase with justification attached.

\$3,410.38 each
\$25.58 shipping
\$3,435.96 total

1. Is product only available from a single/sole source? Yes No If yes, has requestor posted a public notice requirement on SWFD's website? Yes No If yes, please attach a copy of the public notice.
2. Competitive Bid? Yes No If yes, please attach a copy of the bids.

Results: n/a

Brian Hughes
Requisitioner

Brian Hughes
Signature

9/21/2022
Request Date

Purchase Authorized by

Date

Purchase Order # _____ (if applicable). Item received on _____ and meets SWFD needs.

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Stair Pro Sept 2022

Quote Number: 10586241

Remit to: **Stryker Medical**

P.O. Box 93308

Version: 1

Chicago, IL 60673-3308

Prepared For: SOUTH WALTON FIRE DISTRI

Rep: Jeff Wages

Attn:

Email: jeff.wages@stryker.com

Phone Number: (901) 491-1349

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name:	Account #:	Address:	Name:	Account #:	Address:	Name:	Account #:	Address:
SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	SOUTH WALTON FIRE DISTRI	1063739	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	6252000000	Stair-PRO Model 6252	1	\$3,410.38	\$3,410.38
1.1	7777881760	15MO. PL&T			
1.2	6252009001	Stair-Pro Operations Manual			
1.3	6250001162	In-Service Video (DVD)			
1.4	6252026000	Common Components			
1.5	6250021000	2 Piece ABS Panel Seat			
1.6	6250160000	Polypropelene Restraint Set(Plastic Buckles)			
1.7	6252022000	Main Frame Assy Option			
1.8	6250024000	Standard Length Lower LiftHandles			
1.9	6252028000	No Foot Rest Option			
1.10	6252024000	No IV Clip Option			
				Equipment Total:	\$3,410.38

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$25.58
Grand Total:	\$3,435.96

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Ryan H. Crawford
Fire Chief / Administrator

PURCHASE REQUEST

Vendor: Stryker

Quantity 2 Unit Cost \$1,791.97 Total \$4,247.94

Funding Source: FY22-23 Capital budget

Description:

This is a request to upgrade two of our current Stryker Power Pro cots to be compatible with the Power Load system. This purchase covers the upgrade kits as well as the labor cost. This will provide two reserve cots that are compatible with the power load system allowing for interoperability of rescue cots.

\$1,791.97 each x 2 = \$3,583.97
\$166 labor x 2 = \$332.00
Total = \$4,247.94

1. Is product only available from a single/sole source? Yes No If yes, has requestor posted a public notice requirement on SWFD's website? Yes No If yes, please attach a copy of the public notice.
2. Competitive Bid? Yes No If yes, please attach a copy of the bids.

Results: n/a

Brian Hughes Brian Ay 9/21/2022
Requisitioner Signature Request Date

Purchase Authorized by Date

Purchase Order # _____ (if applicable). Item received on _____ and meets SWFD needs.

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PowerLoad compatibility Oct 2022

Quote Number: 10548095

Remit to: **Stryker Medical**

P.O. Box 93308

Version: 1

Chicago, IL 60673-3308

Prepared For: SOUTH WALTON FIRE DISTRI

Rep: Jeff Wages

Attn:

Email: jeff.wages@stryker.com

Phone Number: (901) 491-1349

this quote is for cot S/N 161239049 and 161040928

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name: SOUTH WALTON FIRE DISTRI

Name: SOUTH WALTON FIRE DISTRI

Name: SOUTH WALTON FIRE DISTRI

Account #: 1063739

Account #: 1063739

Account #: 1063739

Address: 911 N COUNTY HIGHWAY 393

Address: 911 N COUNTY HIGHWAY 393

Address: 911 N COUNTY HIGHWAY 393

SANTA ROSA BEACH

SANTA ROSA BEACH

SANTA ROSA BEACH

Florida 32459-5371

Florida 32459-5371

Florida 32459-5371

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	6506700001	6506 PWRLD COMPAT UPGRADE KIT	2	\$1,791.97	\$3,583.94
2.0	77100003	ProCare Cot Upgrade or Install	2	\$332.00	\$664.00
Equipment Total:					\$4,247.94

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$4,247.94

Prices: In effect for 30 days

Terms: Net 30 Days

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Ryan H. Crawford
Fire Chief / Administrator

PURCHASE REQUEST

Vendor: Stryker

Quantity 7 Unit Cost \$3,041.95 Total \$21,453.32

Funding Source: FY22-23 Capital budget

Description:

This request is to purchase seven (7) Lifepack 1000 AEDs to place in service in Operations and Beach Safety. Stryker medical is the sole source provider for the Lifepack series of products. Sole source justification attached.

\$3041.95 x 7 = \$21,293.65
Shipping = \$159.67
Total = \$21,453.32

1. Is product only available from a single/sole source? Yes No If yes, has requestor posted a public notice requirement on SWFD's website? Yes No If yes, please attach a copy of the public notice.
2. Competitive Bid? Yes No If yes, please attach a copy of the bids.

Results: n/a

Brian Hughes Brian Hughes 9/21/2022
Requisitioner Signature Request Date

Purchase Authorized by Date

Purchase Order # _____ (if applicable). Item received on _____ and meets SWFD needs.

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7 AED w ECG Sept 2022

Quote Number: 10586230

Remit to: **Stryker Medical**

P.O. Box 93308

Version: 1

Chicago, IL 60673-3308

Prepared For: SOUTH WALTON FIRE DISTRI

Rep: Jeff Wages

Attn:

Email: jeff.wages@stryker.com

Phone Number: (901) 491-1349

Quote Date: 09/20/2022

Expiration Date: 09/30/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name:	SOUTH WALTON FIRE DISTRI	Name:	SOUTH WALTON FIRE DISTRI	Name:	SOUTH WALTON FIRE DISTRI
Account #:	1063739	Account #:	1063739	Account #:	1063739
Address:	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	Address:	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371	Address:	911 N COUNTY HIGHWAY 393 SANTA ROSA BEACH Florida 32459-5371

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99425-000025	LIFEPAK 1000 ECG Display w/Carry Case. Incl at N/C: Battery 11141-000156, Carry Case Strap 11425-000012, 2 pr/unit QC REDI-PAK Electrodes 11996-000017, 3 Wire Monitor Cable 11111-000016, Acc Pouch 11111-000016 & LIFEPATCH ECG electrodes 3/pk 11100-000001	7	\$3,041.95	\$21,293.65
2.0	41425-000034	Ship Kit - Literature, LP1000, W RCHG, English	7	\$0.00	\$0.00
Equipment Total:					\$21,293.65

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$159.67
Grand Total:	\$21,453.32

Prices: In effect for 30 days

Terms: Net 30 Days

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