

BOARD MEETING DATE: April 7, 2017

AGENDA NO. 5

PROPOSAL: Execute Contracts to Conduct 2017 Leaf Blower Exchange Program

SYNOPSIS: At its December 2, 2016 meeting, the Board approved release of a Program Announcement to solicit competitive bids from manufacturers of zero or low emission/low noise commercial leaf blowers. This action is to award contracts to conduct the 2017 Leaf Blower Exchange Program in an amount not to exceed \$563,400 from the Rule 2202 AQIP Special Revenue Fund (27).

COMMITTEE: Mobile Source, March 17, 2017; Recommended for Approval

RECOMMENDED ACTIONS:

Authorize the Chairman to execute the contracts listed below, totaling \$563,400 from the Rule 2202 AQIP Special Revenue Fund (27):

- a. A contract with Black & Decker to exchange any combination of handheld and backpack battery-electric leaf blowers in an amount not to exceed \$147,200; and
- b. A contract with Pacific STIHL to exchange up to 1,000 gasoline and any combination of handheld and backpack battery-electric leaf blowers in an amount not to exceed \$416,200, comprised of up to \$188,000 for gasoline leaf blowers and up to \$228,200 for battery-electric leaf blowers.

Wayne Natri
Executive Officer

MMM:FM:LCM:VY

Background

The Rule 2202 Air Quality Investment Program (AQIP) allows employers to participate by electing to invest in an SCAQMD administered restricted fund. Effective July 1, 2016, investment can be either \$46.73 annually per employee reporting to the worksite during the 6:00 a.m. to 10:00 a.m. peak window or \$129.79 triennially per employee. The restricted monies are to be used by the SCAQMD to fund proposals that achieve mobile source emission reductions that would otherwise have been achieved by implementing a rideshare program.

At its December 2, 2016 meeting, the Board approved the release of Program Announcement #PA2017-02 to solicit bids from potential manufacturers/suppliers of zero or low emission/low noise commercial leaf blowers to provide units at a discounted price to be used for the SCAQMD's 2017 Leaf Blower Exchange Program. The primary goal of the Leaf Blower Exchange Program is to replace existing two-stroke backpack blowers currently used by commercial landscapers/gardeners within the South Coast Air Basin with new zero emission or four-stroke blowers, which have significantly reduced emission and noise levels.

Outreach

In accordance with SCAQMD's Procurement Policy and Procedure, a public notice advertising the PA and inviting bids was published in the Los Angeles Times, the Orange County Register, the San Bernardino Sun, and Riverside County's Press Enterprise newspapers to leverage the most cost-effective method of outreach to the South Coast Basin.

Additionally, potential bidders may have been notified utilizing SCAQMD's own electronic listing of certified minority vendors. Notice of the PA was emailed to the Black and Latino Legislative Caucuses and various minority chambers of commerce and business associations, and placed on the Internet at SCAQMD's website (<http://www.aqmd.gov>).

Bid Evaluation

Pacific STIHL and Black & Decker submitted proposals by the Program Announcement due date. Pacific STIHL offered three types of leaf blowers: two zero emission battery-operated BGA85 and BGA100 model blowers, in addition to the gasoline BR500 model blower that meets the low exhaust emission standards ("Blue Sky Series") required by the Program Announcement. The BGA85 is a handheld battery-electric model, and the BGA100 is a backpack battery-electric model. Black & Decker offered two zero emission battery-operated DCBL790X1 and DCBL590X2 models utilizing their DeWalt blowers. The DCBL790X1 is a handheld battery-electric model, and the DCBL590X2 is a backpack battery-electric model.

Proposal

This Program will exchange up to 2,300 old two-stroke leaf blowers with new four-stroke gasoline and zero emission blowers. Staff proposes to offer the STIHL's BR500 gasoline model in addition to the two zero emission models as well as Black & Decker's two zero emission DeWalt models in the 2017 Leaf Blower Exchange Program. Tables 1 and 2 provide the specifications and pricing information for the proposed models from Pacific STIHL and Black & Decker.

SCAQMD's past leaf blower exchanges for commercial gardeners/landscapers have been conducted at STIHL dealerships. Both Pacific STIHL and Black & Decker will

conduct general outreach by direct mail, email and promotion in their local dealerships and factory service centers. Typically, 13 exchange events are set up across the Basin, and for the convenience of the participants, the exchange events take place during consecutive weekdays. Due to the great demand, and to prevent long lines, pre-registration will be required.

At the event site, the old gasoline-powered leaf blowers will be tested for operation and then drained of all fluids in a responsible manner and collected for scrapping. The vendors will haul the traded-in blowers to a scrapping yard where they are crushed and recycled. The vendors will also provide training for the proper use of the equipment at each of the exchange sites. This format has been used for all prior exchange programs.

This is the first year that multiple technologies and models of battery-electric leaf blowers are offered by two vendors. Therefore, staff recommends allocating a total funding amount of \$416,200 to Pacific STIHL, comprising 1,000 units of BR500 (gasoline) blowers in an amount not to exceed \$188,000 as well as 150 units of BGA85 and 500 units of BGA100 blowers in an amount not to exceed \$228,200. Staff also recommends allocating a total funding amount of \$147,200 for Black & Decker's two zero emission DeWalt models, comprising 150 units of the DCBL790X1 model and 500 units of the DCBL590X2 model. The total number of all the units shall not exceed 2,300. However, based on customer demand, any combination (other than the 150 and 500 units split between the handheld and backpack electric models) can be funded, as long as the funding is within the total allocated amount for those two models.

Benefits to SCAQMD

The current CARB emissions standard for commercial leaf blowers is 72 grams of HC + NO_x per kilowatt hour. The STIHL BR500 model has been certified by CARB at 16 grams of HC + NO_x per kilowatt hour. The 16 gram per kilowatt hour exceeds CARB's Blue Sky criteria of 36 grams for products in its displacement category. Because of its low emission levels and low noise level rating, Model BR500 was used in all prior Leaf Blower Exchange Programs. The cost-effectiveness of this model is \$0.53 per pound. The cost-effectiveness of the zero emission BGA85 and BGA100 models are \$0.32 and \$0.67 per pound, respectively. Black & Decker's DeWalt models are both zero emission battery-operated models and the cost-effectiveness of the handheld DCBL790X1 and the backpack DCBL590X2 models are \$0.25 and \$0.42 per pound, respectively.

Resource Impact

Total expenditures for the proposed program shall not exceed \$563,400 from the Rule 2202 AQIP Special Revenue Fund (27).

Attachments

Table 1 – Leaf Blower Specifications and Pricing for Pacific STIHL

Table 2 – Leaf Blower Specifications and Pricing for Black & Decker

Table 1: Leaf Blower Specifications and Pricing



Leaf Blower Specifications			
Blower Model	BR 500 (Gasoline)	BGA 85 (handheld)	BGA 100 (backpack)
HC+NOx Certification Level (g/kW-hr)	16	N/A	N/A
CO Certification Level (gm/kW-hr)	307	N/A	N/A
Noise Rating in dB(A)	65	66	56
Air Velocity (mph)	181	104	141
Air Volume (cfm)	477	391	494
Weight With Batteries (lbs)	22.3	10.8	N/A
# of Batteries Included	N/A	1	1
# of Chargers Included	N/A	1	1
Battery Amp Hour (Ah)	N/A	6.0	23.7
Voltage (V)	N/A	36	36
Battery Run Time (Min.)	N/A	24	130
Warranty Period for Commercial Users (Tool)	2 Yrs.	2 Yrs.	2 yrs.
Warranty Period for Commercial Users (Battery)	N/A	2 Yrs.	2 Yrs.
Factory Service Centers	120	120	120
Leaf Blower Price Information			
MSRP	\$ 479.95	\$ 479.93	\$ 1,419.92
SCAQMD Discounted Price	\$ 437.97	\$ 387.97	\$ 900
SCAQMD pays	\$ 187.97	\$ 187.97	\$ 400
Customer's Price (+Tax)	\$ 250	\$ 200	\$ 500

Table 2: Leaf Blower Specifications and Pricing

Black & Decker **DEWALT**



Leaf Blower Specifications		
Blower Model	DCBL790X1 (Handheld)	DCBL590X2 (backpack)
Noise Rating in dB(A)	67	63
Air Velocity (mph)	120	142
Air Volume (cfm)	400	450
Weight With Batteries (lbs)	11.4	With 1 battery: 22 With 2 batteries: 27
# of Batteries Included	1	2
# of Chargers Included	1	1
Battery Amp Hour (Ah)	7.5	7.5
Voltage (V)	40	40
Battery Run Time (Min.)	27	39
Warranty Period for Commercial Users (Tool)	3 Yr. Limited 1 Yr. Free Service	3 Yr. Limited 1 Yr. Free Service
Warranty Period for Commercial Users (Battery)	2 Yr. Free Service	2 Yr. Free Service
Factory Service Centers	2	2
Leaf Blower Price Information		
MSRP	\$ 349.00	\$ 699.00
SCAQMD Discounted Price	\$ 297.49	\$ 499.99
SCAQMD Pays	\$ 147.49	\$ 249.99
Customer's Price (+Tax)	\$ 150	\$ 250