



**CITY OF NOVI CITY COUNCIL**  
**SEPTEMBER 30, 2024**

**SUBJECT:** Approval to purchase twelve (12) sets of protective turnout gear for the Novi Fire Department from Phoenix Safety Outfitters, an authorized dealer for LION, who holds the National Purchasing Partners (NPP) cooperative purchase agreement for \$45,394.20.

**SUBMITTING DEPARTMENT:** Public Safety – Fire Department

**KEY HIGHLIGHTS:**

- This is for the annual replacement of firefighter turn-out gear (full-time and part-time) on a 10-year cycle
- This is not related to the turn-out gear purchased from the Michigan Department of Labor and Economic Opportunity (LEO) Grant, which was for an additional set of gear for full-time fighters only
- Replacement included in annual uniform budget within the General Fund
- Turn-out gear inspected on an annual basis

**FINANCIAL IMPACT**

	<b>FY 24/25</b>		<b>Total</b>
<b>EXPENDITURE REQUIRED</b>	<b>\$45,394</b>		<b>\$45,394</b>
<b>BUDGET</b>			
1. General Fund, Uniform Expenditures (101-336.00-741.000)	<b>\$46,000.00</b>		<b>\$46,000.00</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$ N/A</b>		<b>\$ N/A</b>
<b>FUND BALANCE IMPACT</b>	<b>\$0</b>		<b>\$0</b>
<ul style="list-style-type: none"> <li>• Annual Turn-Out Gear Replacement included in annual budget</li> <li>• Under budget by \$606</li> </ul>			

## **BACKGROUND INFORMATION:**

The National Fire Protection Association (NFPA 1851) Standard limits structural firefighting turnout gear ensemble components to a maximum service of ten (10) years from date of manufacture. This standard, and the manufacturer's recommendation, suggests that after ten (10) years of service, all components, including turnout coats and pants, be removed from service and no longer used for structural firefighting. The moisture barrier within the bunker gear begins to fail after each successive fire the gear is exposed to. Likewise, the outer shell can absorb harmful carcinogens and is continually subjected to cuts, tears, and abrasions during normal use at a structure fire. The Department currently inspects and washes bunker gear on an annual and as-needed basis, according to the Standard. In addition, we will send gear out for necessary repairs when needed, thereby extending its useful life to the ten-year period.

The Novi Fire Department has a standardized replacement schedule for these coats and pants. A new set of gear is purchased for new hires. The replacement of the turn-out gear has been included in the annual uniform budget for the 2024-2025 fiscal year. Phoenix Safety Outfitters is an authorized distributor for LION and holds an NPP Cooperative purchasing contract.

**RECOMMENDED ACTION:** Approval to purchase twelve (12) sets of protective turnout gear for the Novi Fire Department from Phoenix Safety Outfitters, an authorized dealer for LION, who holds the National Purchasing Partners (NPP) cooperative purchase agreement for \$45,394.20.



**Quotation: 250701**

(DO NOT PAY FROM THIS DOCUMENT/S&H MAY NOT BE INCLUDED)

Quotation Date: 06 Sep 2024

**REMITTANCE ADDRESS**  
PHOENIX Safety Outfitters  
P.O. Box 20445  
Upper Arlington, OH 43220

*Shipping Method: Best Way*  
*Account Rep: James Hayes*  
*Accounting Questions: cgrogan@phoenixoutfitters.com*  
*Accounting Phone: 614-203-0247*

**Physical Address:**  
PHOENIX Safety Outfitters  
110 W Leffel Lane  
Springfield, Ohio 45506  
(937) 324-2537

*Sales Tax Registrations:*  
*Ohio (91-050790)*  
*Indiana (0158424336)*  
*Michigan (41-2241348)*

**EIN:**  
41-2241348

**Bill to:**

TODD SEOG  
CITY OF NOVI FIRE DEPT  
42975 GRAND RIVER AVE  
NOVI MI 48375  
UNITED STATES  
Customer Phone:  
Customer Email: tseog@cityofnovi.org

**Ship to:**

TODD SEOG  
CITY OF NOVI FIRE DEPT  
42975 GRAND RIVER AVE  
NOVI MI 48375  
UNITED STATES  
Customer Phone:  
Customer Email: tseog@cityofnovi.org

Item ID	Item name	Qty	Item \$	Extended \$
CUSTPO	Customer Purchase Order Number: Per Chief Seog verbal YOUR DEPARTMENT COST - NPP CONTRACT PS20065	1	\$0.00	\$0.00
NOV(OAKMI)-VFC	JANESVILLE TURNOUT COAT CONFIGURED TO CUSTOMER SPECIFICATION// PH3Q2034 <i>Verified: [0220] Valid Thru: [033121] Color: PER SPEC</i>	12	\$2265.31	\$27183.72
NOV(OAKMI)-VFP	JANESVILLE TURNOUT PANT CONFIGURED TO CUSTOMER SPECIFICATION // PH3Q2034 <i>Verified: [0220] Valid Thru: [033121] Color: PER SPEC</i>	12	\$1442.54	\$17310.48
CS-NAMEPATCH-8X17-SEWN	COAT SHELL/NAME TAG/8 x 17 SEWN (REQUIRES CS-COLOR & CS-MAT) REPLACEMENT NAME PATCHES PER DEPT SPEC <i>Verified: [0822] Valid Thru: [123122]</i>	12	\$75.00	\$900.00
FRT-TBD	Freight FOB Mfg. to include Shipping, Handling TBDATOS // Reference Date Shipped in Header: No Charge on Gear Freight Freight for Patches TBD	1	\$0.00	\$0.00
<b>Subtotal</b>				<b>\$45394.20</b>
Not rated @ 0%				\$0.00
MI - Tax Exempt 2017 @ 0%				\$0.00
<b>Total</b>				<b>\$45394.20</b>
Paid to date				\$0.00



March 18, 2024

RE: Contract Number: PS20065 – FIRE FIGHTER PERSONAL PROTECTIVE EQUIPMENT (RFP 1915)

To Whom it May Concern:

Through this letter, I wish to notify you that, pursuant to section 3.1 of the aforementioned agreement between the League of Oregon Cities and LION, the agreement has been automatically extended one-year until the anniversary of the Effective Date in 2025.

Sincerely,

DocuSigned by:  
*Patricia M. Mulvihill*  
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Patricia M. Mulvihill  
Executive Director  
League of Oregon Cities

## MEMORANDUM



TO: JOHN MARTIN FIRE CHIEF  
FROM: TODD SEOG ASSISTANT FIRE CHIEF  
SUBJECT: 2024 TURNOUT GEAR  
DATE: SEPTEMBER 6, 2024

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The firefighter's turnout gear is one of the most essential pieces of equipment a firefighter has. The three main components of turnout gear are the coat, pants, and suspenders. Turnout gear is very complex each piece contains a fire-resistant outer shell, a thermal layer, and a moisture barrier each of these components must meet criteria outlined in the National Fire Protection Association (NFPA 1851) standards for fire firefighter turnout gear.

Each set of turnout gear is inspected and cleaned after every fire, as well as annually. This proactive approach ensures that any problems or damage found can be repaired or replaced as needed. The criteria used to determine if turnout gear is ready for replacement is as follows; if the turnout gear is 10 years old, damage to the thermal layer, or improper fit.

The Novi Fire Department Purchases Lion appeal turnout gear the local distributor, Phoenix Safety Outfitters using the existing National Purchase Partners (NPP) contact #1915. National Purchase Partners (NPP) contracts are competitively solicited by a lead Public Agency in accordance with government purchasing regulations. These contracts include "Piggybacking" language, allowing utilization by NPP government members nationwide this gives the City of Novi a 35% discount off the list price of turnout gear.

The Novi Fire Department purchases Lion V-force sets of bunker gear every year based on the three criteria listed above. the National Purchasing Partners price for the lion v-force is **\$3707.85** per set the department is looking at replacing 12 sets of gear this year. Also included in the quote are 12 bunker coat name plates at a cost of **\$75.00** per tag The total cost of 12 sets is **\$45394.20** after approval Phoenix will come in and measure the Firefighters that are getting replacement gear to insure proper fit.