



**CITY OF NOVI CITY COUNCIL
AUGUST 31, 2020**

SUBJECT: Approval to purchase eleven (11) 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 \$28,418.83

SUBMITTING DEPARTMENT: Public Safety – Fire Department

EXPENDITURE REQUIRED	\$28,418.83
AMOUNT BUDGETED	\$30,000.00
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-337.00-741.000

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 the 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. Additionally, 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 2020-21 fiscal year.

Phoenix Safety Outfitters is an authorized distributor for LION who holds an NPP Cooperative purchasing contract and they are providing the City of Novi Fire Department an additional discount.

RECOMMENDED ACTION: Approval to purchase eleven (11) 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 \$28,418.83.

MEMORANDUM



TO: JEFF JOHNSON, FIRE CHIEF

FROM: TODD SEOG, CAPTAIN

SUBJECT: PURCHASE OF NEW FIRE GEAR

DATE: AUGUST, 17, 2020

Next to our Self Contained Breathing Apparatus (SCBA) the second most important equipment a firefighter can have is their turn-out gear. This protective ensemble consists of a coat, pants, and suspenders. Turnout gear is very complex. Each piece contains three layers of protection: a fire resistant outer shell, thermal liner, and moisture barrier. The Novi Fire Department has purchased Lion Apparel turnout gear through a local distributor, Phoenix Safety Outfitters.

Each set of turnout gear is inspected after every fire as well as annually. This proactive approach ensures that any problems or damage found can be repaired quickly. The criteria used to determine replacement is as follows; gear 10 years old, damage to the thermal layer that is beyond repair, and fit. During our inspection process, we have identified 11 sets of turnout gear that are in need of replacement this physical year.

Through the National Purchasing Partners (NPP) contracts are competitively solicited by a lead Public Agency in accordance with government purchasing regulations; the contracts include "piggybacking" language, allowing utilization by NPP government members nationwide. The current NPP contract is # 1915 used for this quote.

The Novi Fire Department received two quotes from Phoenix Safety Outfitters for the Lion-V Force turnout gear. The NPP contract quote is **\$3,198.65** per set (Coat, Pants, and Suspenders). Phoenix Safety offered an additional discount to the NPP pricing, reducing the cost to **\$2,583.53** per set. This is a savings of \$615.12 per set off the NPP pricing and an overall savings of \$6,766.32. Based on needed replacements we are requesting to purchase 11 sets of turnout gear for a total **\$28,418.83**. There is no additional shipping costs from the manufacturer.

After approval, Phoenix Safety Outfitter staff will come to the fire department and measure personnel that will be receiving replacement turnout gear. This will ensure proper fit by the wearer. All turnout gear is made-to-order and requires a six to nine month lead-time until delivery.

Attached you will find both of the quotes from Phoenix. The first quote is the National Purchasing Partners (NPP) Contract # 1915 pricing. The second quote is from Phoenix Safety Outfitters.



**P.O. Box 20445
Upper Arlington, OH 43220**

Quote #: 159995
(THIS IS NOT AN INVOICE: DO NOT PAY FROM THIS DOCUMENT)

REMITTANCE INFORMATION:

PHOENIX Safety Outfitters,
PO Box 20445
Upper Arlington, Ohio 43220

Ship Date: **Not set**
Invoice Date: **17 Aug 2020**
Payment Due Date: **01 Sep 2020**
Shipping Method:
Account Rep: **Beverly Reed**
Accounting Questions: **cgrogan@phoenixoutfitters.com**
Accounting Phone: **614-203-0247**
Bin Reference #:

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

Qty	Item ID	Item name	Item \$	Extended \$
11	#CVBM-32	- Lion - V Force BI Swing Coat, PBI Max Outershell, Glide Thermal Liner, Stedair 4000 Moisture Barrier, Triple Trim, Reinforced Cuffs and DRD	\$1561.88	\$17180.68
11	#PVL/M/F	- Lion - V Force Lumbar Pant, PBI Max Outershell, Glide Thermal Liner, Stedair 4000 Moisture Barrier, Suspenders, Reinforced Cuffs and Knees	\$1021.65	\$11238.15
11	#Semper Dri and ISO Dri		\$0.00	\$0.00
11	#Take Up Straps on Coat		\$0.00	\$0.00
11	#Radio Pocket		\$0.00	\$0.00
11	#Flashlight Holder		\$0.00	\$0.00
66	#3" Scotchlite Yellow Letters "NOVI FD"		\$0.00	\$0.00
11	#Removable Name Patch		\$0.00	\$0.00
77	#2" Scotchlite Yellow Letters "LAST NAME"		\$0.00	\$0.00
11	#Mic Loop		\$0.00	\$0.00
11	#Lumbar Support System		\$0.00	\$0.00

Handwritten: \$ 2583.53 UNIT

8/17/2020

PHOENIX Quote:

Qty	Item ID	Item name	Item \$	Extended \$
11		#Boot Cut	\$0.00	\$0.00
11		#Take Up Straps on Pants	\$0.00	\$0.00
			Subtotal	\$28418.83
			MI-ST TAX EXEMPT @ 0%	\$0.00
			Total	\$28418.83
			Paid to date	\$0.00

Physical Address:

PHOENIX Safety Outfitters
1619 Commerce Road
Springfield, Ohio 45504
(937) 324-2537

Sales Tax Registrations:

Ohio (91-050790)
Indiana (0158424336)
Michigan (41-2241348)
EIN:
41-2241348

8/17/2020

PHOENIX Quote:



P.O. Box 20445
Upper Arlington, OH 43220

Quote #: 159994
(THIS IS NOT AN INVOICE: DO NOT PAY FROM THIS DOCUMENT)

REMITTANCE INFORMATION:

PHOENIX Safety Outfitters,
PO Box 20445
Upper Arlington, Ohio 43220

Ship Date: Not set
Invoice Date: **17 Aug 2020**
Payment Due Date: 01 Sep 2020
Shipping Method:
Account Rep: **Beverly Reed**
Accounting Questions: **cgrogan@phoenixoutfitters.com**
Accounting Phone: **614-203-0247**
Bin Reference #:

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

Qty	Item ID	Item name	Item \$	Extended \$
1		*** NPP PRICING QUOTE and CONTRACT 1915 ***	\$0.00	\$0.00
11	#CVBM-32	Lion - V Force Bi Swing Coat, PBI Max Outershell, Glide Thermal Liner, Stedair 4000 Moisture Barrier, Triple Trim, Reinforced Cuffs and ORD	\$1933.75	\$21271.25
11	#PVLW/F	Lion - V Force Lumbar Pant, PBI Max Outershell, Glide Thermal Liner, Stedair 4000 Mositure Barrier, Suspenders, Reinforced Cuffs and Knees	\$1264.90	\$13913.90
11	#Semper Ori and ISO Ori		\$0.00	\$0.00
11	#Take Up Straps on Coat		\$0.00	\$0.00
11	#Radio Pocket		\$0.00	\$0.00
11	#Flashlight Holder		\$0.00	\$0.00
66	#3"	Scotchlite Yellow Letters "NOVI FD"	\$0.00	\$0.00
11	#Removable Name Patch		\$0.00	\$0.00
77	#2"	Scotchlite Yellow Letters "LAST NAME"	\$0.00	\$0.00
11	#Mic Loop		\$0.00	\$0.00

3198.65/UNT

Qty	Item ID	Item name	Item \$	Extended \$
11		#Lumbar Support System	\$0.00	\$0.00
11		#Boot Cut	\$0.00	\$0.00
11		#Take Up Straps on Pants	\$0.00	\$0.00
Subtotal			\$35185.15	
MI-ST TAX EXEMPT @ 0%			\$0.00	
Total			\$35185.15	
Paid to date			\$0.00	

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(937) 324-2537

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