



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 \$42,446.64.

SUBMITTING DEPARTMENT: Public Safety – Fire Department

| | |
|-------------------------------|---------------------------|
| EXPENDITURE REQUIRED | \$42,446.64 |
| AMOUNT BUDGETED | \$45,000.00 |
| APPROPRIATION REQUIRED | N/A |
| LINE ITEM NUMBER | 101-336.00-741.000 |

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 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 2023-24 fiscal year. Phoenix Safety Outfitters is an authorized distributor for LION who holds a 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 \$42,446.64.



Quotation: 224720

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

Quotation Date: 19 Aug 2023

REMITTANCE ADDRESS

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

Shipping Method: **Best Way**

Account Rep: **Jim Reed**

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

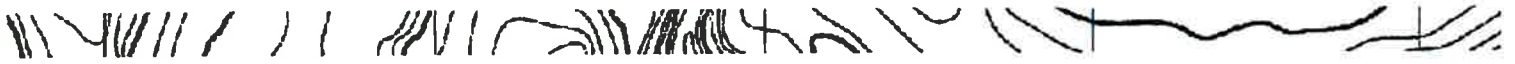
| Item ID | Item name | Qty | Item \$ | Extended \$ |
|----------------|---|-----|-----------|-------------|
| CUSTPO | Customer Purchase Order Number: | | \$0.00 | \$0.00 |
| | ** YOUR DEPARTMENT COST - NPP CONTRACT PS20065 ** | | \$0.00 | \$0.00 |
| NOV(OAKMI)-VFC | JANESVILLE TURNOUT COAT CONFIGURED TO CUSTOMER SPECIFICATION// PO8Q2045 <i>Verified: [0220] Valid Thru: [033121] Color: PER SPEC</i> | 12 | \$2147.12 | \$25765.44 |
| NOV(OAKMI)-VFP | JANESVILLE TURNOUT PANT CONFIGURED TO CUSTOMER SPECIFICATION// PO8Q2045 <i>Verified: [0220] Valid Thru: [033121] Color: PER SPEC</i> | 12 | \$1390.10 | \$16681.20 |
| DROP-NCFRT | There shall be No Freight Charged on this Order// Reference Date Shipped in Header: <i>Verified: [0621]</i> | | \$0.00 | \$0.00 |

Subtotal \$42446.64

Not rated @ 0% \$0.00



Firefighting Personal Protective Equipment



Product Specifics

LION is the world's largest supplier of structural fire personal protective clothing for first responders including:

- Firefighter Turnout Gear
- Wildland Firefighting Gear
- Technical Rescue Ensembles
- CBRN Equipment
- Stationwear
- EMS & General Fire Garments
- Med Pro
- CBRN
- Helmets - Gloves - Boots
- Maintenance and cleaning services
- LION Academy Online



Lead Public Agency: League of Oregon Cities
RFP #1915

CONTRACT TERM

Contract Number: PS20065

Effective Date: 04/13/2020

Initial expiration: 06/13/2023

Possible extensions through: 06/13/2026

Pricing Details

Members receive discounted pricing on these products. For pricing and product details, log in to nppgov.com.

NPPGov

NPPGov is a national cooperative procurement organization based in Seattle, WA offering publicly solicited contracts to government entities nationwide. Our contracts are created through a public solicitation by a Lead Public Agency. Access to our cooperative contracts is free and there are no purchasing obligations.

Contract Details

- Log into nppgov.com
- Forms, legal documentation, price lists and other information can be found on the LION vendor page
- Sign the Intergovernmental Agreement (IGA) and keep for your records
- Provide your NPPGov member number on the purchase order

Benefits of cooperative contracts:

- Competitively bid, no additional RFP necessary
- Saves time and money in your procurement process
- Live contract support



nppgov.com
customerservice@nppgov.com
877.329.8847

MEMORANDUM



TO: JOHN MARTIN FIRE CHIEF
FROM: TODD SEOG CAPTAIN
SUBJECT: 2023 TURNOUT GEAR
DATE: AUGUST 23, 2023

The firefighters 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 **\$3537.22** per set the department is looking at replacing 12 sets of gear this year. The total cost of 12 sets is **\$42446.64** after approval Phoenix will come in and measure the Firefighters that are getting replacement gear to insure proper fit.