



CITY of NOVI CITY COUNCIL

Agenda Item C
July 11, 2016

SUBJECT: Approval to purchase protective turnout gear for the Novi Fire Department from Apollo Fire Equipment based on unit pricing in the amount of \$18,560.48 using the City of Troy bid which is extended to all Michigan Intergovernmental Trade Network (MITN) members.

SUBMITTING DEPARTMENT: Public Safety - Fire *ben*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$18,560.48
AMOUNT BUDGETED	\$26,500
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 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 currently has 90 full-time and part-time members of the department and a standardized replacement schedule has been established 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 2016-17 fiscal year.

An Invitation to Bid for turnout gear was posted on the MITN website in late 2015 by the City of Troy. This bid may be used by any MITN member. Apollo Fire Equipment was the lowest qualified bidder meeting all the specifications and awarded the contract. The current contract and pricing is valid through December 2017.

RECOMMENDED ACTION: Approval to purchase protective turnout gear for the Novi Fire Department from Apollo Fire Equipment based on unit pricing in the amount of \$18,560.48 using the City of Troy bid which is extended to all Michigan Intergovernmental Trade Network (MITN) members.

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Burke				
Council Member Casey				

	1	2	Y	N
Council Member Markham				
Council Member Mutch				
Council Member Wrobel				



QUOTATION

Apollo Fire Apparatus Repair, Inc.
 Apollo Fire Equipment Company
 12584 Lakeshore Drive, Romeo, MI 48065
 Phone: (800) 626-7783 Fax: (586) 752-6907

QUOTE #: 10JUNE2016

DATE: June 10, 2016
 TERMS: 30 days
 F.O.B:
 VALID FOR: 60 days
 LEAD TIME: 75-90 days

TO: NOVI FD
 ATTN: TODD SEOG

PHONE: 248-735-5673 FAX: 248-349-1724 EMAIL: tseog@cityofnovi.org

QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL
11		LION SUPER DELUXE COAT (TROY SPEC W/HANGING POCKETS)	\$1,168.40	\$12,852.40
8		LION SUPER PANT	\$713.51	\$5,708.08
		FRANKLIN 3629R 32R AGE		
		RADDATZ 4632R 44R AGE		
		SCHULKEY 4232L 38R AGE		
		THIESEN 4432R 40 R AGE		
		BARRETT 4832R 40R COND.		
		M. JACOBS 4832R 38L COND.		
		MULLETT 4432R 40R COND.		
		CARPENTER 4232R COND.		
		KORZENOWSKI 5432R COND.		
		HOLOD 5032R COND.		
		L. REISNER 4632R COND.		
		MCCLELLAND 38R COND.		
		APPROVED FOR TROY BID SPEC PRICING (ITB-COT 15-38)		
		REF. LION PSGQ14469		
			SUBTOTAL	\$18,560.48
Thank you for your business.			SHIPPING	INCLUDED
			TAX	N/A
			OTHER	NONE
			TOTAL	\$18,560.48

Sales Representative: David Duddles
 Cell: (810) 877-5501
dduddles@apollofire.com



CITY COUNCIL AGENDA ITEM

Date: December 16, 2015

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager
 David Roberts, Fire Chief
 Peter Hullinger, Staff Technician

Subject: Standard Purchasing Resolution 2: Award to Low Bidder Meeting Specifications – Structural Firefighting Turnout Gear

History

- NFPA standard 1971 limits structural firefighting turnout ensemble components to a maximum service life of 10 years from date of manufacture.
- The standard indicates that after 10 years of service, all components including turnout coats and pants must be removed from service and can no longer be used for structural firefighting.
- The Fire Department is beginning a 3 year purchasing plan to change out the Fire Departments' current gear and stay within the 10 year NFPA standard.
- Each year, for the next 3 years, the plan is to replace 1/3 of the turnout gear, starting with the oldest and most worn-out gear.

Purchasing

On December 10, 2015, a bid opening was conducted as required by City Charter and Code for two (2) year requirements of new structural firefighting turnout gear with one (1) year renewal option. The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info. Two (2) bid responses were received.

Companies notified via MITN	71
Troy Companies notified via MITN	3
Troy Companies - Active email Notification	3
Troy Companies - Active Free	1
Companies that viewed the bid	23
Troy Companies that viewed the bid	0

***MITN** provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy.*

Active MITN members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City.

Active MITN non-paying members are responsible to monitor and check the MITN website for opportunities to do business with the City.

Inactive MITN member status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

Purchasing (continued)

- The Fire Department has standardized on the Lion Apparel Super Deluxe protective coat and bunker pant ensemble based on comprehensive evaluations by the Troy Fire Department and surrounding departments including Rochester Hills, Bloomfield Twp., and others.



CITY COUNCIL AGENDA ITEM

- Bid specifications based on the current Lion Apparel protective equipment ensemble currently in use were developed and published.
- Two (2) bid responses were received. Apollo Fire Equipment Co. is low bid as specified. Apollo Fire Equipment Co. not only was the only bidder but also meets all bid specifications.
- The unit cost for each set of gear is \$1,881.91. Each set includes the coat, pants, and suspenders. The total price of \$112,914.60 is for 60 sets, which is 1/3 of turnout gear that is being replaced.
- Pricing for the additional two (2) years will be 44% off list price.
- After reviewing the bid responses, specifications, warranty and detail in conjunction with the Fire Department it is being recommended that Apollo Fire Equipment Company of Romeo, MI be awarded a contract to furnish two year requirements for new structural firefighting turnout gear with the option to renew for one (1) additional year as per unit bid pricing which is 44% off manufacturer list price.

Financial

Funds are budgeted and available in the amount of \$120,000.00 in the Operating Supplies Fire Equipment Account, 101.338.7740.115.

Recommendation

City management recommends awarding a contract to furnish two (2) year requirements for new structural firefighting turnout gear with the option to renew for one (1) additional year for an estimated total cost of \$112,914.60 for year one to Apollo Fire Equipment Co. of Romeo, MI at unit prices contained in the bid tabulation opened December 10, 2015. The award is contingent upon the contractor's submission of properly executed bid documents including insurance certificates and all specified requirements.

PROPOSAL: Two-year requirements with one (1) two-year renewal option of new structural firefighting turnout gear for the City of Troy Fire Department.

VENDOR NAME:			Apollo Fire Equipment Co. Romeo, MI		Douglass Safety Systems Sanford, MI	
ITEM	EST QTY	DESCRIPTION	Unit Price	Estimated Total	Unit Price	Estimated Total
1.	60	COAT: Make/Model/Manufacturer	\$ 1,168.40	\$ 70,104.00	\$ 1,423.53	\$ 85,411.80
			CSTM Super Deluxe Coat by Lion Apparel		S25 Viper Honeywell	
2.	60	PANT: Make/Model/Manufacturer	\$ 713.51	\$ 42,810.60	\$ 912.93	\$ 54,775.80
			PSUM Super Pant by Lion Apparel		S36 Viper Honeywell	
3.	60	SUSPENDERS: Make/Model/Manufacturer	Included	Included	Included	Included
			SB342 H-Back Suspenders by Lion Apparel		Blank	
		TOTAL UNIT PRICE:	\$ 1,881.91		\$ 2,336.46	
ESTIMATED TOTAL PRICE:			\$ 112,914.60		\$ 140,187.60	
AUTHORIZED DEALER:			Y		Y	
CONTACT INFORMATION:						
		Hours of Operation	M-F 8:00-4:30		8a-5p M-F	
		24 Hr Phone #	810-877-5501		989-687-7600	
DESCRIPTIVE LITERATURE:			Y		Y	
		Attached / Marked	#1, #2		Literature	
EXTENDED TO MITN GROUP:			Y		Y	
PAYMENT TERMS:			Net 30 days		Net 30 days	
WARRANTY:			Standard Manufacturers Warranty		Lifetime from Manufacturer Defect	
DELIVERY:			Approx. 60 days		60 days	
EXCEPTIONS:			Commando Coat is no longer offered and has been replaced by the Super Deluxe Coat.		Will take a couple exceptions due to the spec being manufacturer specific. Our gear meets and exceeds the specs listed.	
ACKNOWLEDGEMENT: Signed Y or N			Y		Y	
FORMS: Y or N			Y		Y	

ATTEST:
 Sara Teets
 Susan Riesterer
 Peter Hullinger
 MaryBeth Murz

 MaryBeth Murz,
 Purchasing Manager