



CITY COUNCIL ACTION REPORT

March 26, 2013

TO: Brian Kischnick, City Manager

FROM: Susan A. Leirstein, Purchasing Director
William S. Nelson, Fire Chief

SUBJECT: Waiver of Bid for Purchase of Fire Boots

History

There have been major changes in fire fighting protective equipment and the national standards that govern them over the past 15 years. These changes were initiated by studies of firefighter injuries and changes in the environment in which firefighters work. The objective of these changes is to increase firefighter safety while operating in environments that are immediately dangerous to life and health (IDLH) as classified by MIOSHA.

Fire boots are an important part of this protective equipment ensemble as fire fighters operate in adverse weather conditions, in unique circumstances and on ladders and roofs where secure footing is required. In addition, a number of our duty related injuries have occurred because of footing issues such as falls on ice, climbing or descending ladders, and roof operations.

Over the past 18 months our safety committee, which is comprised up of two (2) firefighters from each station and two (2) staff personnel, has conducted extensive research and field testing of fire boots. This extensive evaluation indicated that the Lion Apparel Marshal boot was the clear choice based on superior fit, wear, grip and reduced fatigue for the wearer. A summary of the evaluation is attached.

The Lion Apparel Marshal model boot has an improved sole that is designed for ice and fire conditions, has increased ankle support to prevent rolling ankles, is significantly lighter than our current issued boots. These factors improve fire fighter mobility on stairs and ladders as well as decreasing leg fatigue because of the improved cushion and soles.

Purchasing

Lion Apparel uses the protected distribution area method of selling its products. Apollo Fire Equipment in Romeo, MI is the only authorized dealer for this Lion Apparel product in our area. Based on the attached information it is not possible to secure competitive bids for these boots. A letter from Lion Apparel is attached.

Financial

Funds are budgeted and the purchase planned for the current fiscal year in the Fire Department operating account for fire equipment.

March 26, 2013

To: Brian Kischnick, City Manager
Re: Waiver – Purchase of Fire Boots

Recommendation

City management recommends that the bid process be waived and a contract be awarded to Apollo Fire Equipment of Romeo, MI, to purchase 160 pairs of Lion Apparel Marshal boots at \$287.00/pair for an estimated total cost of \$45,920.00.

Troy Fire Department

Safety Committee Fire Boot Evaluation

Safety Committee Members: John Collins, Jason Voss, Lt. Keith Kohring, Lt. Jonathan Duncan, Capt. Mike Rusing, Lt. Dan Marhle, Lt. Shawn Hugg, George Hawes, Lt. Reid Vandekerkhove, Chuck Kniffen, Dean Bise, Bill Petrusha, Lt. Eric Caloia, Peter Hullinger.

The evaluation of fire boots began in the fall of 2011. Initially, the committee had various manufacturers come and present their products. Based on the presentations, the committee selected 4 different boot styles/manufacturers to evaluate in the field. Two pairs of boots from each manufacturer were issued to various Safety Committee members for a one year field test. This time frame was chosen to make sure that all weather seasons were included as well as multiple incidents and situations.

After the initial testing, two boot manufacturers were selected for further testing. The Globe and Lion boots were the highest rated based on the initial our evaluation process. At that point, half the committee members were issued Lion boots and half were issued Globe boots in addition to the original Globe and Lion boots which stayed in the field evaluation. The testing then continued for another 6 months. At the conclusion of testing the Lion boot was the highest rated boot in all categories which included fit/comfort, donning/doffing, moisture, warmth, thermal protection, slip resistance, fatigue, flexibility, and wearing.

178 evaluations were collected over the test period which provided the committee extensive data to review, and base their decision on. Based on the results the committee has recommended that the Lion Boots are the best choice for the Troy Fire Department.



6 4 5 0
P O E A V E

To: City of Troy MI

From: Dennis L. Smith, Senior Regional Sales Manger

Ref: Apollo fire Equipment, Romeo MI, Fire fighter footwear

P.O. BOX 13576
D A Y T O N
O H I O
45413. 0576

March 21, 2013

To whom it may concern,

Please be advised, Apollo Fire Equipment, Romeo MI is Lion's exclusive distributor of Lion's firefighter footwear for the State Of Michigan.

The current recommended retail price for the Lion "Marshall" firefighter boot is \$370.00.

Please do not hesitate to contact me should you require further information.

With Kind Regards,

Dennis L. Smith

EM: dsmith@lionprotects.com

P: 937 602 6864

800.548.6614

TEL 937.898.1949

FAX 937.898.2848

APOLLO

FIRE EQUIPMENT COMPANY

PRICE QUOTATION

12584 LAKESHORE DRIVE
 ROMEO, MI 48065

PHONE (810) 877-5501
 WATTS 1- 800-626-7783
 FAX (586) 752-6907

David Duddles
 email: dduddles@apollofire.com

TO	Troy Fire Department	DATE	3/7/2013	TERMS	30 Days
	500 West Big Beaver Rd.	PROPOSED SHIPPING DATE		TBD	
	Troy, MI 48084	4 TO BE SHIPPED VIA		UPS	
		QUOTE VALID FOR		30 Days	

160	Lion Marshall-14" pull on boot	\$287.00	45,920.00
			\$0.00
			\$0.00
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			\$0.00
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			\$0.00
			\$0.00
			\$0.00
	Shipping included		\$0.00
	Sales tax exempt		\$0.00

THANK YOU FOR YOUR BUSINESS

TOTAL \$45,920.00

David Duddles