



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM



Date: November 20, 2024

To: Frank Nastasi, City Manager

From: Robert J. Bruner, Deputy City Manager  
Rob Maleszyk, Chief Financial Officer  
Kyle Vieth, Controller  
Peter Hullinger, Fire Chief  
Shawn Hugg, Deputy Fire Chief  
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 2: Award to Sole Bidder Meeting Specifications –  
Lakeland Fire Turnout Equipment – Fire Department and Budget Amendment

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### History

Turnout gear, also known as Personal Protective Equipment (PPE), is essential for firefighter safety during emergency response operations. The gear includes a protective coat, pants, and suspenders, designed to shield firefighters from heat, flames, chemicals, and other hazards encountered in fire and rescue scenarios.

Per NFPA 1971: Standard on Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting and NFPA 1951: Protective Ensembles For Technical Rescue Incidents, turnout gear must provide thermal protection, water resistance, and durability while allowing mobility. Additionally, NFPA 1851: Standard on Selection, Care, and Maintenance of Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting mandates a maximum 10-year lifespan for turnout gear, regardless of condition, due to material degradation over time.

The current turnout gear inventory includes more than 140 sets of turnout gear, purchased over a multi-year period beginning in 2015, and is now approaching, or exceeding, the 10-year service life limit. Continued use of outdated gear puts firefighters at increased risk of injury and non-compliance with NFPA standards.

Beginning in June of 2023, the Fire Department conducted a 16-month evaluation process, which included feedback from similar departments to identify turnout gear manufacturers and product lines to narrow down vendors to select for a wear test evaluation. Three (3) turnout equipment manufacturers, encompassing five (5) models/styles of turnout gear meeting the Fire Department's and NFPA's specification were ultimately selected for the 12-month wear testing period. Throughout the wear test process, multiple evaluations were documented and submitted by each firefighter testing the equipment, with the scoring tabulated at the completion of the testing period. These scores, along with specific comments relating to the fit, form, and function of the turnout gear, and pricing/lead-time for delivery were taken into consideration when selecting a manufacture and style for the new turnout gear. A comprehensive review of all factors for selecting a manufacturer was conducted, with Lakeland Fire Gear chosen as the manufacture of choice.



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## Purchasing

On November 14, 2024 a bid opening was conducted as required by the City Charter/Code for one (1) year requirements of Firefighter Turnout Gear with two (2) one-year renewal options. The bid was posted on the MITN Purchasing Group website; [www.bidnetdirect.com//city-of-troymi](http://www.bidnetdirect.com//city-of-troymi). Three hundred three (303) vendors were notified via the MITN website. One (1) bid proposal was received as well as three (3) statements of no bid. Below is a detail summary of the vendor responses.

<b>Companies notified via MITN</b>	303	<p><b>MITN</b> 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.</p> <p><b>Active MITN</b> 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.</p> <p><b>Active MITN non-paying</b> members are responsible to monitor and check the MITN website for opportunities to do business with the City.</p> <p><b>Inactive MITN member</b> 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.</p>
Troy Companies notified via MITN	6	
Troy Companies - Active email Notification	6	
Troy Companies - Free	0	
<b>Companies that viewed the bid</b>	44	
Troy Companies that viewed the bid	0	

After a review of the bid response, *Conway Shield of New Berlin, WI*, was the sole bidder meeting specifications for all items and requirements and is being recommended for award to provide 140 sets of Lakeland structural turnout gear and 10 sets of Lakeland dual certified turnout gear over the course of one (1) year at unit prices contained in the bid tabulation with an option to renew for two (2) additional years under the same terms and conditions, and a not-to-exceed 3% price increase per option year. It is the intent of this contract to purchase new turnout gear sets for all City firefighters in the initial year and to purchase as-needed for replacements and new hire firefighters in years two and three.

## Financial

Funds in the amount of \$300,000 are budgeted and available in the Fire Department’s Capital Projects Fund under Project Number 2025C0011 and account number 401.336.338.978.010 General Equipment for the 2025 fiscal year. The estimated total cost for the initial year purchase is \$490,390.20 and will require a budget amendment in the amount of \$190,390.20, to the Fire Department General Equipment General Capital Fund, account number 401.336.338.978.010. Originally, this gear was to be purchased over two years, which was reflected in the budget; however, the City is able to save significant funds by purchasing the gear all at once. Funds for subsequent year purchases for as needed turnout gear will be approved through the annual budget process.

## Recommendation

City Management recommends approving a one (1) year contract with two (2) one-year renewals to *Conway Shield of New Berlin, WI*, for the purchase of one hundred forty (140) sets of Lakeland structural turnout gear, ten (10) sets of dual-certified turnout gear, one hundred fifty (150) sets of suspenders for an estimated total cost of \$490,390.20 in year one and as-needed purchases for any additional turnout gear for new firefighters, or equipment damage during Fire Department Operations; at unit prices contained in the bid tabulation dated November 14, 2024.

City Management also recommends that City Council approve a budget amendment to the Fire Department General Equipment General Capital Fund account number 401.336.338.978.010 in the amount of \$190,390.20.

Vendor Name: Conway Shield  
 City: New Berlin, WI

**PROPOSAL: FURNISH NEW LAKELAND STRUCTURAL AND DUAL CERTIFIED FIREFIGHTING TURNOUT GEAR**

Item	Est. Qty	Description	Unit Price	Est. Total Price
1	140	Lakeland SCX Stealth Pleated Back Structural Jacket	\$1,955.17	\$273,723.80
2	140	Lakeland SCX Stealth Pleated Knee Structural Pant	\$1,441.11	\$201,755.40
3	150	Lakeland Black Ops Multi-Adjustment Suspenders (Regular/Short/Tall)	\$52.00	\$7,800.00
4	10	Lakeland DCCTD Coat	\$336.55	\$3,365.50
5	10	Lakeland DCPTD Pants	\$374.55	\$3,745.50
6	TBD	OVERSIZE & CUSTOM ADJUSTMENTS	Attached Price List	
<b>ESTIMATED GRAND TOTAL:</b>			<b>\$490,390.20</b>	

Authorized Dealer:	Y or N	Y
Hours of Operation:		24 hrs./365 days
Contact Phone #:		586-899-9773
Descriptive Literature Provided:	Y or N	Y
Can Meet Fitting Schedule Requirements:	Y or N	Y
Extend the Contract to MITN Members:	Y or N	Y
References:	Y or N	Y
Payment Terms:		30 Days Net
Warranty:		Warranty Info Attached
Delivery:		Currently lead time is 6 to 8 weeks
Exceptions:	Y or N	None
Acknowledgement:	Y or N	Y
Specifications Sheets Completed:	Y or N	Y
Signed Addendum:	Y or N	Y
Forms:	Y or N	Y

**No Bid** - MacQueen Emergency  
 Safeware Inc.  
 Unipak Corp

ATTEST:  
 (\*Bid Opening conducted via a Zoom Meeting)  
Shawn Hugg  
Andrew Chambliss  
Nellie Bert  
Dina Gates

Emily Frontera  
 Purchasing Manager