
CITY OF TEMPE
REQUEST FOR COUNCIL ACTION

Council Meeting Date: 06/23/2016
Agenda Item: 5B12

ACTION: Award a one-year contract with four, one-year renewal options to United Fire Equipment Company for turnout clothing and gear for the Tempe Fire Medical Rescue Department.

FISCAL IMPACT: Total cost of this contract will not exceed \$300,000 during the initial one-year contract period. Sufficient funds have been appropriated in the General Fund cost center 2340 (Fire-Emergency Services) for the anticipated expenditures in the 2016/2017 fiscal year.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (RFP #16-151) The City of Tempe issued a Request for Proposal (RFP) to establish a contract for the supply of turnout clothing and gear for City firefighters. Turnout clothing and gear is purchased for new hires and to replace clothing and gear that has reached the end of its serviceable life through normal operating wear.

Evaluation Process

Notification of the RFP was sent to over 150 vendors and four proposals were received from the following firms:

L.N. Curtis & Sons
Municipal Emergency Services, Inc.
United Fire Equipment Company
Mallory Safety & Supply

The proposals were evaluated and scored by a committee comprised of Fire Medical Rescue and Procurement staff using the following criteria contained within the RFP:

Criteria	Weight
Pricing	35%
Garment evaluation, performance, comfort and fit	20%
Conformity to the desired specifications	20%
Warranty	10%
Local inventory and delivery lead time	10%
Completeness of proposal and acceptance of terms and conditions	5%

United Fire Equipment Company submitted several options within their proposal for various uniform styles with the same manufacturer offering. The evaluation committee opted to only evaluate the Lion Super Deluxe turnout coat and pants. The other firms offered one style of uniform.

Initial demonstration of the turnout clothing and gear was conducted by all vendors in May and June of 2015. Each vendor gave a full presentation on the clothing and gear and answered any questions. Fire Medical Rescue chose and sized members for wear test during each presentation. The wear tests lasted at least six months and were put through multiple drills, live fire scenarios, and physical training to replicate firefighting activities. The turnout clothing and gear was also used during the testing period on calls as well as in training at the training center. Finally, the clothing and gear was sent out for cleaning and repair services.

Results of Initial Scoring

Scoring results for the different types of turnout clothing and gear are as follows:

Turnout Coat, Pants, Suspenders and Hood

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – Lion Option 1	892.5	\$2,090.95
United Fire Equipment Company – Lion Option 2	868	\$2,256.35
Municipal Emergency Services - Honeywell	830	\$1,985.92
L.N. Curtis & Sons - Globe	825	\$2,196.00
Mallory Safety & Supply – FireDex	711.5	\$1,997.00

Gloves

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – FireDex Pro	844	\$72.50
Municipal Emergency Services – Firecraft	770	\$61.18
United Fire Equipment Company– Lion	724	\$72.50
L.N. Curtis & Sons - Shelby	656	\$64.00
United Fire Equipment Company – Innotex	617	\$98.00
Mallory Safety & Supply – FireDex	583.5	\$67.00

Helmet, Modern

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – Cairns	820	\$236.60
Municipal Emergency Services – Honeywell	771	\$167.00
L.N. Curtis & Sons – Bullard	687	\$174.00
Mallory Safety & Supply – FireDex	695	\$143.00

A requirement of this contract is for the contractor to have a facility in the Phoenix Metropolitan area. Mallory Safety & Supply does not have a local facility but said that an office would be established after award of the contract. There is no timeline provided and due to the critical need for turnout clothing and gear, staff opted to not progress Mallory Safety & Supply into the next evaluation stages.

Best and Final Offers

United Fire Equipment Company, Municipal Emergency Services, and L.N. Curtis & Sons were invited to submit best and final offers. The best and final offers allowed the firms to clarify items, provide additional options as needed, and review their pricing to make sure their most competitive offer was submitted.

All three firms responded positively to the request for best and final offers, but only United Fire Equipment Company and Municipal Emergency Services submitted revised pricing.

Scoring results from the best and final offers is presented below in rank order:

Turnout Coat, Pants, Suspenders and Hood

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – Lion Option 1	879	\$2,090.95
United Fire Equipment Company – Lion Option 2	868	\$2,256.35
L.N. Curtis & Sons – Globe	835	\$2,196.00
Municipal Emergency Services – Honeywell	830	\$1,975.19

Gloves

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – FireDex Pro	844	\$72.50
Municipal Emergency Services – Firecraft	770	\$61.18
United Fire Equipment Company– Lion	724	\$72.50
L.N. Curtis & Sons – Shelby	656	\$64.00
United Fire Equipment Company – Innotex	617	\$98.00

Helmet, Modern

Offeror – Manufacturer	Initial Score	Unit Pricing
United Fire Equipment Company – Cairns	918	\$236.60
Municipal Emergency Services – Honeywell	840	\$209.00
L.N. Curtis & Sons* - Bullard	-	-

* Fire Medical Rescue Staff preferred the internal face shield to the external face shield. The face shield offered by L.N. Curtis & Sons does not have an internal face shield option.

It is the recommendation of the committee to award a contract to United Fire Equipment Company. Although not the lowest priced proposal, the turnout clothing and gear they offered was superior in fit and quality to the other turnout clothing and gear evaluated. United Fire Equipment Company offers a competitive warranty and a significant on-hand, local inventory.

ATTACHMENTS: Vendor Offer Form

STAFF CONTACT(S): Greg Ruiz, Fire Medical Rescue Chief, (480) 858-7212

Department Director: Renie Broderick, Internal Services Director
Legal review by: David Park, Assistant City Attorney
Prepared by: Lisa Goodman, CPPO, Procurement Officer