



## City of Sacramento City Council

915 I Street, Sacramento, CA, 95814  
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**Meeting Date:** 5/15/2012

**Report Type:** Consent

**Title: Contract: Purchase of Duty and Turnout Boots [2/3 Vote Required]**

**Report ID:** 2012-00423

**Location:** Citywide

**Recommendation:** Pass a Motion: 1) suspending competitive bidding in the best interests of the City for the purchase of a second type of turnout boot; 2) awarding a contract through June 30, 2013 to Allstar Fire Equipment for the purchase of the Haix Special Fighter Xtreme Leather Duty Boots, as the lowest responsible and responsive bidder as a result of Bid No. B122532004, in a total amount not to exceed of \$65,000; 3) awarding a contract through June 30, 2013 to Mallory Safety & Supply for the purchase of Fire Dex Leather Bunker Boots, as the lowest responsible and responsive bidder as a result of Bid No. B122532004, in a total amount not to exceed of \$45,000; 4) awarding a contract through June 30, 2013 to Fisher Scientific for the purchase of the Pro Warrington 3006 Leather Duty Boots, as the lowest responsible and responsive bidder as a result of Bid No. B122532004, and in addition, for the purchase of the Pro Warrington 5006 Leather Turnout Boots in a total amount not to exceed of \$140,000; and 5) authorizing the City Manager or his designee to execute the contracts specified above and any and all extension(s), provided that sufficient funds are available in the budget adopted for the applicable Fiscal Year(s).

**Contact:** Niko King, Assistant Chief, (916) 216-0310, Fire Department

**Presenter:** None

**Department:** Fire

**Division:** Fire Suppression

**Dept ID:** 12001221

**Attachments:**

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- 1-Description/Analysis
  - 2-Background
  - 3-Bid Result

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### City Attorney Review

Approved as to Form  
Lan Wang  
5/7/2012 10:39:19 AM

### City Treasurer Review

Reviewed for Impact on Cash and Debt  
Russell Fehr  
4/30/2012 11:09:48 AM

### Approvals/Acknowledgements

Department Director or Designee: Ray Jones - 5/4/2012 9:56:53 AM

Eileen Teichert, City Attorney

Shirley Concolino, City Clerk  
John F. Shirey, City Manager

Russell Fehr, City Treasurer



## Description/Analysis

**Issue:** The Fire Department is required to provide firefighters with personal protective equipment (“PPE”) which includes the appropriate protective footwear. Appropriate footwear is critical in protecting firefighters from injury as firefighters wear these boots to perform their normal duties. Firefighters are required to wear both duty and turnout boots for their normal duties. Firefighters wear duty boots to perform day-to-day activities from inspecting fire equipment to administering medical aid and firefighters wear turnout boots for fighting structure fires. Both duty and turnout boots have a protective toe and puncture resistant soles, but turnout boots are also made out of the same material as the specialized protective garments firefighters wear to fight fire (turnout coats and pants). An initial order of 100 sets of boots will be used to outfit current firefighters in need of replacement of damaged and/or worn footwear. Thereafter, orders for additional sets of boots will be placed to replace damaged gear, and to provide the necessary footwear to new hires as required over the term of the contract.

In January 2012, the Fire Department issued and advertised Bid No. B122532004 for the purchase of five different types of boots for firefighters, three duty boots and two turnout boots. Vendors were allowed to bid on any/or all of the boots listed which their company can supply. A total of three (3) bids were received for the purchase of these boots. Based on these bids, the Fire Department received responsive bids for four types of boots, three duty boots and one turnout boot. After the bids were closed it was discovered that the Pro Warrington 3003 Leather Duty Boots do not meet the specifications for wildland firefighter activity. As a result, staff recommends that the Pro Warrington 3003 Leather Duty Boots are not purchased. This would leave two duty boots and one turnout boot available to purchase under Bid No. B122532004. The Fire Department would like there to be at least two types of both duty and turnout boots to provide the firefighters with options to choose from to find the boot that provides the best fit, size and style that works for them individually.

So, staff recommends suspending competitive bidding in the best interest of the City to purchase a second pair of turnout boots, awarding a contract through June 30, 2013 to AllStar Fire in a total amount not to exceed of \$65,000, to Mallory Safety & Supply in a total amount not to exceed of \$45,000, and to Fisher Scientific in a total amount not to exceed of \$140,000.

**Policy Considerations:** This recommendation is consistent with City requirements for competitive bidding as detailed in Sacramento City Code 3.56

As well, the recommendations are in accordance with Sacramento City Council Resolution Number 2010-346, Allstar Fire Equipment is headquartered in the state of California, Mallory Safety & Supply is headquartered in the state of Washington, and Fisher Scientific is headquartered in the state of Massachusetts. The proposed contract awards are consistent with Resolution 2010-346 prohibiting the City from entering into any contract to purchase goods or services from any business or entity headquartered in Arizona.

**Environmental Considerations:** Ongoing administrative maintenance activities, such as purchases of supplies, equipment, or materials which are not made for purposes of a public construction project, do not constitute a “project” and are exempt from the California Environmental Quality Act (CEQA). CEQA Guidelines, Sections 15031(b)(3), 15378(b)(2).

**Sustainability:** There are no sustainability considerations applicable to awarding the contract for the purchase of duty and turnout boots.

**Commission/Committee Action:** None.

**Rationale for Recommendation:** In January 2012, an Invitation for Bid (B122532004) for the purchase of duty and turnout boots for firefighters was issued. Three (3) vendors submitted bids. The Fire Administration evaluated the bids and determined Allstar Fire Equipment, Mallory Safety & Supply, and Fisher Scientific as the lowest responsible and responsive bidders. Staff recommends contracts awarded to Allstar Fire Equipment, Mallory Safety & Supply, and Fisher Scientific for a contract through June 30, 2013 for the purchase of duty and turnout boots for firefighters.

**Financial Considerations:** Sufficient funding has been budgeted for FY 2011/12 for this contract in the Fire Department’s operating budget. Purchases of additional quantities will be subject to the approved and available budget at the time of purchase.

**Emerging Small Business Development (ESBD):** Allstar Fire Equipment, Mallory Safety & Supply, and Fisher Scientific are not certified as an Emerging/Small Business Enterprise (ESBE).



## Background

The Fire Department is required to provide firefighters with personal protective equipment (“PPE”) which includes the appropriate protective footwear. Appropriate footwear is critical in protecting firefighters from injury as firefighters wear these boots to perform their normal duties. Firefighters are required to wear both duty and turnout boots for their normal duties. Firefighters wear duty boots to perform day-to-day activities from inspecting fire equipment to administering medical aid and firefighters wear turnout boots for fighting structure fires. Both duty and turnout boots have a protective toe and puncture resistant soles, but turnout boots are also made out of the same material as the specialized protective garments firefighters wear to fight fire (turnout coats and pants).

In January 2012, the Fire Department issued and advertised Bid No. B122532004 for the purchase of five different types of duty and turnout boots for firefighters, three duty boots and two turnout boots. Vendors were allowed to bid on any/or all of the boots listed which their company can supply. A total of three (3) bids were received for the purchase of these boots.

The bids were from AllStar Fire Equipment, Mallory Safety & Supply and Fisher Scientific.

AllStar Fire Equipment provided a bid for all five types of duty and turnout boot, but was considered a responsive bidder for only one type of the boots, which was for the Haix Special Fighter Xtreme Leather Duty Boots. The reason the other four boots were considered non-responsive is because AllStar Fire provided an equivalent for these other four boots, however, these equivalents were not approved by the Fire Department’s Operations Assistant Chief prior to bid submittal and bid due date. So, AllStar Fire is considered the lowest responsible and responsive bidder for only the purchase of the Haix Special Fighter Xtreme Leather Duty Boots.

Mallory Safety & Supply provided a bid for one of the turnout boots, which was for the Pro Warrington 5006 Leather Turnout Boots. Mallory provided an equivalent for this boot which was approved by the Fire Department’s Operations Assistant Chief prior to bid submittal and bid due date. The equivalent being the Fire Dex Leather Bunker Boots. So, Mallory is considered the lowest responsible and responsive bidder for the purchase of the Fire Dex Leather Bunker Boots, which is approved as equivalent for the Pro Warrington 5006 Leather Turnout Boots.

Fisher Scientific provided a bid for three of the duty and turnout boots, which were the Pro Warrington 3003 Leather Duty Boots, Pro Warrington 3006 Leather Duty Boots and Pro Warrington 5006 Leather Turnout Boots. Fisher Scientific did not provide an equivalent for any of these boots, and is considered the lowest responsible and responsive bidder for the purchase of the Pro Warrington 3003 and 3006 Leather Duty Boots.

Based on these bids received and bid results, the Fire Department will consider

responsible and responsive bids for four types of boots, three duty boots and one turnout boot. After the bids were closed it was discovered that the Pro Warrington 3003 Leather Duty Boots do not meet the specifications for wildland firefighter activity. As a result, staff recommends that the Pro Warrington 3003 Leather Duty Boots are not purchased. This would leave two duty boots and one turnout boot available to purchase under Bid No. B122532004.

The Fire Department would like there to be at least two types of both duty and turnout boots to provide the firefighters with options to choose from to find the boot that provides the best fit, size and style that works for them individually. Although each boot style meets all required specifications, the fact remains that they are from different manufacturers and as a result, the fit of each boot may be different for each individual. With the option of at least two different boot styles for the duty and turnout boots, staff believes there will be an increased chance that personnel will not have issues finding boots that fit.

The only other responsive bid received for the purchase of turnout boots was from Fisher Scientific for the purchase of the Pro Warrington 5006 Leather Turnout Boots.

So, staff recommends suspending competitive bidding in the best interest of the City to purchase a second pair of turnout boots, awarding a contract through June 30, 2013 to AllStar Fire Equipment for the purchase of Haix Special Fighter Xtreme Leather Duty Boots in a total amount not to exceed of \$65,000, awarding a contract through June 30, 2013 to Mallory Safety & Supply for the purchase of the Fire Dex Leather Bunker Boots in a total amount not to exceed of \$45,000, and awarding a contract through June 30, 2013 to Fisher Scientific for the purchase of Pro Warrington 3006 Leather Duty Boots and Pro Warrington 5006 Leather Turnout Boots in a total amount not to exceed of \$140,000.



## BID RESULTS

### BID NO. 122532004 – Purchase of Duty and Turnout Boots

	Pro Warrington 3003 Leather Duty Boots	Pro Warrington 3006 Leather Duty Boots	Pro Warrington 5006 Leather Turnout Boots	Haix Special Fighter Xtreme Leather Duty Boot	STC Marshall Leather Turnout Boot	Sales Tax (7.75%)	Actual Bid Total	Possible Bid Preferences and Discounts <sup>1</sup>	Bid Evaluation Total
AllStar Fire Equipment <sup>2</sup>	\$29,312.50	\$51,625.00	\$45,325.00	\$38,250.00	\$16,875.00	\$14,057.53	\$195,445.03	<\$0>	<b>\$195,445.03</b>
Mallory Safety & Supply <sup>3</sup>	\$0.00	\$0.00	\$40,600.00	\$0.00	\$0.00	\$3,146.50	\$43,746.50	<\$0>	<b>\$43,746.50</b>
Fisher Scientific	\$31,500.00	\$52,500.00	\$50,400.00	\$0.00	\$0.00	\$10,416.00	\$144,816.00	<\$0>	<b>\$144,816.00</b>

<sup>1</sup>Possible Bid Preferences and Discounts includes only Small Business Preference, City Sales tax Preference and Prompt Payment Discounts

<sup>2</sup>AllStar Fire submitted equivalents for all of the boots except for the Haix Special Fighter Xtreme Leather Duty Boots. The equivalents submitted are considered non-responsive because AllStar Fire did not get approved by the Fire Department's Operations' Assistant Chief for these equivalents prior to bid submittal and bid due date.

<sup>3</sup>Mallory Safety & Supply submitted the Fire Dex Leather Bunker Boots as an equivalent to the Pro Warrington 5006 Leather Turnout Boots. This equivalent was approved by the Fire Department's Operations' Assistant Chief prior to bid submittal and bid due date.

#### Recommend Award of Contract To:

AllStar Fire Equipment, Inc.  
2552 Barrington Court  
Hayward, CA 94545  
Contact: Lee A. Fishel  
(510) 887-6295

Mallory Safety & Supply  
44380 Osgood Road  
Fremont, CA 94539  
Contact: Alex Bunker  
(559) 658-5895

Fisher Scientific Company, LLC  
300 Industry Drive  
Pittsburgh, PA 15275  
Contact: Brian Codispot  
(724) 517-1500

**Total Amount of Award: \$65,000.00**  
**Total Bid Amount: \$195,445.03**

**Total Amount of Award: \$45,000.00**  
**Total Bid Amount: \$43,746.50**

**Total Amount of Award: \$140,000.00**  
**Total Bid Amount: \$144,816.00**