



CITY OF NOVI CITY COUNCIL
JULY 28, 2025

SUBJECT: Approval to purchase twelve (12) sets of protective turnout gear for the Novi Fire Department from Phoenix Safety Outfitters in the amount of \$47,976.

SUBMITTING DEPARTMENT: Public Safety – Fire Department

KEY HIGHLIGHTS:

- This is for the annual replacement of firefighter turn-out gear (full-time and part-time) on a 10-year cycle
- Phoenix Safety Outfitters is an authorized dealer for LION, who holds the National Purchasing Partners (NPP) cooperative purchase agreement.
- Replacement is included in the annual uniform budget within the General Fund
- Turn-out gear inspected on an annual basis

FINANCIAL IMPACT

	FY 25/26	Total
EXPENDITURE REQUIRED	\$ 47,976.00	\$ 47,976.00
BUDGET		
1. Uniform Expenditures (101-336.00-741.000)	\$48,000.00	\$ 48,000.00
APPROPRIATION REQUIRED	\$ N/A	\$ N/A
FUND BALANCE IMPACT	\$0	\$0
<ul style="list-style-type: none">• Net impact of budget is \$0• Annual Turn-Out Gear Replacement included in annual budget		

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 has a standardized replacement schedule for these coats and pants. The replacement of the turn-out gear has been included in the annual uniform budget for the 2025-2026 fiscal year. Phoenix Safety Outfitters is an authorized distributor for LION who holds a NPP Cooperative purchasing contract.

RECOMMENDED ACTION: Approval to purchase twelve (12) sets of protective turnout gear for the Novi Fire Department from Phoenix Safety Outfitters, an authorized dealer for LION, who holds the National Purchasing Partners (NPP) cooperative purchase agreement for \$47,976.



REMITTANCE ADDRESS
 PHOENIX Safety Outfitters
 P.O. Box 20445
 Upper Arlington, OH 43220

Physical Address:
 PHOENIX Safety Outfitters
 110 W Leffel Lane
 Springfield, Ohio 45506

Bill to:

TODD SEOG
 CITY OF NOVI FIRE DEPT
 42975 GRAND RIVER AVE
 NOVI MI 48375
 UNITED STATES
 Customer Phone:
 Customer Email: tseog@cityofnovi.org

Item ID	Item name	Qty	Item \$ Extended \$	
CUSTPO	Customer Purchase Order Number: Per Chief Seog emails	1	\$0.00	\$0.00
YOUR DEPARTMENT COST - NPP CONTRACT PS20065 Prices or below				
	Below Gear to Spec PH3Q2034	1	\$0.00	\$0.00
NOV(OAKMI)-VFC	LION TURNOUT COAT CONFIGURED TO CUSTOMER SPECIFICATION// PH3Q2034 Verified: [0220] Valid Thru: [033121] Color: PER SPEC	12	\$2499.00	\$29988.00
NOV(OAKMI)-VFP	LION TURNOUT PANT CONFIGURED TO CUSTOMER SPECIFICATION // PH3Q2034 Verified: [0220] Valid Thru: [033121] Color: PER SPEC	12	\$1499.00	\$17988.00
NAME LIST:	THE FOLLOWING PERSONNEL ARE RECEIVING THE ABOVE PRODUCT: Verified: [0621]	1	\$0.00	\$0.00
FRT-NC-DROP	There shall be No Freight Charged on this Drop Ship Order // Reference Date Shipped in Header: Verified: [0621]	1	\$0.00	\$0.00

Subtotal \$47976.00 Total \$47976.00

Not rated @ 0% \$0.00

MI - Tax Exempt 2017 @ 0% \$0.00

(937) 324-2537

EIN:
 41-2241348

Quotation: 270912

(DO NOT PAY FROM THIS DOCUMENT/S&H MAY NOT BE INCLUDED)

Quotation Date: **25 Jun 2025**

Shipping Method: **Best Way**

Account Rep: **James Hayes**

Accounting Questions: **cgrogan@phoenixoutfitters.com**

Accounting Phone: **614-203-0247**

Sales Tax Registrations:

Ohio (91-050790)

Indiana (0158424336)

Michigan (41-2241348)

Ship to:

TODD SEOG
 CITY OF NOVI FIRE DEPT
 42975 GRAND RIVER AVE
 NOVI MI 48375
 UNITED STATES
 Customer Phone:
 Customer Email: tseog@cityofnovi.org

MEMORANDUM



TO: JOHN MARTIN FIRE CHIEF
FROM: TODD SEOG ASSISTANT FIRE CHIEF
SUBJECT: 2025 TURNOUT GEAR
DATE: JULY 8, 2025

The Novi Fire Department is requesting approval for the purchase of 12 new sets of Lion V-Force turnout gear in accordance with NFPA 1851 standards and our department's gear replacement protocol.

Turnout gear is one of the most essential pieces of protective equipment for our firefighters. Each set includes a coat, pants, and suspenders, and is constructed with a fire-resistant outer shell, a thermal layer, and a moisture barrier. These components are critical for firefighter safety and must meet strict standards set by the National Fire Protection Association (NFPA 1851).

As part of our standard operating procedure, all turnout gear is inspected and cleaned after each fire event and undergoes a full inspection annually. Gear is replaced based on the following criteria:

- The gear is 10 years old
- Damage to the thermal layer
- Improper fit

This year, we have identified 12 sets of gear that meet one or more of the above criteria for replacement.

The department purchases Lion V-Force turnout gear through Phoenix Safety Outfitters, utilizing National Purchasing Partners (NPP) Contract PS20065. NPP contracts are competitively solicited and include "piggybacking" language, allowing member agencies like the City of Novi to participate. This contract provides a 35% discount off the list price. The total cost for 12 sets is \$47,976. NPP contact PS20065 has been extended until April 13, 2026 and is valid.

Upon approval, Phoenix Safety Outfitters will schedule fittings to ensure proper sizing for each firefighter receiving new gear.



Publicly Solicited Contract	Expiration Date Apr 13, 2026	Renewal Limit Apr 13, 2026	Contract # PS20065	Lead Public Agency League of Oregon Cities
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This is a publicly solicited contract established through an RFP process conducted by a Lead Public Agency. This contract satisfies formal competitive bid requirements of most states. All NPPGov members are urged to seek independent review by their legal counsel to ensure compliance with all state and local requirements.

[Documents](#)

[Access Contract](#)

[Details](#)

Products on Contract

- Firefighter Turnout Gear
- Wildland Firefighting Gear
- Technical Rescue Ensembles
- CBRN Equipment
- Stationwear
- EMS & General Fire Garments
- Maintenance and Cleaning Services
- Med Pro
- CBRN
- Helmets - Gloves - Boots
- LION Academy Online



LION is the world's largest supplier of structural fire personal protective clothing for first responders. LION has a legacy and on-going vision of introducing new products and services — always designed to ensure the health, safety and performance of first responders. Game-changing innovations in PPE designed to best prepare firefighters, EMS teams and law enforcement officers for the new dangers and hazards they face each day.

Additional Company Information

[LION Website](#)

[LION 1915 Contract Overview](#)

NPPGov Customer Service

customerservice@nppgov.com

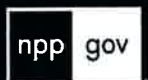
Phone: 877.329.8847

Testimonial



The purchase went great with no problems whatsoever. I do plan on checking/using NPPGov for any future purchases.

- Public Employee from Lyon County, Nevada



17930 International Blvd, Suite 900
Seattle, WA 98188 | 877.329.8847
customerservice@nppgov.com

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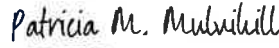
March 13, 2025

RE: Contract Number: PS20065 (RFP 1915 FIRE FIGHTER PERSONAL PROTECTIVE EQUIPMENT)

To Whom It May Concern:

Through this letter, I wish to notify you that, pursuant to section 3.1 of the aforementioned agreement between the League of Oregon Cities and LION, the agreement has been automatically extended one-year until the anniversary of the Effective Date in 2026.

Sincerely,

Signed by:

0BD4F25C35F54D0

Patricia M. Mulvihill
Executive Director
League of Oregon Cities