



KACHEMAK EMERGENCY SERVICES

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ROBERT W. CICCIARELLA
CHIEF

To: Mike Navarre, Mayor
Thru: Valentina Sustaita, Purchasing and Contracting Director *V. Sustaita*
From: Bob Ciccirella, Fire Chief *RWC*
Date: March 31, 2017
Subject: Authorization to Sole Source Purchase Globe Turnout Gear

Under section 5.28.280A of the Borough code, KESA is seeking authorization to purchase Seven (7) sets of Globe Turnout Gear to be made with a more durable material and a safer lining for firefighters. KESA has standardized on Globe Turnout Gear which allows for interchangeable pieces for sizing purposes but also for the ease and cost of repair and maintenance, and simplifying firefighter rescue. KESA has done extensive research on turnout gear as reported in my March 5, 2015 Sole Source request and feel that standardization on Globe Turnout Gear supports a phased total replacement of gear over time. The existing Globe turnouts are entering into their "End of Life Cycle". Due to the initial purchase schedule, and the consistency in manufacturer, we can gradually replace the gear currently in service over a period of three (3) to four (4) years. Another benefit important to a volunteer agency is the interchangeability of the coats and pants. We cannot afford to purchase customized gear due to the turnover of volunteers.

Our findings, after speaking with independent gear consultants and reviewing industry material tests results show that all manufacturers offer gear made with the same materials. The differentiator is not the material but the quality of the assembly, fit, and combination of shell, liner and thermal barrier. Other brands have shown to be less durable and poorer quality.

Last year we field tested four (4) sets of this model of Globe Turnouts and the firefighters are still favorable to the fit, durability, maneuverability and enhance dexterity of the Globe Fire Suits. Globe Turnout Gear is also "Volunteer Friendly" as their design is not as tapered as other manufacturers therefore it is more accepting to a wide range of sizing of individuals. This allows for gear to be easily recycled to a new recruit through volunteer turnover.

We are requesting LN Curtis & Sons as the sole source vendor for this purchase (letter attached) as they are the only dealer authorized by Globe for the western states including Alaska.

I respectfully request your approval for this purchase in the amount of \$17,464.00. Funding for this project is in account number: 212.51810.00000.48760

Mike Navarre
Mike Navarre, Mayor

4/4/2017
Date

FINANCE DEPARTMENT ACCOUNT VERIFIED	
Acct. No. <u>212.51810.00000.48760</u>	
Amount <u>\$17,464.00</u>	
By: <u>ap</u>	Date: <u>4/3/17</u>

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March 31, 2017

To Whom It May Concern:

This letter is to confirm that LN Curtis & Sons, headquartered in Oakland, California, is our exclusive authorized distributor for all **Globe products** in the states of Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington and Wyoming for Globe Manufacturing Company, LLC.

GLOBE MANUFACTURING COMPANY is a 130-year old family owned and operated business engaged in the manufacture of turnout clothing for the fire and rescue industry. We take great pride in the design and construction of our garments and strive to continue to make the best products available in today's marketplace. We do business as Globe Firefighter Suits, Cairns Protective Clothing, Globe EMS, LLC and Globe FootGear, servicing a variety of needs. In addition, we offer care & cleaning services and training.

LN Curtis & Sons and Globe Manufacturing Company, LLC have been strong partners for many years. By working together, we provide the high quality service that all of our customers expect and deserve.

We appreciate your interest in Globe Manufacturing Company products.

Sincerely,
GLOBE MANUFACTURING COMPANY, LLC

Mark Dolim

Mark Dolim
National Sales Manager

MD/nms

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GLOBE MANUFACTURING COMPANY, LLC | GLOBE MANUFACTURING COMPANY—OK, LLC
GLOBE LIFELINE, LLC | GLOBE FOOTWEAR, LLC | GLOBE CARES, LLC