



Folsom City Council Staff Report

MEETING DATE:	6/23/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11652 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with AllStar Fire Equipment Inc. for the Procurement of Structural Firefighting Protective Turnout Coats and Pants for a Total Not to Exceed Amount of \$135,000
FROM:	Fire Department

RECOMMENDATION / CITY COUNCIL ACTION

The Fire Department recommends that the City Council adopt Resolution No. 11652 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with AllStar Fire Equipment Inc. for the Procurement of Structural Firefighting Protective Turnout Coats and Pants for a Total Not to Exceed Amount of \$135,000.

BACKGROUND / ISSUE

The Folsom Fire Department makes every effort to issue each member two complete sets of structural firefighting turnout gear (coat and pants) in accordance with NFPA 1851, Standard on Selection, Care, and Maintenance of Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting. Turnout gear has a maximum service life of ten (10) years from the date of manufacture, after which it must be retired from service regardless of condition. A significant portion of the Department's current turnout inventory is at or approaching the end of its NFPA 1851 service life and must be replaced to maintain compliance and ensure that personnel are equipped with serviceable, properly fitting protective gear. In July 2022, the International Agency for Research on Cancer (IARC) classified occupational exposure as a firefighter as a Group 1 carcinogen on the basis of sufficient evidence linking the occupation to multiple cancers. Maintaining two sets of NFPA-compliant turnouts per firefighter, paired with on-scene gross decontamination and post-incident cleaning, is recognized as a key cancer-

risk-reduction practice because it allows soiled gear to be removed from service after a working fire while keeping the firefighter outfitted with a clean second set. Procuring the thirty (30) sets requested in this action will allow the Department to replace gear reaching the end of its service life, maintain the two-set issuance standard, and outfit new and reassigned personnel.

POLICY / RULE

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by City Council.

Section 2.36.140, Sole Source Procurement of the Folsom Municipal Code states prior to submitting a purchase request, the requesting department shall conduct a survey of available sources to determine whether there is only one (1) source for the required supply, equipment, service or construction item. Upon review and approval by the Purchasing Agent, the Finance Director and City Manager, a contract may be awarded without competition. The purchasing agent, or his/her designee, shall conduct negotiations, as appropriate, as to price, delivery and terms. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk. (Ord. 723 § 3 (part), 1991).

In accordance with Chapter 2.36.170 of the Folsom Municipal Code, the purchasing agent may enter into cooperative purchasing agreements with other public procurement units without following Sections 2.36.080, 2.36.090, and 2.36.100. These agreements can include joint or multiparty contracts or state contracts extended to the city.

ANALYSIS

Structural firefighting turnout gear is a critical element of personal protective equipment and is required for entry into immediately dangerous to life and health (IDLH) atmospheres. The specified Lion V-Force ensemble supports the following:

- Meets or exceeds NFPA 1971, Standard on Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting (current edition);
- 7-ounce PBI Max outer shell paired with a CROSSTECH® Black moisture barrier, providing high thermal performance and durability for the call profile experienced by Department personnel, plus fluid penetration and viral barrier protection consistent with current best practices for biohazard exposure;
- Glide Ice™ face cloth on the thermal liner to reduce drag, improve donning and doffing speed, and reduce on-scene cardiovascular and thermal strain on the firefighter; and
- Configured per Folsom Fire Department specification PSGQ33294, which standardizes panel layout, color, trim, pocket configuration, and reflective striping across the Department's ensemble inventory to ensure consistency in training and field deployment.

Following an evaluation of available structural turnout ensembles, fitting trials, and field personnel feedback, staff recommends the continued issuance of the Lion V-Force structural firefighting ensemble configured to Folsom Fire Department specification PSGQ33294.

Key benefits of the Lion V-Force ensemble include the PBI Max outer shell's superior heat and abrasion resistance relative to standard Nomex/Kevlar blends, the CROSSTECH® Black moisture barrier's combined thermal protection and viral/fluid barrier performance, the Glide Ice™ liner's reduction in metabolic load during interior operations, and full conformance to the Department's existing PSGQ33294 specification so that newly issued ensembles are interoperable and visually identical to gear currently in service.

The Lion V-Force ensemble configured to Folsom specification PSGQ33294 is a proprietary product manufactured by LION Group, Inc., and the Department's long-established regional supplier for this product is AllStar Fire Equipment, Inc. of Arcadia and Hayward, California. Because the gear must conform to the existing Folsom specification already in service with Department personnel, and because Lion gear in this configuration is supplied in Northern California through AllStar Fire Equipment, the Fire Department recommends a waiver of bid pursuant to Folsom Municipal Code §2.36.140.

FINANCIAL IMPACT

If approved, the agreement with AllStar Fire Equipment, Inc. would be for an amount not to exceed \$135,000. Sufficient funds are budgeted and available in the General Fund, Safety Equipment/Chemicals (Fund 0102221-6103004) for the cost of the agreement. The purchase agreement includes thirty (30) Lion V-Force structural firefighting turnout coats at \$2,458.76 each, thirty (30) matched Lion V-Force turnout pants at \$1,603.63 each, all configured per Folsom Fire Department specification PSGQ33294, plus California sales tax at 7.75%. The aggregate invoiced cost across the three referenced AllStar Fire Equipment documents is \$131,316.76, with the not-to-exceed authorization of \$135,000 providing approximately \$3,683 in contingency for sizing replacements, accessory items, or measurement-related adjustments.

ENVIRONMENTAL REVIEW

This action is not considered a project under Section 15061(b)(3) of the California Environmental Quality Act Guidelines, and as such is exempt from environmental review.

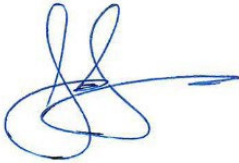
ATTACHMENTS

1. Resolution No. 11652 - A Resolution Authorizing the City Manager to Execute a

Purchase Agreement with AllStar Fire Equipment Inc. for the Procurement of Structural Firefighting Protective Turnout Coats and Pants for a Total Not to Exceed Amount of \$135,000

2. AllStar Fire Equipment Inc. quotes FFD041726-1 and FFD041726-2

Submitted,

A handwritten signature in blue ink, consisting of a stylized 'J' and 'S' followed by a horizontal line.

Jason Solak, Fire Chief

Attachment 1

Resolution No. 11652 - A Resolution Authorizing the City Manager to Execute a Purchase Agreement with AllStar Fire Equipment Inc. for the Procurement of Structural Firefighting Protective Turnout Coats and Pants for a Total Not to Exceed Amount of \$135,000

RESOLUTION NO. 11652

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A PURCHASE AGREEMENT WITH ALLSTAR FIRE EQUIPMENT INC. FOR THE PROCUREMENT OF STRUCTURAL FIREFIGHTING PROTECTIVE TURNOUT COATS AND PANTS FOR THE TOTAL NOT TO EXCEED AMOUNT OF \$135,000

WHEREAS, the Folsom Fire Department makes every effort to issue each member two complete sets of structural firefighting turnout gear in accordance with NFPA 1851; and

WHEREAS, turnout gear has a maximum service life of 10 years from the date of manufacture, after which it must be retired from service regardless of condition; and

WHEREAS, procuring the 30 sets requested will allow the Department to replace gear reaching the end of its service life, maintain the two-set issuance standard, and outfit new and reassigned personnel; and

WHEREAS, the Lion V-Force ensemble configured to Folsom specification PSGQ33294 is a proprietary product manufactured by LION Group, Inc., and the Department's long-established regional supplier for this product is AllStar Fire Equipment, Inc.; and

WHEREAS, the 30 replacement turnouts purchase agreement total does not exceed the amount of \$135,000 providing approximately \$3,683 in contingency; and

WHEREAS, sufficient funds are budgeted and available in the General Fund, Safety Equipment/Chemicals (Fund 0102221-6103004); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney;

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement with AllStar Fire Equipment Inc. for replacement turnouts for a total not to exceed amount of \$135,000.

PASSED AND ADOPTED this 23rd day of June 2026, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2

AllStar Fire Equipment Inc. quotes FFD041726-1 and FFD041726-2



12328 Lower Azusa Road
Arcadia, CA 91006
(626) 652-0900

2613 Barrington Court
Hayward, CA 94545
(510) 887-6295

Log Number:

CONFIRMATION

FFD041726-1

Written By
John Murphy

Bill To: Folsom Fire Department
535 Glenn Drive
Folsom, CA. 95630

Ship To: Same
Attn: Aaron Hill

Phone:

Email:

Date		Date Required	Cust. Order #	Tax Exempt #	Terms	F.O.B.	Salesperson	Ship Via
4/17/2026			Email Aaron		Net 30	Destination	Cassandra	Drop Ship
Quantity	U/M	AllStar Cost	Description				Price	Amount
5	EA		Lion V-Force Turnout Coat. PBI Max, 7 oz, Traditional Liner, Glide Ice™ face cloth. CROSSTECH® BLACK Moisture Barrier, Color Black , Per Folsom Spec PSGQ33294				2,458.76	12,293.80
5	EA		Lion V-Force Turnout Pants. PBI Max, 7 oz, Traditional Liner, Glide Ice™ face cloth. CROSSTECH® BLACK Moisture Barrier, Color Black , Per Folsom Spec PSGQ33294				1,603.63	8,018.15
			Vendor: Lion P. O. #					
						Subtotal		\$20,311.95
						Sales Tax	7.750%	\$1,574.18
						Freight		\$0.00
						Total		\$21,886.13



Log Number:

CONFIRMATION

FFD041726-2

Written By

John Murphy

12328 Lower Azusa Road
Arcadia, CA 91006
(626) 652-0900

2613 Barrington Court
Hayward, CA 94545
(510) 887-6295

Bill To: Folsom Fire Department
535 Glenn Drive
Folsom, CA. 95630

Ship To: Same
Attn: Aaron Hill

Phone:		Email:						
Date		Date Required	Cust. Order #	Tax Exempt #	Terms	F.O.B.	Salesperson	Ship Via
4/17/2026			Email Aaron		Net 30	Destination	Cassandra	Drop Ship
Quantity	U/M	AllStar Cost	Description				Price	Amount
25	EA		Lion V-Force Turnout Coat. PBI Max, 7 oz, Traditional Liner, Glide Ice™ face cloth. CROSSTECH® BLACK Moisture Barrier, Color Black, Per Folsom Spec PSGQ33294				2,458.76	61,469.00
25	EA		Lion V-Force Turnout Pants. PBI Max, 7 oz, Traditional Liner, Glide Ice™ face cloth. CROSSTECH® BLACK Moisture Barrier, Color Black, Per Folsom Spec PSGQ33294				1,603.63	40,090.75
			Vendor: Lion P. O. #					
						Subtotal		\$101,559.75
						Sales Tax	7.750%	\$7,870.88
						Freight		\$0.00
						Total		\$109,430.63

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to facilitate double-sided printing
and minimize paper use.*



CITY OF
FOLSOM
DISTINCTIVE BY NATURE