

**GOVERNMENT OF THE DISTRICT OF COLUMBIA
Office of Contracting and Procurement**



**DETERMINATION AND FINDING FOR A
SOLE SOURCE PROCUREMENT**

CONTRACT NO.:

CAPTION: PBI Gold Matrix Firefighters Ensemble Coats and Paints

CONTRACTOR: Globe Manufacturing Company, LLC

AGENCY: Fire and Emergency Medical Services (FEMS)

FINDINGS

- 1. Authorization:** D.C. Official Code §2-354.04, 27 DCMR 1304 and 1702
- 2. Minimum Need:** The District of Columbia Fire and Emergency Services has a need to standardize the purchase of its protective gear coated in Polybenzimidazole, also known as PBI gear, to a single manufacturer, Globe Manufacturing Company, LLC.
- 3. Estimated Reasonable Cost:** \$900,000.00 per year
- 4. Facts Which Justify Sole Source Procurement:**

The District of Columbia has procured Globe PBI gear for the last 30 years. Over the course of time, FEMS has established a working relationship with Globe in the research and development of customized gear that provides greater protection to the District's firefighters. Examples of this synergy include improved knee padding to better protect the knee and to increase thermal protection, development and design of an integrated harness within the bunker pant for ease of deploying the self rescue escape system.

The symbiosis of this interaction has resulted in substantial reductions in firefighter injuries and loss of life over the past few decades. The District however really has never capitalized on this partnership in order to generate savings in the purchase price of the gear. Acknowledging that the District will continue to procure Globe gear in the coming years, it is requested that FEMS formally recognize the standardization of its PBI gear and establish a multi-year agreement with Globe. At this time and in recognition of the continued business and value of the District's name, Globe is offering the District a 54% discount from list price on all purchases for the next three years.

A market survey was conducted across the U.S. of States that have contracts for the supply of Globe firefighting gear. The results of this survey are found below and indicate that the District's discount of 54% is higher than all other States, even though the annual spend is far less than these States.

State of Mississippi	47%
State of New Jersey	25%
State of New York?	30%

Standardization will allow for greater confidence and morale among the ranks. In times of high stress and threat of the loss of life, it is essential that our firefighters know exactly where each and every pocket and tool are placed. Consistency in the placement pockets, harnesses, reinforcements and stress points allow for greater confidence when entering structures fires or situations that require protection from sharp intrusions and heated metal.

As a by-product of standardization, Globe is also offering the District free warranty repairs during each of the twice annual cleaning programs. Cleaning may also be discounted to the District, reflecting additional costs savings not currently realized outside of a standardized multi-year program.

The District of Columbia FEMS department currently purchases G-Xtreme structural firefighting personal protective equipment (PPE), manufactured exclusively by Globe Manufacturing Co., LLC. The G-Xtreme design is proprietary to Globe and is defined by certain patent-pending features that are not to be replicated, including the Axtion sleeve, Axtion back, Axtion seat, Axtion knee, Axtion liner (coat and pant), adjustable front closure/elasticized back (pant). Free hanging throat tab (coat). The reflective trim on all of the garments is sewn on with thread that is protected by Globe's patented Trim Trax Kevlar cording. These proprietary features are standard on all G-Xtreme models, and set this garment apart from other products in the market.

It is anticipated that the District will save \$300,000 over the life of this agreement by implementing this standardization program.

Therefore, it is requested that we procure these goods through a Sole Source Contracting agreement with Globe Manufacturing.

CERTIFICATION BY THE AGENCY DIRECTOR:

I hereby certify to the best of my knowledge that the above findings are true, correct and complete.

Date

Dennis L. Rubin, Chief
Department of Fire and
Medical Services

CERTIFICATION BY THE CONTRACTING OFFICER

I hereby certify to the best of my knowledge that the above findings are true, correct and complete.

Date

Courtney Lattimore, CFCM
Commodity Manager

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under Section 303 of the District of Columbia Procurement Practices Act of 1985 (D.C. Law 6-85; D.C. Official Code 2-303.03(a)(1)).

Accordingly, I determine that the District is justified in using the sole source method of procurement for the structural fire fighting gear and it will be advantageous to the District.

Date

James D. Staton, Jr.
Chief Procurement Officer