



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

1000 Rochester Hills Dr.  
Rochester Hills, MI 48309  
248.656.4630  
[www.rochesterhills.org](http://www.rochesterhills.org)

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Legislative File No: 2021-0312

**TO:** Mayor and City Council Members  
**FROM:** Sean Canto, Chief Fire and Emergency Services  
**DATE:** August 16, 2021  
**SUBJECT:** Digital Fire Training Prop

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**REQUEST:**

City Council is requested to authorize the purchase of a Digital Fire Training Prop and related accessories to Phoenix Safety Outfitters, Springfield, OH in the amount of \$35,192.75.

**REASON FOR PURCHASE:**

The Fire Department has been researching options to be able to provide fire training by utilizing a gas fired prop in their training tower for the past couple of years. After looking into the heat that the prop would generate, and considering risk and safety factors it was determined that a gas fired prop may not provide the best solution for the department. This was determined based on consideration of the amount of heat and high temperatures that would be generated on a continual basis and that based on the age and condition of the training tower structure that it may not be strong enough for the concrete foundation to withstand that over a long period of time. The department started looking at additional solutions in which fire scenarios could still be created without the use of gas and heat and discovered a digital fire training system that allows firefighters to train in areas where live fire is not possible, but can still simulate fire by using realistic digital flames and responds to the fire fighters actions with the hose, etc. and create a realistic atmosphere.

Award is recommended to Phoenix Safety Outfitters, Springfield, Ohio as the single source vendor that is identified as the distributor the City is required to purchase the Lion Attack™ Digital Training System through as they are the only vendor that can provide the needed training and support the City will require after the purchase, additionally the Lion Attack™ Digital Training System is sole source and there are no other similar systems in the market.

**PROCESS:**

**Vendor Name and Address:**

Phoenix Safety Outfitters  
1619 Commerce Road  
Springfield, OH 45504

**Reason for Selection:**

Sole Source

**Method of Purchase:**

Purchase Order

**BUDGET:**

Funding is included in the FY 2021 Adopted Budget.

<b>Fund Name</b>	<b>Department Account No</b>	<b>Account No. Description</b>	<b>Budget Amount</b>	<b>Cost</b>	<b>Remaining Budget</b>
Fire Capital Fund	402.977000	Equipment: Capitalized	\$50,000.00	\$35,192.75	\$14,807.25

**RECOMMENDATION:**

City Council is requested to authorize the purchase of a Digital Fire Training Prop and related accessories to Phoenix Safety Outfitters, Springfield, OH in the amount of \$35,192.75.

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<b>APPROVALS:</b>	<b>SIGNATURE</b>	<b>DATE</b>
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney       Yes       N/A