

*The ultimate support program for your  
Personal Protective Equipment (“PPE”)*

# Total PPE

P R O G R A M

- *Save Money*
- *Increase Services*
- *KNOW Full Program  
PPE Costs Up Front*



**A comprehensive industrial  
laundry, repair, tracking  
and clothing management  
program.**

**TOTALFIRE** GROUP®  
ADVANCED PERSONAL PROTECTION

## What Is TOTAL PPE?

**Total PPE** is a Total Fire Group offering designed to make all fire service PPE products simultaneously more cost efficient and more effectively protective, through use of:

- In-place industrial launderers
- Repair programs, and
- Tracking and PPE management infrastructures

The program can also be easily combined with Quartermaster programs.



## Does TOTAL PPE relate only to clothing?

Not at all. We started with Morning Pride clothing in 2000. Since then, Total Fire Group has developed programs for ALL of our own fire service brands:

- Morning Pride Clothing
- Morning Pride Helmets
- PRO-Warrington Boots
- Ranger Boots
- Servus Boots
- Fire-Warrior Micro Thermal Imaging Cameras
- Kore-Kooler Rehab Chairs
- American Firewear Gloves, Hoods, Suspenders, Gear Bags, Auxiliary Clothing and Special Operations Recovery Drag device.



Total PPE may be applied to other branded PPE, and auxiliary gear such as station uniforms, fire axes, SCBAs, etc.

## What prompted the availability of TOTAL PPE?

- The fire service is the last vocational field where the employer provides and maintains the vocational clothing. Most industries have gone to professional clothing care programs due to cost efficiencies: extra services that can be provided at lower costs, due to the infrastructures which professional care providers have in place, and the cost efficiencies those existing infrastructures allow.
- Until 2001, no fire service cleaning and care standard existed. NFPA 1851, *Standard on Selection, Care and Maintenance of Structural Fire Fighting Protective Ensembles*, first published in 2001, provided that standard. It is a companion document to NFPA 1971, *Standard on Protective Ensembles for Structural Fire Fighting Ensembles*.
- Until there was a national cleaning and care standard, professional cleaners were reluctant to enter our high liability-exposure marketplace. NFPA 1851 provides that national standard, and allows the entry of these professional program managers.
- The fire service increasingly recognized the need for professional care because of:
  - Emerging research on the importance of clean and properly repaired gear
  - New requirements for garment traceability and tracking
  - NFPA 1500 requirement that gear MUST be cleaned at least every 6 months



# What does Total PPE typically include?

Total PPE can be custom tailored to a department's specific needs, but typically, it includes:

## 1. Spreading acquisition costs of PPE over its useful life:

- Removes need for huge, upfront out-of-pocket costs when PPE is initially acquired
- Makes full department conversions more feasible (no unequal level of protection issues)
- Makes system upgrades to the most protective and most comfortable products more feasible
- Makes two sets per member more feasible
- Clothing expenses are known, budgetable amounts that are roughly equivalent year to year
- At end of contract or useful life of the gear, new gear may be acquired just by continuing monthly payments (at approximately the same \$ levels)
- Since banks' income on municipal interest income is federally tax exempt, rates being quoted to fire departments are VERY low (often below the municipalities' rate of investment income)
- Total Fire Group arranged financing is available, but local banks are welcome to participate



Industrial Cleaning

## 2. Includes cleaning and repair services: Either pay per service

- Cleaning at per event price, which includes inspection, pick up and delivery and
- Repairs charged per event



Inspection



Repair

Or build into acquisition cost and monthly or weekly payments

- Cleaning remains at per event price.
- Repairs are estimated by us, and that becomes the maximum repair exposure for the department (our estimate is based on the durability of materials selected and guarantees available on various fibers).
- Only net present value of cleanings and estimated repair costs is added to acquisition cost of the PPE. We use a 10% cost of capital for these NPV calculations.

## 3. Guaranteed wear life, that is, continued physical integrity

Guaranteed wear life does not include continued moisture barrier high and low pressure test capability, but rather simply physical integrity (i.e. Structural) as many moisture barriers will exhibit pin-point leakages and seam tape delamination over time.

Guaranteed wear life is typically 5-year life or 15 launderings for gear, whichever occurs first, although some less durable materials can only be guaranteed with a 3-year life or 9 launderings, whichever occurs first.

- Most outer shells, with the exception of 6-oz outer shells, are limited to a 5-year life guarantee.
- Moisture barrier is Crosstech®
- All thermal barriers are available and can be guaranteed for a 5-year life.
- Guaranteed wear life is possible because we clean, inspect, make needed repairs, and because of the high quality of our PPE
- Guarantee is for wear, not for unusual deterioration, such as battery acid, thermal challenge etc. Such exposures can be covered at extra expense, if desired.
- For wear life and care program availability on other items (helmets, gloves, etc.), please see comments in Total PPE Request for Quote Worksheet.

## 4. Tracking and accountability bar coding

- Breathable labeling
- Flame resistant labeling
- Interleaved 2 of 5 symbology as recommended by the Uniform & Textile Service Association (UTSA), not fragile, dirt-sensitive 2-dimensional barcodes
- Utilizes Morning Pride state-of-the-art **Advanced Protective Tracking (APT)**. Please see our Total Fire Group helmet, boot, or clothing catalogs for a full discussion of APT.



Model #: LTO3212TZ  
 Mfg. Date: 05/08/2005  
 OS: PBI 7.5 oz Ripstop EWR  
 TL: Spun/filament Nomex facecloth/Light K  
 MB: Crosstech on Nomex pajama check



**Station Pick-Ups & Deliveries**

**Barcode Controlled Processing**

**MIS Support**

**5. Interactive APT database for any desired Fire Department report:**

- Allows unlimited customizable reports, by inquiry and cross-inquiry. Example: How many members of Battalion 46 have had cuff repairs?
- Allows automatic data loading of member names (to assign clothing to).

**6. Compliance to NFPA 1851 recordkeeping requirements**

**7. MIS support**

**Additionally, what can TOTAL PPE include?**

- Station pickup and delivery of garments cleaned or repaired
- Sizing replacements, at extra cost
- Non-wear retirement replacements (at extra cost) This would be non cost effectively repairable exposures to unusual events, such as widespread battery acid or high thermal loading, UV exposure, etc.
- New Proby/Recruit garments, at extra cost
- Replacement due to accidental loss of garments, at extra cost

All these events can be included in a Total PPE contract by including a percentage allowance. Or the department can simply buy this type of product when needed. If the department opts to buy this type of product, in the case of replacement product, the department would also continue with the monthly payment on the old gear, which will pay off the old garment and allow care of the new garment. For new product (new proby gear), the department would buy the product as well as the Net Present Value of the cleanings/ repairs that garment would use until the current care provider contract ended (or pay per service on that new garment).

**How can this Total PPE Program be MORE cost effective?**

Specialists in clothing management with facilities, programming and research staff in place can more cost effectively process product

1. Up to 600 lbs dry weight laundry loads
2. Barcode-controlled processing
3. Drivers on the road already passing firehouses
4. Chemists on hand to fine-tune cleaning formulas to enhance product life

Industrial launderers are technically equipped to isolate life cycle cost effectiveness. Municipal purchasing departments must rely on acquisition cost comparisons, since they have no labs or technical staff, etc. on hand to evaluate which manufacturer's claims are accurate, and often can only learn from horrendous experiences after purchase.

The cheapest acquisition cost product is most often the highest life cycle cost product since it is inadequately reinforced and constructed to keep acquisition costs low.

**Example:**

A \$50 pair of pants that will only last a year is more expensive than a \$100 pair of pants that will last 3 years.

<u>Cost</u>	<u>Life Cycle</u>	<u>Cost per Year</u>
\$50	1 year	\$50
\$100	3 years	\$33

The TOTAL PPE provider can offer product with all services for about \$50 per year, making a comfortable profit AND saving the department money as well.



**Record Keeping**



**Damaged Gear Repair**

## Can we use TOTAL PPE if we do not need to buy new PPE?

Yes, if current fire department product is still good product. Pay for cleaning at the per event price (which includes inspection, pickup and delivery to station), and pay for repair services as needed.

## What about existing PPE inventory?

### Use as non-tactical training gear:

- Mark it with a "T" for Training
  - Lower cleaning and tracking quote
- or

### Use as a loaner pool:

- Not recommended due to equivalence of protection issues
- or

### If still good product:

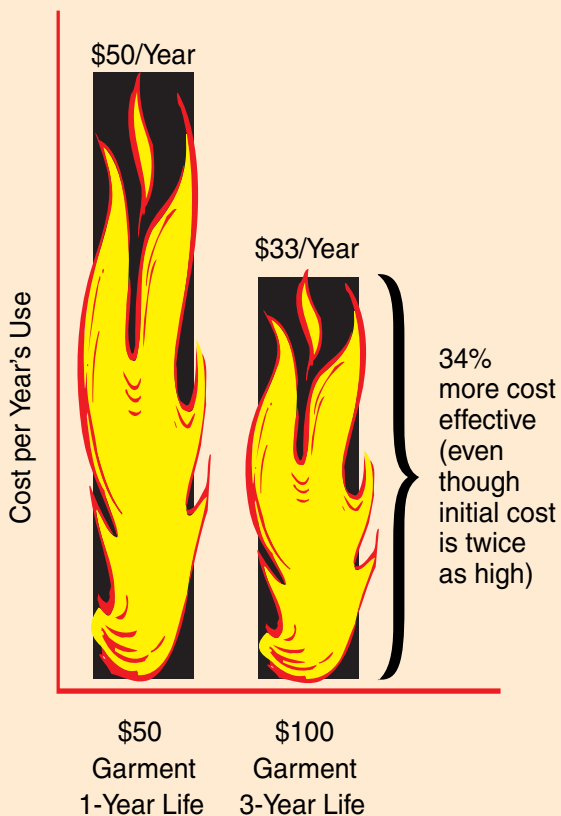
- Pay for per event cleaning. Includes inspection, pickup & delivery
- Pay for repairs as needed. We cannot offer wear guarantees on gear not maintained/ cleaned by us.



**FDNY Gear with "T"**



**Heavy Laundry Equipment**



**Life Cycles**







# REQUEST FOR QUOTE WORKSHEET

The Total Fire Group Reference Guide, Morning Pride Clothing catalog/ price list, other required brand literature and Spec Questionnaire should be consulted as you complete this TOTAL PPE Quote Worksheet. Please review the Total PPE Introduction brochure before completing this worksheet.

Remarks, Special Instructions, Differing Quantities by Product?

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## Step #1—Determine spec to be quoted (pick one):

- From existing spec on file:
  - Clothing Quote #: \_\_\_\_\_
  - Gloves Quote #: \_\_\_\_\_
  - Hoods Quote #: \_\_\_\_\_
  - Boots Quote #: \_\_\_\_\_
  - Station Uniforms Quote #: \_\_\_\_\_
  - Helmets Quote #: \_\_\_\_\_

- Completed new spec questionnaire (please attach)
- Have my Regional Director call to develop

Notes: TOTAL PPE spreads the cost of any spec upgrades so they are MORE feasible to afford. This may be your best opportunity to UPGRADE to a more comfortable and/or more protective spec. Be sure to include spec information on all products you wish included in the quote (Helmets? Gloves? Boots? Station Uniforms?)

## Step #2—Determine quantity to be quoted (pick one in each category product you wish to acquire):

### Bunker gear and/or Gloves and/or Hoods

Bunker gear is guaranteed for five years (unless Nomex Omega or 6 oz. outer shells, in which case the the guarantee and lease period must be limited to three years) IF the Total PPE semi-annual cleanings and required repairs are done. We would provide all necessary wear-related repairs or replacements at no additional charge during the lease period.

Total Fire Group Gloves and Hoods are guaranteed for one year. IF either wears out during a five-year lease with 2 sets per member, you are entitled to up to 8 additional pairs of new gloves and hoods per member over the contract life. IF you opt for less than 2 sets per member, you are entitled to up to 4 additional pairs of gloves and hoods, IF the product wears out during the 5-year lease period. Total PPE programs are not yet widely available for the cleaning and repair of Gloves and Hoods so those responsibilities would remain with the Department (we can provide guidance).

- Qty: \_\_\_\_\_ Recommended 2 sets per member (2 times the # of your members)
- Qty: \_\_\_\_\_ 30% New Loaner Pool plus 1 set per member (1.3 times the # of your members)
- Qty: \_\_\_\_\_ 1 set per member (the # of your members)
- Qty: \_\_\_\_\_ Some other quantity

### Boots/Helmets

Leather boots (excluding laces and zippers), from Total Fire Group, are guaranteed 18 months minimum wear life IF toe protectors (provided at no charge) are used during training. IF leather boots wear out during a five-year lease, you are entitled to up to 4 new pairs per member in a two set lease (60 months ÷ 18 month guarantee equals 3 pair times 2 sets per member or 6 pair maximum over the contract life). With less than 2 sets per member, you are entitled to up to 2 additional pairs of leather boots per member IF the product wears out during the 5-year lease period.

Rubber boots, from Total Fire Group, are guaranteed for one year wear life IF toe protectors (provided at no charge) are used during training. IF rubber boots wear out during a five-year lease with 2 sets per member, you are entitled to up to 8 additional pairs of new rubber boots over the contract life. With less than 2 sets per member, you are entitled to up to 4 additional pairs of rubber boots per member IF the product wears out during the 5-year lease period.

Helmets (excluding faceshields and goggles) are guaranteed for the life of the lease up to five years; whatever repairs or replacements necessary due to wear will be provided.

Total PPE programs are not yet widely available for the cleaning and repair of Boots and Helmets, so those responsibilities would remain with the department (we can provide guidance).

- Qty: \_\_\_\_\_ Recommended 2 sets per member (2 times the # of your members)
- Qty: \_\_\_\_\_ 30% New Loaner Pool plus 1 set per member (1.3 times the # of your members)
- Qty: \_\_\_\_\_ 1 set per member (the # of your members)
- Qty: \_\_\_\_\_ Some other quantity

Remarks, Special Instructions, Differing Quantities by Product?

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### Station Uniforms

Total Fire Group does not manufacture station uniforms. However, we recognize that many Departments wish to coordinate the care and tracking of their PPE and station wear. We have good relationships with the leading manufacturers of station wear and will pass those products through for the convenience of our customers. In station wear, the choice of material determines how many sets per member are necessary to ensure full 3- or 5-year life. Below we have suggested the estimates of how many sets per member are necessary for some of the more popular product choices. We can provide estimates

Detach Along Perforation



# REQUEST FOR QUOTE WORKSHEET

on other station uniform choices as well; please contact us if needed. If you select the recommended quantity, we will guarantee the uniform lease life; otherwise, needed replacements are at department per event expense. This differs somewhat from our treatment of the other parts of the PPE package because station uniform wear life varies from department to department based on use practices more widely than does PPE (some departments will know their uniform use is so low that less sets will get them through the lease period).

Cleaning and repair services are available and will be quoted for station uniforms.

<u>Material Choice</u>	<u>3-year Quantity</u>	<u>5-year Quantity</u>
<input type="checkbox"/> Poly Cotton	9 sets/Mem.	12 sets/Mem.
NOT recommended, Non-NFPA certifiable. (Since it can shrink and melt toward the body in high heat situations)		
<input type="checkbox"/> Cotton	12 sets/Mem.	20 sets/Mem.
NOW NFPA certifiable, very comfortable.		
➔ Qty: _____ Sets per member times number of members (provide # of members here: _____)		

Other Needs or Special Instructions:

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### Step #3 Determine services to be quoted:

Note: Basic TOTAL PPE includes garment acquisition and wear guarantee (when our cleaning and repair program is utilized). Under the Basic Program, cleanings and repairs would be paid per event (although it would be necessary to guarantee the launderer the approximate number of cleanings they gear up for, or the payment for same). Similarly, if we do not clean and inspect the gear at least semiannually (per NFPA requirements) or make noted needed repairs (i.e. to conserve funds the department decides to forgo cleanings or repairs), the wear life guarantee is voided (it is based on the premise that "a stitch in time saves nine").

Please check any of the following additional services you wish included in the quote:

#### Recommended Standard Options

- Twice annual cleanings included in monthly or weekly payments (not per event payments). Cleaning includes inspection pick up and delivery to station.
- Repair cost guarantee (not per event payments) included in monthly or weekly payments.

#### Extended Options

- Sizing exchanges (up to 10% quantity) over the contract life (Note other % if desired \_\_\_\_\_)

- Non wear retirement replacements (up to 5% quantity) over the contract life (Note other % if desired \_\_\_\_\_)
- Proby garments not covered by retiree stock (up to 5% quantity) per year (Note other % if desired \_\_\_\_\_)
- Loss replacements, up to 1% quantity over contract life (Note other % if desired \_\_\_\_\_)
- Up to 10% extra emergency cleanings per year (Note other % if desired, not to exceed 50% \_\_\_\_\_)
- Up to 20% extra emergency cleanings per year (Note other % if desired, not to exceed 50% \_\_\_\_\_)

#### Important Notes:

1. In very limited geographic regions, we may not have available cleaning/route structure capacity. If that is the case in your area, we will contact you to discuss alternatives (perhaps shipping product instead of pick-up).
2. Our technical marketing staff would be delighted to visit your department and talk through this program in person. Contact us at the letterhead contact points to arrange such a visit.
3. TOTAL PPE programs can be configured almost any way a department wishes. If you would like the terms of our quote modified differently from the standard offerings noted here, please contact us and we will be glad to provide same.
4. **Please fax this form to us at 1-937-264-2677.** Your Regional Director (or his representative) will be back in touch within several days.

#### Contact Information

In case we have questions, please provide your contact information:

Department Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Daytime Telephone # \_\_\_\_\_

E-mail \_\_\_\_\_

Fax: \_\_\_\_\_

#### Total Fire Group

Telephone: 1-800-688-6148

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#1 Innovation Court P.O. Box 13616 Dayton, OH 45413

**Please return this form to us via fax at 1-937-264-2677. Our staff will be back in contact within several days with a ballpark quote or answers to any further questions. We think you will be amazed how affordable this full service program is!**

Detach, copy, complete and fax to 1-937-264-2677 for a quote.