

**EXPLANATION OF CONSENT AGENDA ITEM D.(1) – July 27, 2016**

**ITEM:**

Consideration of authorizing staff to issue a purchase order to Williams Fire and Hazard Control, Inc. to purchase an Angus WAT-Hog fire hose and other related fire supplies an amount not to exceed \$327,000.

**EXPLANATION:**

Williams Fire and Hazard Control, Inc. is the sole and exclusive distributor for Angus brand WAT-Hog 7 ¼ Hose. This is a specialized rubber hose which will replace the existing cloth hose for the Shipboard/Shoreside Fire Fighting Equipment. The cloth hose has proven ineffective and quickly broken down on the areas and terrain used. This is especially true at the petroleum tank farm.

The Shipboard/Shoreside Fire Fighting Equipment was purchased in Fiscal Year 2013 and was funded through the 2011 Port Security Grant Program (PSGP). The replacement hose for this equipment will be funded through 2014 Port Security Grant Program (PSGP14) which will expire 8/31/16. The PSGP14 projects are nearly completed. Due to the fact the cost for these projects came in under budget, we have requested that FEMA reprogram the remaining funds to purchase these items needed for our Fire Fighting Equipment.

**Funding Review by Finance** - The total NTE amount of \$327,000 is included in the FY16 Capital Budget and no increase is required. [Budget item 2214 – PSGP 14 Projects]

Staff recommends approval.  
Prepared by Pat Poston/ Dave Sargeant

A handwritten signature in black ink, appearing to be 'Pat Poston', located at the bottom left of the page.

# CANAVERAL FIRE RESCUE, INC.

*Serving the city of Cape Canaveral & Canaveral Port Authority*

## MEMORANDUM

To: Pat Poston, Director of Finance

From: David J. Sargeant, Fire Chief 

Date: July 18, 2016

Subject: Replacement Rubberized Large Diameter Fire Hose

Please see the attached bid letter of sole source and letter of sole provider for the purchase of the hose. This hose is specialized hose and is not typically sold to fire departments. It is not carried on our trucks it is carried in a specialized trailer that we previously purchased. This hose will replace the existing cloth hose that has not suited us well on the terrain we have had to use it in. This hose is typically laid out from the roll on roll off docks and then spread out through the tank farm or an industrial area. We have found that these areas are causing severe damage to the hose and several sections (17) are in very bad shape and cannot be repaired. The rubberized hose is the same type that is carried on our Fire trucks. It is heavier and more expensive but should provide a much longer in service time.



July 15, 2016

Mr. John Vieweger  
Director  
Foam Business; The Americas  
Tyco Fire Protection Products

Hi John,

National Foam, Inc. is pleased to appoint Williams Fire & Hazard as the sole and exclusive distributor for Angus brand WAT-Hog 7 1/4 Hose.

The sales territory shall be limited to orders placed and shipped (final destination) into the United States Petrochemical Industry and is effective July 15, 2016. The duration of this agreement is to be determined.

We thank you for the opportunity and look forward to growing our business together.

Please let Bobby or me know if you have any questions.

All the best,

A handwritten signature in black ink, appearing to read 'Bill Howe', written over the typed name.

Bill Howe

VP, Sales, Americas

National Foam, Inc.

202.230.2656

[Bill.howe@nationalfoam.com](mailto:Bill.howe@nationalfoam.com)

141 Junny Rd.  
Angier, NC 27501

Main Office: 919-639-6151  
Main Fax: 919-639-6131



July 15, 2016

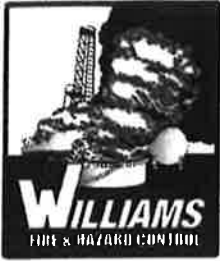
Mr. John Vieweger  
TYCO Fire Protection Products

Angus Fire is a U.S. based manufacturer of premium quality through-the-weave extruded fire and industrial hose products. Angus Fire is the only U.S. domestic producer of the Angus WAT-Hog extruded through-the-weave thermoplastic polyurethane hose. We are the only manufacturer of this hose specification globally. The Angus WAT-Hog hose is constructed with a circular-woven, reinforcing jacket of high-tenacity polyester yarns which is fully encapsulated with premium quality thermoplastic polyurethane, producing a one-piece fully integrated hose lining and cover. All coupled hose assemblies are hydrostatically tested prior to shipment. Angus Fire will provide a certificate of conformance and test with all hose products.

A handwritten signature in black ink, appearing to read "Russell Furtick". The signature is fluid and cursive, with a prominent initial "R".

Russell Furtick  
VP of Operations – Angus Fire

Angus Fire  
141 Junny Rd - Angier, NC 27501  
Tel: 800-334-3156 - Fax 800-273-6172



# WILLIAMS

## FIRE & HAZARD CONTROL

9605 Richard Wycoff Drive Port Arthur, TX 77640

Ph# 1-800-231-4613 (409) 971- 4100

Fax# (409) 971-4196

24-Hour Emergency # (281) 999-0276 Houston, TX

[www.williamsfire.com](http://www.williamsfire.com)

Date: 7/15/2016

To: Chief Dave Sargent  
Canaveral Fire Rescue  
8970 Columbia Rd.  
Cape Canaveral, FL 32920

From: Troy Johnson  
282 State Park Rd.  
Troutman, NC 28166  
Ph # 704-677-0947 Mobile  
[Troy.johnson@tycofp.com](mailto:Troy.johnson@tycofp.com)

Chief:

On behalf of Williams Fire & Hazard Control I am pleased to quote Canaveral Fire Rescue on the following:

<b>Qty.</b>	<b>Description</b>	<b>Unit price</b>	<b>Ext. Price</b>
105ea.	7.25" X 100' Angus rubber jacketed 7¼" LDH Supply hose with 6" Red Head Storz Couplings	\$ 2,856.00	\$ 299,880.00

SHIPPING IS INCLUDED TO CAPE CANAVERAL, FL

Delivery will be August 30<sup>th</sup> 2016 ARO

This price is firm for 60 days

Terms: The Tyco-WFH Terms & Conditions will prevail on this quotation/order and can be reviewed at

[www.tyco-fire.com/terms](http://www.tyco-fire.com/terms)

Freight terms: ex-works, Port Arthur, Texas or actual shipping location.

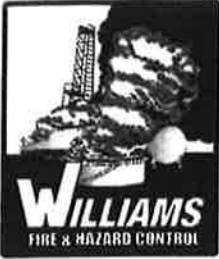
Destination: Cape Canaveral, FL

Should you have any questions? Please contact via phone: (704) 677-0947 or via e-mail: [troy.johnson@tycofp.com](mailto:troy.johnson@tycofp.com)

We appreciate your business.

Thank you,

Troy Johnson



# WILLIAMS

## FIRE & HAZARD CONTROL

9605 Richard Wycoff Drive Port Arthur, TX 77640

Ph# 1-800-231-4613 (409) 971- 4100

Fax# (409) 971-4196

24-Hour Emergency # (281) 999-0276 Houston, TX

[www.williamsfire.com](http://www.williamsfire.com)

Date: 7/15/2016

Quote # TCJ71520161

To: Chief Dave Sargent  
Canaveral Fire Rescue  
8970 Columbia Rd.  
Cape Canaveral, FL 32920

From: Troy Johnson  
282 State Park Rd.  
Troutman, NC 28166  
Ph # 704-677-0947 Mobile  
[Troy.johnson@tycofp.com](mailto:Troy.johnson@tycofp.com)

Chief:

On behalf of Williams Fire & Hazard Control I am pleased to quote Canaveral Fire Rescue on the following:

<b>Qty.</b>	<b>Description</b>	<b>Unit price</b>	<b>Ext. Price</b>
1ea.	Hose Mule 8" 12 VDC electric hose retrieval unit with trailer mount	\$ 11,215.00	
1ea.	Hose Mule 8" Hydraulic hose retrieval unit with trailer mount	\$ 12,900.00	
1ea.	Hose Mule hydraulic power pack for above hose mule.	\$ 2,858.00	

Delivery will be 5 to 7 weeks ARO

This price is firm for 60 days

Terms: The Tyco-WFH Terms & Conditions will prevail on this quotation/order and can be reviewed at

[www.tyco-fire.com/terms](http://www.tyco-fire.com/terms)

Freight terms: ex-works, Port Arthur, Texas or actual shipping location.

Destination: Cape Canaveral, FL

Should you have any questions? Please contact via phone: (704) 677-0947 or via e-mail: [troy.johnson@tycofp.com](mailto:troy.johnson@tycofp.com)

We appreciate your business.

Thank you,

Troy Johnson