



STANFIELD'S LTD.

ISO 9001 Certified Company
Manufacturers of Fire Protective Hoods, NFPA 1971-2007 Edition



Life Liners Kermel-LenzingFR Hood Chosen by Washington DC Fire Fighters

In November 2008 the Washington DC Fire Department chose the Life Liners KL23 hood to replace the PBI Gold hood they had been using. In a wear test that included flash over training conducted in April 2008 the trainees reported feeling no heat at all. The decision to switch was safety driven but this decision also resulted in substantial dollar savings.

How It Happened

Jim Master, a long time sales representative for Maryland Fire Equipment Corporation, arranged a meeting with the Safety Officer for the DC Fire Department with the Stanfield's-Life Liners sales agent. Complaints from DC fire fighters on the protective value of their current PBI Gold hood as well as concerns of the DC Fire Department over the cost of PBI Gold prompted a wear trial. The wear trial was initiated quickly and the results and decision to switch was made by the end of August. Financial constraints delayed the order until November. Maryland Fire Equipment Corp. is managed by Scott Colvin and his sister Shelley Musgrove.

The Fabric — Kermel LenzingFR

Kermel is in the same meta aramid family as Nomex. The difference is that Kermel molecules are circular and Nomex molecules are elongated. The circular molecules create more air space and thus greater thermal protection. This characteristic also makes the fabric softer. The LenzingFR is an inherently fire resistant rayon fiber made from a wood base with both excellent heat blocking characteristics and breathability. The result is a TPP value of 31.7 that exceeds Nomex and PBI Gold by 20 %. The cost of the Kermel LenzingFR hood is approximately 6% more than Nomex and almost 35% less than PBI Gold.

Selling Strategy Number One, Two and Three:

Wear Trials..Wear Trials..Wear Trials. Life Liners by Stanfield's offers Wear Trials to any fire department interested in up grading their current protective hoods.

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