



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #010424
Entitled

Firefighting Personal Protective Equipment with Related Equipment Cleaning

The following advertisement was placed November 9, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, November 10, 2023 in Oregon's *Daily Journal of Commerce*, and November 9 and November 16, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Firefighting Personal Protective Equipment with Related Equipment Cleaning to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 4, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

101077696 Saskatchewan, Ltd.	HAIX NORTH AMERICA, INC.
171 EMERGENCIA, INC.	Husqvarna Professional Products, Inc.
911 Fleet & Fire Equipment Holdings, LLC	INNOTEX CORP.
9195-6664 Quebec, Inc.	INTERBORO PACKAGING CORPORATION
9397-9813 Quebec, Inc.	Interspiro, Inc.
A&R Project Solutions, Ltd.	L.N. Curtis & Sons
AeroClave, LLC	Lakeland Industries, Inc.
All Hands Fire Equipment, LLC	Levitt-Safety, Limited
AramSCO, Inc.	Limited Enterprise, Inc.
Arnold Machine, Inc.	LION First Responder PPE, Inc.
Arvita Trade, Inc.	M&L Supply, Fire & Safety
Associated Fire Safety Group, Inc.	Macqueen Equipment

Associated Fire Safety Group, Ltd.	Miele, Limited
Atlantic Emergency Solutions, Inc.	Model Manes
Bochi Brothers Accessory Network	Morning Pride MFG dba Honeywell First Responder Products
Cascade Fire Equipment	MSA Safety Sales, LLC dba Globe Manufacturing Co., LLC
Circul-Air Corp. International, Inc.	Municipal Emergency Services
Comoroz, Inc.	Municipal Emergency Services, Inc.
Conway Shield	North America Fire Equipment Co., Inc.
Cooperative Services, LLC	PWXPress
DAN ENTERPRISES TEAM, LLC	Quantum International Services, Ltd.
DANA SAFETY SUPPLY, Inc.	Ram'd Air Gear Dryer, Ltd.
Defense Equipment Company	Rescue Intellitech, Inc.
Delta Fire & Safety, Inc.	Ricocet Manufacturing Company, Inc.
DIAMOND POWER CONSULTANT GROUP, INC.	Safedesign Apparel, Ltd. Db a Fireservice Management, Ltd.
Draeger Safety Canada, Ltd.	Safety Source Fire, Inc.
Draeger, Inc.	Sea-Western, Inc.
Dry Gear Solutions	SUPPRESSION GEAR, Inc.
DYNAMIX SCAFFOLD GROUP, LLC	Tempest Technology Corporation
Emergency Technical Decon	Ten-8 Fire & Safety, LLC
Emergent Health Care Solutions, LLC	Touche, Ltd.
Fire Tech and Safety	Valor Elite Supply, LLC.
Fire-Dex GW, LLC dba Gear Wash	VIKING Life Saving Equipment, Inc.
Fire-Dex, LLC	Vizocom ICT, LLC
FIRE-ETC	W.A. Vorpahl, Inc.
FireTec!	W.S. Darley & Co.
FYRE MARKETING, LLC	WFR Fire
Galls, LLC	Witmer Public Safety Group, Inc.
Genesis Rescue Systems	Women Teaching CPR
Guillevin International Co.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 4, 2024 at 4:30 pm CT. Proposals were received from the following:

- AeroClave, LLC
- All Hands Fire Equipment, LLC
- Arnold Machine, Inc.
- Associated Fire Safety Group, Inc.
- Atlantic Emergency Solutions, Inc.
- Circul-Air Corp. International, Inc.
- DAN ENTERPRISES TEAM, LLC
- Delta Fire & Safety, Inc.
- Emergency Technical Decon
- Fire-Dex GW, LLC dba Gear Wash

Fire-Dex, LLC
Galls, LLC
HAIX NORTH AMERICA, INC.
INNOTEX CORP.
L.N. Curtis & Sons
Lakeland Industries, Inc.
LION First Responder PPE, Inc.
M&L Supply, Fire & Safety
Morning Pride MFG dba Honeywell First Responder Products
MSA Safety Sales, LLC dba Globe Manufacturing Co., LLC
Municipal Emergency Services, Inc.
Ram'd Air Gear Dryer, Ltd.
Ricocet Manufacturing Company, Inc.
Safedesign Apparel, Ltd. Db a Fireservice Management, Ltd.
Safety Source Fire, Inc.
SUPPRESSION GEAR, Inc.
Ten-8 Fire & Safety, LLC
VIKING Life Saving Equipment, Inc.
Vizocom ICT, LLC
Witmer Public Safety Group, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Senior Procurement Analyst
Michael Muñoz, CPPB, Senior Procurement Analyst
Nicole Lueth, Procurement Analyst
Craig West, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Vizocom ITC, LLC fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

All Hands Fire Equipment, LLC, is a distributor and service provider for firefighting equipment, tools, supplies, and accessories for over 800 different manufacturers and suppliers. They offer financing options through LCA Bank Corporation. All Hands Fire Equipment offers extensive training courses, and have numerous environmental initiatives. They are offering Sourcewell participating entities solid discounts off list prices and volume discounts.

Dan Enterprise Team, LLC is a Small Business that has graduated from the 8(a) program with the SBA and is a certified Small Business in Broward County, Florida. Headquartered in Pembroke Pines, Florida, Dan Enterprise Team has strong coverage of the Maime-Dade County and all Florida and has the ability to meet Sourcewell's Participating Entities needs nationally. Dan Enterprise team is offering many brands of Firefighting PPE to Sourcewell and participating entities at better discounted rates than normally offered to government agencies.

Fire-Dex, LLC is a family-owned and operated company operating as a manufacturer of head-to-toe PPE for first responders and an expansive Independent Service Provider (ISP) offering of Firefighting PPE care and maintenance under its subsidiary, Gear Wash. Headquartered in Medina, Ohio, with three additional manufacturing locations in Georgia, North Carolina, and Mexico, Fire-Dex has demonstrated their ability to provide these products and services to Sourcewell Participating Entities throughout the United States and Canada. All products and services offered by Fire-Dex are provided to Sourcewell's Participating Entities at competitive discounts.

HAIX is a family-owned footwear manufacturer trusted by first responders. The combination of their own salesforce and their dealer network, they can sell and serve to Sourcewell participating entities across the United States and Canada. They are offering a substantial footwear offering along with routine inspection, advanced inspection and retirement of footwear, if needed. HAIX is offering substantial discounts to Sourcewell entities.

LION First Responder PPE, Inc., manufactures a comprehensive offering of first responder personal protective equipment (PPE). LION's PPE line is offered to all Sourcewell participating entities across the United States and Canada by both LION and a robust dealer network spanning from coast to coast. Cleaning, inspection and repair of products is provided by LION TotalCare market centers located in several major cities across the United States. All products proposed by LION First Responder PPE are being provided at a competitive discount rate.

L.N. Curtis & Sons is a stocking distributor of firefighting equipment in the Western US. In addition to equipment sales, they offer solutions such as Curtis Force Protection, Curtis Blue Line, Firefighters Bookstore, and ECMS for service, training, and PPE care and maintenance services. Curtis utilizes many HUB suppliers to assist in meeting member purchasing goals. Curtis offers a solid discount to Sourcewell participating entities, and purchases are supported by manufacturer warranties and available extended warranties.

Morning Pride Manufacturing L.L.C., also known as Honeywell First Responder Products, is a manufacturer producing Morning Pride turnout gear, Pro Warrington boots, Honeywell boots, Ben and Liteforce helmets, and Honeywell hoods. With a dealer network of over 100 authorized dealers, Morning Pride provides coverage in all states and provinces throughout the USA and Canada. Morning Pride is offering their line of head to toe Firefighting PPE gear at aggressive discounts from standard MSRP.

Municipal Emergency Services, Inc., offers a full line of personal protective equipment from a diverse lineup of manufacturers. Their product line includes turnout gear, boots, gloves, hoods, CBRN, station wear, helmets, eye protection, laundry, extractor machines, and drying cabinets. MES has a vast sales and distribution network located throughout the United States. MES offers a discount off their MSRP pricing structure to Sourcewell participating entities.

Ricochet Manufacturing Company, located in Philadelphia, Pennsylvania is a manufacturer of Firefighting Personal Protective Equipment dedicated to exceeding the standards set by NFPA 1999, 1951, and 1971. Ricochet has exhibited their ability to meet Sourcewell's participating entities needs throughout the United States via their dealer network and US national sales force. The robust product offering of head-to-toe PPE gear is supplemented by no-cost training and education options for Sourcewell Participating Entities pertaining to construction, application, usage, care, inspection, and maintenance of fire, technical rescue, and EMS PPE. All products on contract are being provided at a discounted rate from MSRP.

Viking Life Saving Equipment, Inc. began in Denmark and is now a global corporation whose name is synonymous with safety at sea. Their product offerings have grown to include the manufacturing of turnout, EMS, extrication, and wildland gear, hoods, and other fire PPE accessories. Products are distributed through their

growing dealer network of over 60+ partners situated across the U.S. and Canada. They also offer extended warranty periods and expedited processing of orders when necessary for no additional charge. Viking is offering an aggressive discount off Manufacturer’s Suggested Retail Price (MSRP) for each item in their proposal.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #010424 to:

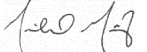
All Hands Fire Equipment LLC	#010424-ALH
Dan Enterprises Team, LLC	#010424-DAN
Fire-Dex, LLC	#010424-FDX
Haix North America, Inc.	#010424-HAX
LION First Responder PPE, Inc.	#010424-LIO
L.N. Curtis & Sons	#010424-LNC
Morning Pride Mfg. LLC	#010424-MNP
Municipal Emergency Services, Inc.	#010424-MES
Ricochet Manufacturing Company LLC	#010424-RIC
Viking Life-Saving Equipment (America) Inc.	#010424-VKN

The preceding recommendations were approved on March 20, 2024.

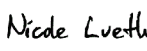
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Greg Grunig, MS, Senior Procurement Analyst

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Michael Muñoz, CPPB, Senior Procurement Analyst

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Nicole Lueth, Procurement Analyst

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Craig West, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #010424 for Firefighting Personal Protective Equipment with Related Equipment Cleaning**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer