



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #020124
Entitled

Firefighting Equipment and Rescue Tools with Related Supplies and Accessories

The following advertisement was placed December 14, 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, December 15, 2023 in Oregon's *Daily Journal of Commerce*, and December 14 and December 21, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Firefighting Equipment and Rescue Tools with Related Supplies and Accessories 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 February 1, 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:

171 EMERGENCIA, INC.	KFH Industries
9195-6664 Quebec, Inc.	L.N. Curtis & sons
ADS, Inc.	Lakeland Industries
All Hands Fire Equipment, LLC	M&L Supply, Fire & Safety
Associated Fire Safety Group, Inc.	Macqueen Equipment
Atlantic Diving Supply, Inc.	Metro Fire Apparatus Specialists, Inc.
Atlantic Emergency Solutions, Inc.	MTECH, Incorporated (QTAC Fire and Rescue Apparatus)
CET Fire Pumps MFG, Ltd.	Municipal Emergency Services, Inc.
Cormidi USA	No Ka Oi Services, LLC
DAN ENTERPRISES TEAM, LLC	North America Fire Equipment Co., Inc.

Danko Emergency Equipment	On Site Fire Protection Services, Ltd. (YEG Fire & Safety, Inc.)
Defense Equipment Company	Prime Vendor, Inc.
Delta Fire & Safety	Production Distribution Co.
Draeger Safety Canada, Ltd.	PWXPress
DYNAMIX SCAFFOLD GROUP, LLC	Revered Products, LLC
Emergency Services Worldwide, LLC	RPX Technologies, Inc.
FAE USA, Inc.	Safety Source Fire, Inc.
FarrWest Environmental Supply, Inc.	Sea-Western, Inc.
Firefighter One, LLC	Shaw Armament Systems, LLC
Gensco Equipment	Smart Innovations, LLC
Global Trading, Inc.	Squamish Motorsports Marine and RV, Inc.
GMES, LLC	Tempest Technology Corporation
GreenTech Fire Solutions, Inc.	Ten-8 Fire & Safety, LLC
Guillevin International Co.	The Goodyear Tire & Rubber Company
Husqvarna Professional Products, Inc.	Tiles In Style DBA Taza Supplies, LLC
IDEX Fire & Safety / HURST JAWS OF LIFE	Toxic Suppression, LLC
Innovative Rescue Systems, LLC dba Amkus Rescue Systems	VOLTA ion Corp.
Johnson Health Tech North America, INC.	W.S. Darley & Co.
Keystone Supplies International, Ltd.	

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 February 1, 2024 at 4:30 pm CT. Proposals were received from the following:

All Hands Fire Equipment, LLC
 Associated Fire Safety Group, Inc.
 Atlantic Diving Supply, Inc.
 Atlantic Emergency Solutions, Inc.
 CET Fire Pumps MFG, Ltd.
 Cormidi USA
 DAN ENTERPRISES TEAM, LLC
 IDEX Fire & Safety / HURST JAWS OF LIFE
 Innovative Rescue Systems, LLC dba Amkus Rescue Systems
 L.N. Curtis & sons
 MTECH, Incorporated (QTAC Fire and Rescue Apparatus)
 Municipal Emergency Services, Inc.
 On Site Fire Protection Services, Ltd. (YEG Fire & Safety, Inc.)
 RPX Technologies, Inc.
 Safety Source Fire, Inc.
 Sea-Western, Inc.
 Tempest Technology Corporation
 Ten-8 Fire & Safety, LLC
 The Goodyear Tire & Rubber Company
 Toxic Suppression, LLC

VOLTA ion Corp.
W.S. Darley & Co.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, M.S., Senior Procurement Analyst
Michael Muñoz, CPPB, Senior Procurement Analyst
Carol Jackson, Procurement Analyst
Ashley Powers, 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 Cormidi USA, The Goodyear Tire and Rubber Company and VOLTA ion Corporation, 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.

Atlantic Diving Supply, Inc. is a distributor that has been providing firefighting equipment in the United States and Canada for over 23 years. They are offering customers a wide range of firefighting equipment and gear. Their customer service team is available 24/7 to answer questions and receive orders. An e-commerce site is available to Sourcewell participating entities as an option to order the products. Atlantic Diving Supply offers Sourcewell participating entities solid pricing discounts.

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 competitive discounts off list prices and volume discounts.

CET Fire Pumps Mfg. offers a complete line of portable fire pumps with over 20 standard models to choose from. Their fire pumps can be skid mounted, trailer mounted or floating models and have gas or diesel engines. They have been providing sales and service in the United States and Canada for over 100 years and deliver personalized service to Sourcewell members. C.E.T. Fire Pumps offers a significant discount off list price.

L.N. Curtis & Sons is a stocking distributor of firefighting equipment in the Western United States. 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 and purchases are supported by manufacturer warranties and available extended warranties.

Municipal Emergency Services, Inc. is a national full-line first responder and public safety distributor in the United States carrying the products of over 2,000 manufacturers. MES product support includes annual test service, maintenance, and training. They offer competitive pricing, with significant discounts from MSRP, and manufacturer warranties on the equipment purchased.

Sea-Western, Inc. is a fire distribution company providing a broad offering of fire equipment. They serve the Western United States with a sales team supported by four strategically located warehouses and manufacturer sales representatives. They have certified 3M/Scott Bauer and Holmatro in-house and mobile service technicians.

In addition to manufacturer warranties, Sea-Western warranties all service labor they perform and provide various service contract options. They are offering their best pricing to Sourcewell participating entities.


Tempest Technology Corporation manufactures firefighting equipment, tools, supplies, and accessories. Their sales team and dealer network are ready to serve Sourcewell participating entities in the United States and Canada. Tempest Technology Corporation offers training and elements of their existing Preferred Partnership Program to Sourcewell participating entities at no additional cost. They are offering competitive pricing discounts for this contract.

W.S. Darley & Co. is a manufacturer and distributor providing a wide selection of fire equipment. Their expansive product catalog is available on their e-commerce website. Darley sales representatives serve all the United States and Canada and are supported by a network of OEM dealers and service centers. They provide strong pump warranty along with other OEM warranties. They are offering favorable discounts off MSRP pricing to Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #020124 to:

Atlantic Diving Supply, Inc.	#020124-ADS
All Hands Fire Equipment LLC	#020124-ALH
CET Fire Pumps Mfg.	#020124-CET
L.N. Curtis & Sons	#020124-LNC
Municipal Emergency Services, Inc.	#020124-MES
Sea-Western Inc.	#020124-SEW
Tempest Technology Corporation	#020124-TEM
W.S. Darley & Co.	#020124-WSD

The preceding recommendations were approved on March 27, 2024.

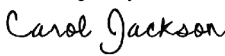
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Greg Grunig, M.S., Senior Procurement Analyst

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Michael Muñoz, CPPB, Senior Procurement Analyst

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Carol Jackson, Procurement Analyst

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Ashley Powers, 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 #020124 for Firefighting Equipment and Rescue Tools with Related Supplies and Accessories**.

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