



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #082025  
Entitled**

**Firefighting Apparatus and Fire Service Vehicles**

The following advertisement was placed July 2, 2025, in and on the Sourcewell website: [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merv, PublicPurchase.com, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), South Carolina's *The State*, the *Deseret News*, *The Salt Lake Tribune* and Oregon's *Daily Journal of Commerce*, July 2, 2025 and July 9, 2025 in *The Oklahoman* and in *USA Today*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Firefighting Apparatus and Fire Service Vehicles to result in a procurement 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 August 20, 2025, 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:

10-8 Emergency Vehicle Service	JP Outfitters, Incorporated
2332926	K2019285027 (South Africa)
2560256 Alberta, Inc.	KCA Solar Power Generating Company
3M Trades Supply dba Trademark Industrial	Kinperium-Hinker, LLC
911 Rapid Response/Vengeant Apparatus	Largo Tank and Equipment, Inc.
Alexis Fire Equipment Company	LDV, Inc.
AlmsTravel, LLC	Louisiana Emergency Equipment dba Delta Fire Safety
Alpha One Firetrucks, LLC	Lyden Oil
Ambipar Response Canada dba Ambipar Response Industrial Services Canada, Inc.	Maryland Fire Equipment Corporation
AmeriTech Contracting, LLC	Maximetal, Inc.
Armstrong Electric Vehicles, Inc.	Metalfab (2025), Ltd.
Ascent Helicopters, Ltd.	Metro Fire Apparatus Specialist, Inc.

Atlantic Emergency Solutions, Inc.	MHC Kenworthy Van Buren
Autocraft Group, Inc. dba Fastlane Emergency Vehicles	Monaco & Sons Motor Sales, Incorporated
Battleshield Industries, Limited	Multicopter Warehouse
Blanchat Mfg., Inc.	Nupla, LLC
BME Fire Trucks, LLC	P.L. Custom Body and Equipment Co., Inc.
Bulldog Fire Apparatus, Inc. dba BFA, Inc.	Pierce Manufacturing, Inc. dba Oshkosh Corporation Business
Camions Carl Thibault, Inc.	Premier Parts & Service
Carrier Truck Centers	Prime Vendor, Inc.
Cascade Fire Equipment	Primed Landscaping, LLC
Catapult Design Studios, Inc.	PWXPress
Category Development	RATE, Inc. dba Randco Tanks
CET Fire Pumps MFG	REBEL Strike
Chemical Containers, Inc. dba Warrior Brush Trucks	Red Line Emergency Service, LLC
Classic Tube	REV Group, Inc.
Columbia River Launch Service	Robanske Brothers Construction, LLC
Commander Fleet Corp.	Rock River Industries, LLC dba Midwest Fire Equipment & Repair Company
Commercial Emergency Equipment Co.	Rocky Mountain Phoenix, Inc.
Corwin Ford Spokane, LLC	Rosenbauer South Dakota, LLC dba Rosenbauer Minnesota
Cosco Fire Protection, Inc.	Rush Enterprises
Custom Fire Apparatus, Inc.	Sarat Ford Sales
Danko Emergency Equipment	Sea-Western, Inc.
Darch Fire, Inc.	Seagrave Fire Apparatus, LLC
Dave Syverson Truck Centers	Skeeter Brush Trucks, LLC dba Skeeter Brush Trucks
Dependable Truck & Tank, Limited dba Dependent Emergency Vehicles	Smqadi Pty, LTD
Dinges Partners Group, LLC	SNF, Inc. dba BFX Fire Apparatus
Disruptor Maritime, LLC	Southeast Apparatus, LLC
Drae Trucks Corp.	Southeastern Upfitters, LLC
Ed M. Feld Equipment Co., Inc. dba Feld Fire	Spencer Manufacturing, Inc. dba Spencer Fire Trucks
Edritta Enterprises	SRM-Kodiak America
Emergency Equipment Sales, LLC	Stationwise, Inc.
Emergency Vehicles, Inc.	Stonewell Bodies and Machine, Inc.
Express Custom Trailer Mfg. dba Express Custom Manufacturing (2024), Ltd.	Sunset Ford, Inc.
FarrWest Environmental Supply, Inc. dba FarrWest Specialty Vehicles	Super Vacuum Manufacturing Co, Inc. dba Svi Trucks
FF1 Apparatus, LLC	T-Line EV LLC
Firetrucks Unlimited, LLC	Technical Sales Specialist (US Fire Pump Company, LLC)
Fletcher Chrysler Products, Inc.	TechOps Specialty Vehicles, LLC
Forcible Entry, Inc.	Tempest Technology Corporation
Fort Garry Fire Trucks	The Sutphen Corporation

Four Guys Stainless Tank & Equipment, Inc. dba 4 Guys Fire Trucks	The Tools Man, Inc.
Fouts Bros, Inc. (Fouts Fire)	Tideman Boats U.S., LLC.
Future Ford, Inc.	Toxic Suppression, LLC
Garage Technologies, Inc.	Toyne Inc.
Global Merchandising59 and Associates, LLC	Trailer Technologies Holdings, LLC
Greenbrier Automotive Group	True North Emergency Equipment
Heli-1 Corporation	TT of Columbia, Inc.
Helie Fire Trucks, Inc.	Ty Parker & Son, Inc.
HME Incorporated	Unified Fleet Services
HUB Fire Engines & Equipment, Ltd.	United Plastic Fabricating, Inc.
Hull Scrubber Corporation	UTV International
Hum's Hardware & Furniture, Inc.	Vector Fleet Management, LLC
IDEX Fire & Safety / Hurst Jaws of Life	W.S. Darley & Co.
Intercontinental Truck Body (BC), Inc.	Ward Apparatus, LLC dba El Manufacturing, LLC
Intercontinental Truck Body, Ltd.	Westvac Industrial, Ltd.
Iturri America, Inc.	Williams Fire, Inc.

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 August 20, 2025 at 4:30 p.m. Central Time. Proposals were received from the following:

2560256 Alberta, Inc.  
 911 Rapid Response/Vengeant Apparatus  
 Alexis Fire Equipment Company  
 Alpha One Firetrucks, LLC  
 Ambipar Response Canada dba Ambipar Response Industrial Services Canada, Inc.  
 Armstrong Electric Vehicles, Inc.  
 Atlantic Emergency Solutions, Inc.  
 Autocraft Group, Inc. dba Fastlane Emergency Vehicles  
 BME Fire Trucks, LLC  
 Bulldog Fire Apparatus, Inc.  
 Cascade Fire Equipment  
 CET Fire Pumps MFG  
 Chemical Containers, Inc. dba Warrior Brush Trucks  
 Cosco Fire Protection, Inc.  
 Custom Fire Apparatus, Inc.  
 Dependable Truck & Tank, Limited  
 Express Custom Trailer Mfg.  
 FarrWest Environmental Supply, Inc. dba FarrWest Specialty Vehicles  
 Fort Garry Fire Trucks  
 Four Guys Stainless Tank & Equipment, Inc. dba 4 Guys Fire Trucks  
 Fouts Brothers, Inc. (Fouts Fire)  
 HME, Incorporated  
 HUB Fire Engines & Equipment, Ltd.  
 IDEX Fire & Safety / Hurst Jaws of Life  
 ITURRI America, Inc.  
 Largo Tank And Equipment, Inc.  
 LDV, Inc.

Louisiana Emergency Equipment  
Maximetal, Inc.  
Metalfab (2025), Ltd.  
Multicopter Warehouse  
P.L. Custom Body and Equipment Co., Inc.  
Pierce Manufacturing, Inc. dba Oshkosh Corporation Business  
REV Group, Inc.  
Rock River Industries, LLC dba Midwest Fire Equipment & Repair Company  
Rocky Mountain Phoenix, Inc.  
Rosenbauer South Dakota LLC dba Rosenbauer Minnesota  
Seagrave Fire Apparatus, LLC  
Skeeter Brush Trucks, LLC dba Skeeter Brush Trucks  
SNF, Inc. dba BFX Fire Apparatus  
Spencer Manufacturing, Inc. dba Spencer Fire Trucks  
Stonewell Bodies and Machine, Inc.  
Super Vacuum Manufacturing Co., Inc. dba Svi Trucks  
Technical Sales Specialist (US Fire Pump Company, LLC)  
Tempest Technology Corporation  
The Sutphen Corporation  
Toyne, Inc.  
UTV International  
Vector Fleet Management, LLC  
W.S. Darley & Co.  
Ward Apparatus, LLC dba El Manufacturing, LLC  
Williams Fire, Inc.

**Proposals were reviewed by the Proposal Evaluation Committee:**

Carol Jackson, MA, Senior Procurement Analyst  
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II  
Mari Vielma, Procurement Analyst II  
Neva Crawford, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

**Category 1: Structural Apparatus and Comprehensive Solutions**

Alexis Fire Equipment Company delivers an extensive selection of custom-built fire apparatus solutions. The company operates through a nationwide network of authorized dealers, offers 24/7 customer support, and maintains an in-house service department. Alexis Fire Equipment Company provides a comprehensive warranty program covering the entire lifespan of each apparatus. Flexible financing and leasing options are available, along with significant discounts from MSRP.

Custom Fire Apparatus manufactures custom fire apparatus and related specialized equipment. They are offering a wide variety of fire service vehicles including initial attack/wildland, pumper, rescue, and mobile water supply/pumper tender firefighting apparatus. Through direct sales and dealer network, they are able to

provide products and services to the United States and Canada. Their price list includes many common options when customizing base model vehicles. Custom Fire Apparatus, Inc. offers a solid discount off list price.

Dependable Truck & Tank is offering a comprehensive suite of emergency vehicle solutions including wildland units, command units, pumper, tankers, rescue units, and aerials. Their expanding network of authorized dealers and service locations has national coverage throughout Canada. They provide customized service contract options, warranties with the option to extend. Pricing includes notable discounts off MSRP with additional volume discounts.

Fort Garry Fire Trucks is Canada's largest firefighting apparatus manufacturer. They utilize an in-house sales team and dealer network to cover all of Canada and the United States. Fort Garry Fire Trucks (FGFT) is the exclusive distributor of Sutphen aerials and chassis in Canada. They're a distributor and reseller for Spartan Emergency Response custom chassis and HME, Inc. custom chassis for FGFT apparatus. They offer competitive pricing with a significant discount off MSRP. Their extensive warranty program includes service contract options and extended warranties at competitive rates.

Fouts Bros (Fouts Fire) designs, engineers and assembles a standardized line of fire apparatus including pumper, tankers, brush trucks, mini-pumpers, and rescue vehicles. All fire apparatus are built to meet NFPA standards and are assembled in-house using industry-leading components from trusted suppliers. Fouts Bros operates with a large factory-authorized dealer network in the 48 continental United States and parts of Canada. They offer competitive pricing with a significant discount off MSRP. In addition to their comprehensive warranty program, they offer extended warranties and additional protection plans.

HME (Ahrens-Fox) manufactures aerials, pumper, tankers, and wildland firefighting apparatus. Their sales and dealer network are available to Sourcewell participating entities throughout the United States and Canada. The dealers offer 24-hour emergency services as well as mobile repair services. As a standard practice, HME provides an apparatus familiarization session and Emergency Vehicle Technician (EVT) certification. HME is offering a competitive discount off list pricing and additional volume discounts.

HUB Fire Engines & Equipment is a manufacturer of aerial ladders, commercial pumper, tankers, wildland, ARFF, and an electric fire truck. Their sales model serves participating entities across North America through a direct sales strategy and dealer network. They provide no cost training on new apparatus during the delivery process and equipment pricing reflects a significant discount off MSRP.

MAXIMETAL is a Canadian manufacturer, specializing in a wide variety of custom-built fire apparatus and partnering with Pierce Manufacturing. The company is supported by 16 United States dealers and 3 Canadian dealers who provide preventative maintenance programs. MAXIMETAL offers warranties, extended warranties options, and refurbishment services. Sourcewell participating entities can benefit from competitive discounts, along with multi-unit and pre-payment savings.

Pierce Manufacturing supports and sells their products with authorized dealers throughout the United States and Canada, including Hawaii and Alaska. They offer custom and commercial pumper, tanker and aerial products. Also included are complementary specialty apparatus, such as command and communication units (Frontline Communications); ARFF products; and Brush and Wildland Urban Interface (WUI) Apparatus. Their pricing includes a discount off list price to Sourcewell participating entities. Pierce Manufacturing provides a one-year bumper to bumper warranty that covers all products, parts and labor.

REV Group and its fire brands E-ONE, KME, Ferrara, and Spartan ER are OEM manufacturers that utilize their own dealer networks to cover North America. They offer a full line of structural apparatus and specialty vehicles

including aerials, pumper, rescues, wildland, tanker and ARFF vehicles. Complementary products and services include a warranty, financing, equipment and mounting services, maintenance contracts, and refurbishments. The REV Group pricing provides Sourcewell participating entities with a discount off list/market price.

Rock River Industries (Midwest Fire) is a manufacturer and operates under a factory-direct sales model. Their full product line includes pumper, tankers, tactical tenders, brush trucks, quick attack vehicles, mini pumper, type 3 wildland units, and specialty apparatus. Midwest Fire also offers a comprehensive warranty, remount and refurbishing services. Sourcewell participating entities are provided with an exclusive discount off list price.

Rosenbauer America is a manufacturer with a vast dealer network covering the entire United States and Canada. They build a complete customized fire apparatus including straight stick aerials, platform aerials, and an articulated aerial platform. They also offer tanker/tender products, ARFF vehicles, and builds for the wildland / urban interface market. Their pricing includes a significant discount off MSRP. Rosenbauer offers a wide range of warranties as well as several options for service contracts and extended warranties.

The Sutphen Corporation manufactures a wide range of fire apparatus. Their product lines include custom and commercial pumper, custom and commercial tankers, single and tandem axle mid-mount aerial platforms, single and tandem axle mid-mount and rear-mount aerial ladders. Their unique offering is aerial devices solely constructed of aluminum providing an incredibly strong and lightweight. They have a network of authorized dealers throughout the United States and Canada. Sutphen is offering participating entities a competitive discount off MSRP.

W.S. Darley & Co. operates both as a distributor of equipment and an ISO 9001 manufacturer of fire pumps, skid units and vehicles. This includes custom pumper, aerial, tender and rescue trucks as well as quints. Darley has field sales representatives located in the United States and Canada along with a network of supply partners. They offer competitive pricing with a discount off MSRP as well as solid warranty coverage.

## **Category 2: Specialty Apparatus and Equipment**

Autocraft Group dba Fastlane Emergency Vehicles is an original equipment manufacturer specializing in custom command and response vehicles. Their sales and service force is backed by a national dealer network. They provide a full bumper-to-bumper and electrical warranty. The pricing is below MSRP, with additional savings possible on larger orders.

LDV was established in 1977 as a Snap-on® mobile store manufacturer and is now a leading manufacturer of over 66 models of emergency response vehicles such as Mobile Command Centers, SWAT, mobile medical vehicles, etc. LDV provides coverage in the United States and Territories as well as servicing Canada. Their pricing model provides competitive rates and discounts on their extensive catalog of vehicle models.

P.L. Custom Body and Equipment dba Rescue One manufactures custom walk around and walk in extreme duty rescue trucks. They also re-mount existing rescue trucks. They use a combination of a direct field sales force and a full service dealer network to cover the United States. Their exclusive pricing to Sourcewell participating entities includes a discount off MSRP. Rescue One provides warranty coverage and support for their products.

Super Vacuum Manufacturing Co, Inc. manufactures custom fire apparatus, law enforcement vehicles, and other emergency service vehicles. Their offering includes wildland brush trucks, front walk-in rescue bodies, mission-specific units such as USAR (Urban Search and Rescue), and multi-role utility vehicles. Their sales force and dealer network offer sales and service to all Sourcewell participating entities in the United States and Canada.

Super Vacuum Manufacturing provides no cost operational and maintenance training on delivery and equipment pricing reflects a considerable discount off MSRP.

Ward Apparatus offers a full line of rescue vehicles customizable for the entity's needs. They are offering rescue vehicles in all categories as well as a full line of Brush and Wildland Urban Interface offerings. They have a nationwide dealer network that allows full-service capabilities in service and warranty issues. They offer a solid discount off list pricing to Sourcewell members.

### **Category 3: Brush and Wildland Urban Interface (WUI) Apparatus**

BME Fire Trucks is a manufacturer offering wildland fire apparatus products with more than 35 years industry experience. Their extensive network of authorized dealers network spans over 170 locations across US and Canada, ensuring nationwide support. All products come with a standard warranty. The pricing offered includes a solid discount with quantity discounts for participating entities.

Cascade Fire Equipment designs, engineers, and manufactures wildland firefighting brush trucks and related components. Their offerings include brush trucks, slip-on fire suppression units, and wildland urban interface (WUI) units. Through a direct, in-house sales force they can provide sales and service to Sourcewell participating entities in the United States. Cascade Fire is offering a considerable discount off MSRP with additional volume discounts.

ITURRI is a global group and ITURRI America, Inc. was established to directly serve the U.S. and Canadian markets with a factory-direct sales team and exclusive dealers. Their Wildland Series is a complete line of wildland and multi-mission fire apparatus engineered for durability, operational efficiency, and tactical flexibility. Their exclusive pricing to Sourcewell participating entities includes a significant discount off MSRP. ITURRI offers comprehensive warranty coverage across its entire product line. All preventive maintenance and refurbishment services are administered through their authorized dealer network.

Skeeter Brush Trucks, in partnership with Siddon-Martin Emergency Group, offers comprehensive apparatus solutions including vehicle sales, equipment, parts, service and refurbishment. Each vehicle is custom built with various options available. Warranty and extended service plans are offered. They are providing competitive discounts off list pricing to Sourcewell participating entities.

CET Fire Pumps MFG has been manufacturing firefighting apparatus for over a century. Their extensive dealer network offers in-house and field support to all 50 United States and 10 Canadian provinces. Training is provided by dealers and CET with additional training content available 24/7 via their website. A full line of vehicles and options are offered. Warranties for each product and extended service contracts are available. A substantial discount off list pricing is offered to Sourcewell entities.

For these reasons, the following awards of Sourcewell Master Agreement #082025 are recommended:

### **Category 1: Structural Apparatus and Comprehensive Solutions**

Alexis Fire Equipment Company	#082025-ALX
Custom Fire Apparatus, Inc.	#082025-CSM
Dependable Truck & Tank, Limited	#082025-DEP
Fort Garry Fire Trucks	#082025-FTG
Fouts Bros., Inc. (Fouts Fire)	#082025-FBR
HME, Incorporated (Ahrens-Fox)	#082025-HME
HUB Fire Engines & Equipment, Ltd.	#082025-HUB

MAXIMETAL, INC.	#082025-MAX
Pierce Manufacturing, Inc.	#082025-PMI
REV Group, Inc.	#082025-RVG
Rock River Industries, LLC (Midwest Fire)	#082025-RCK
Rosenbauer South Dakota, LLC	#082025-RSD
The Sutphen Corporation	#082025-SUT
W.S. Darley & Co.	#082025-WSD

**Category 2: Specialty Apparatus and Equipment**

Autocraft Group, Inc. dba Fastlane Emergency Vehicles	#082025-AFT
LDV, Inc.	#082025-LDV
P.L. Custom Body and Equipment Co., Inc. dba Rescue One	#082025-PLC
Super Vacuum Manufacturing CO, Inc.	#082025-SVM
Ward Apparatus, LLC	#082025-WRD

**Category 3: Brush and Wildland Urban Interface (WUI) Apparatus**

BME Fire Trucks, LLC	#082025-BME
Cascade Fire Equipment	#082025-CFR
CET Fire Pumps MFG	#082025-CET
ITURRI America, Inc.	#082025-ITI
Skeeter Brush Trucks, LLC	#082025-SKE

DocuSigned by:



6EE63AEDED5F46E...

Carol Jackson, MA, Senior Procurement Analyst

DocuSigned by:



AF205E09437943D...

Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

Signed by:



7F7AAC327BE54B6...

Mari Vielma, Procurement Analyst II

Signed by:



D37D609B50B64E3...

Neva Crawford, Procurement Analyst

## STATEMENT OF COMPLIANCE

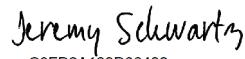
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #082025 Firefighting Apparatus and Fire Service Vehicles.**

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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on **December 16, 2025.**

Signed by:



C0FD2A139D06489...

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