



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #092525
Entitled**

Boats and Watercraft Solutions with Related Equipment and Services

The following advertisement was placed August 7, 2025 in 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, August 8, 2025 in Oregon’s *Daily Journal of Commerce*, South Carolina’s *The State*, the *Deseret News*, August 10, 2025 in *The Salt Lake Tribune* and August 7 and August 14, 2025 in *The Oklahoman* and in *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Boats and Watercraft Solutions with Related Equipment and Services 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 September 25, 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:

AD4K, LLC	JR Marine Manufacturing, Ltd.
All Hands Fire Equipment, LLC	K Sports Marine, Inc.
AlmsTravel, LLC	Leblanc Pacific, LLC
Back to Health Chiropractic - Medical Center	Legacy Innovations, LLC
Bell County Auto Supply	Light As Air Boats, LLC
Bidr Technologies, Inc.	Liquid Metal Marine, Ltd.
Birchwood Ratcliff & Associates, LLC	Lyman Morse Boatbuilding, Inc.
Brig USA, LLC dba Fluid Marine	Marine One Corporation dba Rescue One Connector Boats
BRP US, Inc.	Maverick Drone Systems, LLC
Carolina Composites, Inc. dba Pioneer Boats	Mega Technical Holdings, Ltd.

Castaway Yacht Sales	Metalcraft Marine US, Inc.
Chesapeake Marine, LLC	Motive Power Marine
Clark Boat Co.	Novielli Boat Builders, Inc. dba Novielli Boat Builders Erectors
Continental Battery Company	NW Bend Boats, LLC dba North River Boats
Covercraft Industries, LLC	Pereira Sales Company, Inc.
CRX Industries, Inc.	Polydamas
Cullen Diesel Power, Ltd.	Powerflow Marine, Inc.
De Lorenzo L Jackson	Prime Vendor, Inc.
Deltek	PWXPress
DES	Rally Point Uniforms and Equipment
Disruptor Maritime, LLC	Raptor Design And Engineering, LLC dba River Raptor Jetboats
DLX Enterprises, LLC	Roland Digital Media
Donatini, Inc. dba Johnson Hicks Marine Electronics	SAFE Boats International, LLC
Drop Marine (2024), Inc.	Seafab Corporation
Easily Moved Equipment ULC	Silver Ships, Inc.
Federal Contracts Corp	Sonetics
Freetime, Inc.	Tideman Boats U.S., LLC dba Tideman Marine
Gale Marine, LLC	Titan Boats, Ltd.
Global Ship Solutions, Inc.	Unified Fleet Services
Grand International Import Export, Inc.	VIKING Life Saving Equipment dba VIKING Life Saving Equipment Norway
Gravois Aluminum Boats, LLC	Voltari Electric, Inc.
Hike Metal Products	William E. Munson Company
Inland Liferrafts and Marine	Xtreme Machines, LLC
Inventech Marine Solutions, LLC	Yamaha Motor Corp U.S.A
Jamie Crandall Equipment Corporation	Zodiac of North America, Inc.
Johns Storage	

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 September 25, 2025, 4:30 p.m., Central Time. Proposals were received from the following:

All Hands Fire Equipment, LLC
 Brig USA, LLC dba Fluid Marine
 Carolina Composites, Inc. dba Pioneer Boats
 Donatini, Inc. dba Johnson Hicks Marine Electronics
 Gravois Aluminum Boats, LLC
 Marine One Corporation dba Rescue One Connector Boats
 Novielli Boat Builders, Inc. dba Novielli Boat Builders Erectors
 NW Bend Boats, LLC dba North River Boats
 Powerflow Marine, Inc.
 Raptor Design And Engineering, LLC dba River Raptor Jetboats
 SAFE Boats International, LLC

Tideman Boats U.S., LLC dba Tideman Marine
VIKING Life Saving Equipment dba VIKING Life Saving Equipment Norway
William E. Munson Company
Xtreme Machines, LLC
Zodiac of North America, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig M.S., NIGP-CPP, Procurement Manager
Kim Austin, MBA, CPPO, CPPB, NIGP-CPP, Procurement Manager
Sherri Barnhardt, CLGPO, CPPB, NIGP-CPP, Procurement Manager
Faith Harper, MA, CTCD, CTCM, Procurement Manager

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/or services offered in the proposal response from Donatini, Inc. dba Johnson Hicks Marine Electronics and Xtreme Machines, 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 has been in operation for more than two decades and has turned their focus to public safety by serving entities nationwide. They maintain a large customer service department comprised of sales and service folks and can serve all of the United States and Canada. All Hands offers solid discounts from MSRP, with quantity discounts available by product line for Sourcewell participating entities.

NW Bend Boats, LLC dba North River Boats founded in 1974, with consistent growth enabling them to provide boats from their two Oregon factories. They custom build mission-ready aluminum boats for many different situations. They have an authorized dealer network of 23 serving the United States. NW Bend provides straightforward discounts off MSRP for Sourcewell participating entities.

Raptor Design and Engineering LLC dba River Raptor Jetboats founded in 2014 specializes in the design and manufacturing of heavy-duty, high performance rigid hull and rigid hull inflatable boat (RHIB) jet boats for environmentally demanding, mission specific applications. They can customize boats to meet needs of participating entities. They are building a network of dealers and can serve the United States and Canada. Raptor offers discounts for Sourcewell entities.

SAFE Boats International, LLC was founded in 1996, and builds a safe and durable boat utilizing their Secure Around Flotation Equipped design. They have a sales force that serves the United States and Canada utilizing their factory-direct sales model. Dependable provides straightforward discounts off list price for Sourcewell participating entities with volume discounts available.

VIKING Life-Saving Equipment Inc. has been in operation for more than six decades and sells watercraft all over the world. They maintain a network of 288 worldwide service centers with 25 in the United States and Canada allowing them to serve both countries. Viking offers solid discounts from MSRP available for Sourcewell participating entities.

For these reasons, the following awards of Sourcewell **Master Agreement # 092525** are recommended:

All Hands Fire Equipment LLC	#092525-ALH
NW Bend Boats, LLC dba North River Boats	#092525-NRB
Raptor Design and Engineering LLC dba River Raptor Jetboats	#092525-RAP
SAFE Boats International, LLC	#092525-SAFE
VIKING Life-Saving Equipment Inc.	#092525-VKN

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Greg Grunig

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Greg Grunig M.S., NIGP-CPP, Procurement Manager

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Kim Austin

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Kim Austin, MBA, CPPO, CPPB, NIGP-CPP, Procurement Manager

Signed by:

Sherri Barnhardt

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Sherri Barnhardt, CLGPO, CPPB, NIGP-CPP, Procurement Manager

Signed by:

Faith Harper

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Faith Harper, MA, CTCD, CTCM, Procurement Manager

STATEMENT OF COMPLIANCE

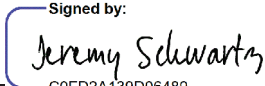
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for **RFP #092525 Boats and Watercraft Solutions with Related Equipment and Services**.

The Evaluation Committee accepted, deemed responsive, evaluated, and recommended proposals for award to the Deputy Chief Procurement Officer. 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 February 17, 2026.

Signed by:



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