



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 040220
Entitled

Firefighting Equipment and Rescue Tools with Related Supplies and Accessories

The following advertisement was placed February 13, 2020 in Utah's *The Salt Lake Tribune*, 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, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and February 14, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency 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 members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 April 2, 2020, 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:

72 HOUR, LLC	Laszlo Corporation
A&M INDUSTRIAL, INC.	Limited Enterprise, Inc.
Bayne Development Group, LLC	Morooka USA, LLC
BidPrime, Inc.	Motion Industries, Inc.
Bisonte Industrial USA, LLC	MSA Safety Sales, LLC
Bitars Services, Inc.	Municipal Emergency Services, Inc.
BTO, INC.	NORTH AMERICAN FIRE HOSE
BULLDOG HOSE COMPANY, LLC	NORTH RIDGE FIRE EQUIPMENT
CET Fire Pumps MFG.	Optimal Leasing, LLC
CIB International, Corp.	Public Safety Equipment Company, LLC
Danko Emergency Equipment	Sea-Western, Inc.
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	Tactical Fire Equipment

Evacusled, Inc.	TargetSolutions Learning, LLC
Fouts Brothers, Inc.	Task Force Tips, LLC
GearGrid, LLC	TechnicalRescue.com, Inc.
Guillevin International Co.	Tempest Technology Corp (A Leader Group Company)
Hard-Line	THE STEVENS COMPANY, LTD
Harrington, Inc.	The Tools Man, Inc.
Height Works, Ltd.	TNT RESCUE SYSTEMS, INC.
Heracles Protection, LLC	Under Pressure, Inc.
Holmatro	US Fire Equipment, LLC
Husqvarna Professional Products, Inc.	W W Grainger, Inc.
International Automated Systems, Inc. (IAS)	W.S. Darley & Co.
KIPPER TOOL COMPANY	WFR
L.N. Curtis & Sons	Whelen Engineering Company, 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 April 2, 2020 at 4:35 pm CT. Proposals were received from the following:

CET Fire Pumps MFG
 GearGrid, LLC
 Guillevin International Co.
 Harrington, Inc.
 Height Works, Ltd.
 Heracles Protection, LLC
 Holmatro
 Husqvarna Professional Products, Inc.
 International Automated Systems, Inc. (IAS)
 KIPPER TOOL COMPANY
 L.N. Curtis & Sons
 Laszlo Corporation
 Morooka USA, LLC
 Motion Industries, Inc.
 Municipal Emergency Services, Inc.
 NORTH AMERICAN FIRE HOSE
 Sea-Western, Inc.
 TargetSolutions Learning, LLC
 TNT RESCUE SYSTEMS, INC.
 W.W. Grainger, Inc.
 Whelen Engineering Company, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcewell Procurement Lead Analyst
Chris Robinson, CPSM, Sourcewell Procurement Manager
Carol Jackson, Sourcewell Procurement Analyst
Craig West, Sourcewell 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 TargetSolutions Learning, LLC, and Morooka USA, LLC, fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to be responsive and were evaluated.

C.E.T. Fire Pumps Manufacturing LTD offers a complete line of portable fire pumps with over 20 standard models to choose from including gas and diesel engines, skid mounted, trailer mounted and floating models. 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.

Husqvarna Professional Products manufactures a full portfolio of equipment and accessories designed for wildland firefighting and forestry tree care, including chainsaws, brushcutters, string trimmers, axes, and accessories. Husqvarna has over 5,000 dealers located in the United States and Canada certified to serve Sourcewell members. They offer a solid discount from list pricing.

Kipper Tool Company is a woman-owned small business with significant past governmental contract experience. Kipper Tool has a comprehensive offering of firefighting and rescue tools. They offer pricing at a substantially discounted rate, with freight included on non-custom orders.

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 members, and purchases are supported by manufacturer warranties and available extended warranties..

Municipal Emergency Services 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 SCBA annual test service, maintenance and training. They offer competitive pricing, with significant discounts from MSRP, and pass along manufacturer warranties on the equipment purchased.

Whelen Engineering brings a deep product offering in emergency lighting. They offer sales and service to Sourcewell members through a broad distributor network. Whelen Engineering offers solid discounts off List/MSRP pricing..

W.W. Grainger, Inc. dba Grainger North America, provides an extensive product selection, locally available inventory, prompt delivery, and ordering simplicity. They provide products and services to Sourcewell members through a network of 280 branches and 17 distribution centers. Grainger North

America offers competitive discounted pricing, including freight, and manufacturer warranties covering all products and equipment parts.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #040220 to:

C.E.T. Fire Pumps Mfg, Ltd.	040220-CET
Husqvarna Professional Products, Inc.	040220-WWG
Kipper Tool Company	040220-KPP
L.N. Curtis & Sons	040220-LNC
Municipal Emergency Services, Inc.	040220-MES
Whelen Engineering Company, Inc.	040220-WHL
W.W. Grainger, Inc.	040220-WWG

The preceding recommendations were approved on April 29, 2020.

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Greg Grunig, Sourcewell Procurement Lead Analyst

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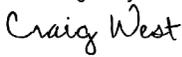
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Chris Robinson, CPSM, Sourcewell Procurement Manager

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Carol Jackson, Sourcewell Procurement Analyst III

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Craig West, Sourcewell Procurement Analyst II

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 #040220 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, CSSBB, CPPU
Chief Procurement Officer