



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011824
Entitled

Self-Contained Breathing Apparatus (SCBA) and Breathing Air Systems with Related Equipment

The following advertisement was placed November 30, 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>, Bidding, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, December 1, 2023 in Oregon's *Daily Journal of Commerce*, and November 30 and December 7, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Self-Contained Breathing Apparatus (SCBA) and Breathing Air Systems with Related Equipment 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 18, 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.	Hous4gens, LLC
911 Fleet & Fire Equipment Holdings, LLC	Interspiro, Inc.
9195-6664 Quebec, Inc.	Kaisaro, LLC
A&M INDUSTRIAL, INC.	L.N. Curtis & sons
All Hands Fire Equipment, LLC	M&L Supply, Fire & Safety
Altek, Inc.	Macqueen Equipment
Amrocor, LLC	MedServ Marketplace, LLC
Aramco, Inc.	MSA Safety Sales, LLC
Arctic Compressor, LLC	Municipal Emergency Services, Inc.
Associated Fire Safety Group, Inc.	North America Fire Equipment Co., Inc.
Atlantic Diving Supply, Inc.	Possible Missions, Inc.
Atlantic Emergency Solutions, Inc.	PTR Baler and Compactor Company

Bauer Compressors, Inc.	RS HUGHES CO., INC.
BlackBay Investigations, Inc.	Safety Source Fire, Inc.
DAN ENTERPRISES TEAM, LLC	Saris and Things
Dana Safety Supply, Inc.	Scientific Sales, Inc.
Defense Equipment Company	Sea-Western, Inc.
Draeger Safety Canada, Ltd.	Station Automation, Inc.
Draeger, Inc.	Sub-Aquatics, Inc. DBA Breathing Air Systems and Safe Air Systems
FIRE-ETC	Technology International, Inc.
Gardner Denver, Inc., dba Mako Compressors	Ten-8 Fire & Safety, LLC
Guillevin International Co.	Ward Apparatus, LLC
HAZMAT RESOURCE, INC.	Wesco Distribution Canada

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 18, 2024 at 4:30 pm CT. Proposals were received from the following:

911 Fleet & Fire Equipment Holdings, LLC
 Arctic Compressor, LLC
 Associated Fire Safety Group, Inc.
 Atlantic Emergency Solutions, Inc.
 Bauer Compressors, Inc.
 DAN ENTERPRISES TEAM, LLC
 Draeger Safety Canada, Ltd.
 Draeger, Inc.
 Interspiro, Inc.
 L.N. Curtis & sons
 MSA Safety Sales, LLC
 Municipal Emergency Services, Inc.
 Safety Source Fire, Inc.
 Sea-Western, Inc.
 Sub-Aquatics, Inc. DBA Breathing Air Systems and Safe Air Systems
 Ten-8 Fire & Safety, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, M.S., Senior Procurement Analyst
 Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst
 Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst
 Nick Scholer, 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.

Dan Enterprises, LLC is focused on offering emergency equipment and firefighting systems to governmental entities. Dan Enterprises holds several certifications, including the 8(a) Business Development Program and Woman-Owned Small Business designations from the Small Business Administration. As an authorized distributor, Dan Enterprises has access to manufacturers specializing in products for the Fire and Rescue Sector. The company's pricing reflects substantial discounts for Sourcewell participating entities.

Draeger Safety Canada, Ltd provides NFPA approved SCBA and NIOSH certified SABA PAS hip mounted light breathing apparatus, to include optional accessories. They can serve Sourcewell participating entities throughout Canada with their six service centers and certified technicians. Draeger Safety Canada, Ltd offers Sourcewell participating entities better pricing than they typically offer other municipalities, universities, and school districts with a solid discount from list price.

Draeger, Inc., is global organization that supplies respiratory protection equipment including self-contained breathing apparatus, escape respirators, supplied air respirators, thermal imaging cameras, a variety of masks and filters, and portable and fixed gas detection monitors. Their robust sales team and distributor network, based in the United States, are available to assist Sourcewell participating entities. Draeger, Inc., offers Sourcewell participating entities a solid discount off list price.

Interspiro Inc. develops respiratory protection and regulators that are often used by firefighters. The offered SCBA equipment comes with a 15-year warranty. Through a direct sales and a distribution network, Interspiro can serve Sourcewell participating entities throughout the United States and Canada. Operational training is provided at no charge. participating entities receive a discount of MSRP.

Curtis offers a comprehensive line of firefighting and emergency products and services to local, state, and federal agencies throughout the United States. Curtis is a distributor/dealer so they can utilize their vast network of manufacturers to provide products to participating entities worldwide. Curtis provides a competitive discount off the manufacturers' suggested price and will provide volume discounts whenever feasible.

MSA Safety Sales LLC offers a full line of SCBA and accessories. Through their small business subcontracting plan, they seek out historically underutilized business. MSA Safety Sales has an internal sales team that partners with over 400 distributors to service the United States and Canada. They are offering their solutions at a substantial discount from list price.

Municipal Emergency Services is a national full-line first responder and public safety distributor in the United States. MES offers SCBA, compressors and other air supply devices along with product support, 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.

Sea-Western originated as a distributor specializing in top-tier products for fire service and government agencies. Collaborating with more than 60 manufacturers, Sea-Western concentrates on supplying government agencies within the United States the supplies they need. They provide training opportunities and favorable discounts for Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011824 to:

Dan Enterprises Team, LLC	#011824-DAN
Draeger Safety Canada, Ltd.	#011824-DRA
Draeger, Inc.	#011824-DRG
Interspiro Inc.	#011824-INT
L.N. Curtis & Sons	#011824-LNC
MSA Safety Sales LLC	#011824-MSS
Municipal Emergency Services Inc	#011824-MES
Sea-Western Inc	#011824-SEW

The preceding recommendations were approved on March 11, 2024.

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Greg Grunig
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Greg Grunig, M.S., Senior Procurement Analyst

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Nick Scholer, Procurement Analyst

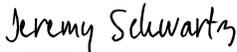
STATEMENT OF COMPLIANCE

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 #011824 for Self-Contained Breathing Apparatus (SCBA) and Breathing Air Systems with Related Equipment**.

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, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer