



COMMENT AND REVIEW

to the
REQUEST FOR PROPOSAL (RFP) 032620
Entitled

Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

The following advertisement was placed January 23, 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 January 24, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment 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 March 26, 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:

A&M INDUSTRIAL, INC	LION First Responder PPE
AJ Stone Company, Ltd	M&L Supply, Fire & Safety
American Veteran Enterprise Team, LLC	M&T Fire and Safety, Inc.
Ansell Healthcare	Morooka USA, LLC
Arctic Compressor, LLC	Motion Industries, Inc.
Arel Supply, LLC	MSA Safety Sales LLC
Bauer Compressors, Inc.	Municipal Emergency Services, Inc.
Bitars Services, Inc.	NORTH RIDGE FIRE EQUIPMENT
Cacioppe Communications Company, Inc.	Northern Connections LLC
Cardinal Health Canada	Performance Safety Group I, LP
CIMA LTCI Corporation	Prime Vendor, Inc.
Coinamatic Commercial Laundry, Inc.	Promo Solutions
Conway Shield	Ricocet Manufacturing Company, Inc.
Coronet Equipment, Ltd.	Rocky Mountain Phoenix, Inc.
Delnicemedic	RUSSO GROUP
Draeger, Inc.	S & F Sonics DBA as Omegasonics
Dry Gear Solutions	Safedesign Apparel, Ltd.
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	Safeware, Inc.
Fathom Tribal Fire, LLC	Scott Technologies, Inc.

Fire-Dex, LLC	Sea-Western, Inc.
Flame Guard USA, LLC	Snyder Upholstery
Fort Garry Fire Trucks, Ltd	State of North Dakota
Gauch Distributing, Inc.	Stedfast
Guillevin International, Co.	The Tools Man, Inc.
HAIX NORTH AMERICA	UniformOne
Husqvarna Professional Products, Inc.	Uniforms Manufacturing of Arizona, LLC
Innotex Corp.	United Supply Alliance, LLC
It's Greek To Me, INC.	US Fire Equipment, LLC
KIPPER TOOL COMPANY	Veridian Limited
L.N. Curtis & Sons	W. W. Grainger, Inc.
Levitt Safety	WFR
Limited Enterprise, Inc.	Will Enterprises

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 March 26, 2020 at 4:41 pm CT. Proposals were received from the following:

Arctic Compressor, LLC
 Bauer Compressors, Inc.
 Draeger, Inc.
 Dry Gear Solutions
 Fire-Dex LLC
 Guillevin International Co.
 HAIX NORTH AMERICA
 Innotex Corp.
 L.N. Curtis & sons
 LION First Responder PPE
 Morooka USA, LLC
 Motion Industries, Inc.
 Municipal Emergency Services Inc
 Ricocet Manufacturing Company, Inc.
 Safedesign Apparel Ltd.
 Safeware, Inc.
 Sea-Western Inc
 Veridian Limited
 W W Grainger, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Sourcewell Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst
 Michael Muñoz, CPPB, Sourcewell Procurement Analyst
 Stephanie Haataja, CPIM, 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 the products and services offered in the proposal response from 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.

Draeger, Inc., is global organization that supplies respiratory protection equipment and gas detection devices, 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 Members. Draeger, Inc., offers Sourcewell Members a solid discount off list price.

Fire-Dex LLC, is a manufacturer of personal protective clothing including turnout gear, coats and pants designed for Wildland, EMS, and USAR, boots, gloves, standard and particulate barrier hoods, and helmets. Their proprietary offerings include an outer shell material that creates a lightweight system for frontline first responders. Fire-Dex utilizes a sales team and dealer network that stands ready to serve Sourcewell Members throughout the United States and Canada. Fire-Dex is offering pricing at a substantial discount to Sourcewell Members.

Innotex is a manufacturer that offers a full product line of turnout gear, proximity suits, gloves and hoods. Their internal sales, distribution network and service team provide coverage for Sourcewell Members across the United States and Canada. Their products are backed by a solid warranty and Sourcewell Members receive a competitive discount off MSRP, with quantity discounts available on turnout gear.

L.N. Curtis & Sons is providing a complete line of personal protective equipment (PPE), breathing air compressor systems, pre- and post-sale support services, as well as inspection, cleaning, and repair of personal protective equipment. L.N. Curtis & Sons has the ability to service Sourcewell Members in the United States. They also offer their CurtisCARE Program which will provide training, on-boarding support, inspection, repair and maintenance services. Sourcewell Members will be offered a solid discount off list pricing.

LION First Responder PPE, Inc., manufactures a comprehensive offering of first responder personal protective equipment (PPE). LION's PPE line is offered to all Sourcewell members across the United States and Canada by both LION and a robust dealer network spanning from coast to coast. Cleaning, inspection and repair of products is provided by LION TotalCare market centers located in several major cities across the United States. All products proposed by LION First Responder PPE are being provided at a competitive discount rate with freight included within the continental United States for all PPE purchases.

Municipal Emergency Services, Inc., offers a full line of personal protective equipment from a diverse lineup of manufacturers. Their product line includes turnout gear, boots, gloves, hoods, CBRN, station wear, helmets, eye protection, SCBA, compressors and other air supply devices, laundry, extractor machines, and drying cabinets. MES has a vast sales and distribution network located throughout the United States. MES offers a discount off their MSRP pricing structure to Sourcewell Members.

Motion Industries, Inc., is a wholly owned subsidiary of Genuine Parts with branch locations, service repair centers and distribution centers across Canada. They provide a wide range of products including turnout gear, helmets, boots, gloves, hoods, cylinders, regulators, fill stations and compressor systems from a variety of manufacturers in addition to product training in a format that fits members' needs. Sourcewell Members in Canada will receive discounted pricing on offered products.

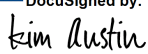
Safeware, Inc., brings a complete line of firefighting PPE products from a variety of manufacturers. They are able to serve the United States and Canada with their sales team, branch locations and warehouses. Safeware, Inc. offers Sourcewell members a variety of seminars, equipment testing, and training options. Members will receive a competitive price discount off their published list prices.

W.W. Grainger, Inc. offers a wide range personal protective equipment from a variety of manufacturers. They have an extensive distribution network of over 250 branches and 14 distribution centers strategically located across the United States. Grainger is also well suited to support Members in Canada with many branches and distribution centers. Grainger can assist with member attainment of socioeconomic spend goals through its Small and Diverse Supplier Program and its Distributor Alliance Program. Grainger is offering a significant discount to Sourcewell Members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #032620 to:

Draeger, Inc.	032620-DRG
Fire-Dex LLC	032620-FDX
Innotex	032620-INO
L.N. Curtis & Sons	032620-LNC
LION First Responder PPE, Inc.	032620-LIO
Municipal Emergency Services, Inc.	032620-MES
Motion Industries, Inc.	032620-MII
Safeware, Inc.	032620-SAF
W.W. Grainger, Inc.	032620-WWG

The preceding recommendations were approved on May 5, 2020.

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Kim Austin, CPPB, Sourcewell Procurement Lead Analyst

Sourcewell

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Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst

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Stephanie Haataja, CPIM, Sourcewell Procurement Analyst

STATEMENT OF COMPLIANCE

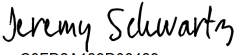
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #032620 for Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance 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
Chief Procurement Officer