



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #110921  
Entitled

**Ambulance and Emergency Medical Service Vehicles**

The following advertisement was placed September 21, 2021 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, on September 22, 2021 in Oregon's *Daily Journal of Commerce*, and on September 21 and September 28, 2021 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Ambulance and Emergency Medical Service Vehicles 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 November 9, 2021, 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	Hi-Tech Emergency Vehicle Service, Inc.
American Emergency Vehicles	IVS, Inc. dba AngelTrax
Apgar Ambulance, LLC	J & B Medical Supply Co., Inc.
Balcer Ambulance Sales Corp.	Lion Buses, Inc.
Cooperative Services, LLC	Marion Body Works, Inc.
CUSTOM TRUCK AND BODY WORKS, INC.	MoveMobility, Inc.
Demers Ambulances USA, Inc.	Osage Industries, Inc.
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	P.L. Custom Body and Equipment Co., Inc.
Excellance, Inc.	REV Ambulance Group Orlando
Firetrucks Unlimited, LLC	REV Orlando Group
First Priority Emergency Vehicles, Inc.	Revgroup, Inc.
FR Conversions, Inc.	The Pep Boys - Manny, Moe & Jack, LLC
GAINESVILLE TRUCK CENTER, INC.	True North Equipment, Inc.

Halcore Group, Inc. dba Leader Emergency Vehicles	Wade Ford, Inc.
Halcore Group, 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 November 9, 2021, at 4:30:56 pm CT. Proposals were received from the following:

Demers, Ambulance Manufacturer Inc.  
 Firetrucks Unlimited, LLC  
 Halcore Group, Inc., dba Horton Emergency Vehicles  
 Halcore Group, Inc., dba Leader Emergency Vehicles  
 Osage Industries, Inc.  
 P.L. Custom Body and Equipment Co., Inc.  
 REV Ambulance Group Orlando, Inc., dba Wheeled Coach  
 REV Orlando Group Orlando, Inc., dba Road Rescue Emergency Vehicles  
 Revgroup, Inc., dba American Emergency Vehicles

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst  
 Michael Muñoz, CPPB, Procurement Analyst  
 Chris Robinson, CPSM, Procurement Manager  
 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. The Sourcewell Chief Procurement Officer then reviewed and resolved potential concerns related to the submittal of multiple coordinated proposals, and directed that all proposal responses received were to be evaluated.

Demers, Ambulance Manufacturer Inc., provides numerous models of Type I, II, and III ambulances. Their dealer network and direct sales force will allow them to serve Sourcewell participating entities across the United States and Canada. Demers Ambulance is offering pricing rates competitively discounted from MSRP.

Firetrucks Unlimited, LLC, offers remounting and refurbishing services for Type I, III and IV ambulances on either new or customer provided chassis. They also have an inventory of used ambulances available for sale. The dual Firetrucks Unlimited locations, and their dealer network, allow them to sell and serve entities in the United States and Canada. They are offering solid discounts from list pricing to Sourcewell participating entities.

Halcore Group, Inc., dba Horton Emergency Vehicles, manufactures Type I, III and IV ambulances and also provides remount and refurbishment services. They will support Sourcewell participating entities throughout the United States with a combined dealer network and factory-direct sales and service team. Horton vehicle options include green technology such as idle mitigation and roof-mounted solar panels. Their pricing reflects considerable discounts on base models and published options.

P.L. Custom Body and Equipment Co., Inc., provides numerous options for Type I, III and IV ambulances, with available remounting and conversion services. Their dealer network provides coverage in 30 states, with available direct sales alternatives in the rest of the US.. P.L. Custom is offering Sourcewell participating entities competitively discounted pricing from MSRP.

REV Ambulance Group Orlando, Inc., dba Wheeled Coach, custom manufactures ambulances, each outfitted with a wide array of ancillary equipment, to offer a complete solution for participating entities' needs. Wheeled Coach has an available dealer network to serve Sourcewell participating entities across the United States and is developing a sales apparatus to serve into Canada. They are offering solid discounts from list pricing to Sourcewell participating entities.

Upon the evaluation findings of the Proposal Evaluation Committee, the Sourcewell Chief Procurement Officer made the determination to award Sourcewell Contract #110921 to:

Demers, Ambulance Manufacturer, Inc.	#110921-DEM
Firetrucks Unlimited, LLC	#110921-FRU
Halcore Group, Inc., dba Horton Emergency Vehicles	#110921-HAL
P.L. Custom Body and Equipment Co., Inc.	#110921-PLC
REV Ambulance Group Orlando, Inc., dba Wheeled Coach	#110921-RVO

The preceding recommendations were approved on January 31, 2022.

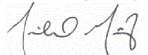
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Chris Robinson, CPSM, Procurement Manager

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Michael Muñoz, CPPB, Procurement Analyst

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Nick Scholer, Procurement Analyst

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Greg Grunig, Procurement Lead 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 #110921 for Ambulance and Emergency Medical 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 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