



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #113021  
Entitled  
**Firefighting Apparatus and Fire Service Vehicles**

The following advertisement was placed October 12, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* 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, and October 13, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Firefighting Apparatus and Fire 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 30, 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	Kovatch Mobile Equipment Corp.
11193422 Canada, INC.	Kyrish Government Group
Acres Industries, Inc.	Laszlo Corporation
Alexis Fire Equipment Company	Marion Body Works, Inc.
Allied Restoration	MAXIMETAL INC.
Blanchat Mfg., Inc.	Metalfab, LTD
BME Fire Trucks, LLC	MSA Safety Sales, LLC
Brindlee Mountain Fire Apparatus, LLC	North America Fire Equipment Co., Inc.
CAMIONS CARL THIBAUT, INC.	O'RIELLY CHEVROLET, INC.
Carrier Truck Centers	Oshkosh Airport Products, LLC
CET Fire Pumps MFG	P.L. Custom Body and Equipment Co., Inc.
Chemical Containers, Inc.	PECS Electromechanical
Commercial Emergency Equipment	Pierce Manufacturing (Oshkosh Corporation)
Cooperative Services, LLC	Rock River Industries, LLC

Custom Fire Apparatus, Inc.	Rosenbauer South Dakota, LLC
D-Lux Screen Printing	Sea Hawk
Danko Emergency Equipment	Servco Pacific, Inc.
Dependable Truck & Tank, Limited	Skeeter Brush Trucks, LLC
Draeger Safety Canada, Ltd.	Southern Fire Apparatus, LLC
E-ONE, Inc. (REV Group, Inc.)	Spartan Fire, LLC
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	Spencer Manufacturing, Inc.
EJ Metals, LLC	SPI Health and Safety, Inc.
Ferrara Fire Apparatus, Inc.	Stainless and Repair, Inc.
Fire & Safety Services, Ltd.	Sub Aquatics, Inc.
FIRE AND MARINE, INC.	Super Vacuum Manufacturing CO., Inc.
FireStopper USA MD	System One Manufacturing, Inc.
First Priority Emergency Vehicles, Inc.	The Sutphen Corporation
Fisher Tech Services, LLC	Tipton Ford
Fort Garry Fire Trucks, Ltd.	Toyne, Inc.
Four Guys Stainless Tank & Equipment, Inc.	Ty Parker & Son, Inc.
Fouts Brothers, Inc.	Unifire, Inc.
Hi-Tech Emergency Vehicle Service, Inc.	US Fire Equipment, LLC
HME, Incorporated	Ward Apparatus, LLC
Holland Pump Company	Warren Anderson Ford dba Fritts Ford
HUB Fire Engines & Equipment, Ltd.	Watts Manufacturing, LLC
HydeInfoTech	WBM GP., INC.
Intercontinental Truck Body, Ltd.	Westvac Industrial, Ltd.

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 30, 2021, at 4:32:09 pm CT. Proposals were received from the following:

- Acres Industries, Inc.
- Alexis Fire Equipment Company
- BME Fire Trucks, LLC
- Brindlee Mountain Fire Apparatus, LLC
- CAMIONS CARL THIBAUT, INC.
- CET Fire Pumps MFG
- Chemical Containers, Inc.
- Custom Fire Apparatus, Inc.
- Dependable Truck & Tank, Limited
- EJ Metals, LLC
- FireStopper USA MD
- Fort Garry Fire Trucks, Ltd.
- Fouts Brothers, Inc.
- Hi-Tech Emergency Vehicle Service, Inc.
- HME, Inc.
- HUB Fire Engines & Equipment, Ltd.
- Laszlo Corporation
- Marion Body Works, Inc.

MAXIMETAL INC.  
Metalfab, LTD  
Oshkosh Corporation (Pierce Manufacturing)  
P.L. Custom Body and Equipment Co., Inc.  
REV Group, Inc. (E-One, Inc.)  
Rock River Industries, LLC  
Rosenbauer America, LLC (Rosenbauer South Dakota, LLC)  
Skeeter Brush Trucks, LLC  
Spencer Manufacturing, Inc.  
Super Vacuum Manufacturing Co., Inc.  
The Sutphen Corporation  
Toyne, Inc.  
Ty Parker & Son, Inc.  
US Fire Equipment, LLC  
Ward Apparatus, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
Stephanie Haataja, CPIM, Procurement Analyst  
Craig West, Procurement Analyst  
Tom Sharbonno, 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.

Custom Fire Apparatus, Inc., provides a wide variety of fire service vehicles including initial attack/wildland, pumpers, rescue, and mobile water supply/pumper tender firefighting apparatus. They will provide sales and service in the United States and Canada. Their price list includes many common options when customizing base model vehicles. Custom Fire Apparatus, Inc. is offering Sourcewell participating entities a solid discount off list pricing.

HME, Inc., manufactures aerials, pumpers, tankers, and wildland firefighting apparatus. Their sales and dealer network are available to Sourcewell participating entities throughout the United States and Canada. Dealers are available for 24-hour emergency service and mobile repair. HME is offering a considerable discount off MSRP. Pre-pay and quantity discounts are also available.

MAXIMETAL Inc. offers a product line that includes pumpers, tankers, rescues, command vehicles, and wildland firefighting apparatus. Their sales representatives and dealer network can provide sales and service to all Sourcewell participating entities in the United States and Canada. They are able to offer 24–48-hour critical parts delivery to their customers. MAXIMETAL is offering a competitive discount off list pricing and an additional volume discount for two or more identical units on a single purchase order.

Oshkosh Corporation is offering a wide variety of products including custom and commercial pumper products, aerial products, and emergency response vehicles. They will serve Sourcewell participating entities in the United States and Canada through their regional sales and service model. Oshkosh Corporation is providing a combination

of line item, percentage, multi-unit, pre-pay and progress payment discounts (as applicable) on their fire apparatus offering.

P.L. Custom Body and Equipment Co., Inc., manufactures custom extreme duty rescue trucks, command centers, hazmat, and other specialty vehicles. Numerous chassis platforms are available to meet varying needs and specifications. They have a sizeable sales force and dealer network throughout the United States. P.L. Custom is a woman-owned entity (WMBE). They proposed a strong discount to Sourcewell participating entities.

REV Group, Inc., is a manufacturer and service provider of fire apparatus that includes pumpers, rescues, tankers, aeriels, hazmat, command vehicles, ARFF units, Spartan Chassis, and wildland fire service vehicles. Their sale representatives and robust dealer network offers sales and service to all Sourcewell participating entities in the United States and Canada. They offer leasing, trade-ins, pre-pay discounts and multiple unit discounts. REV Group offers a sizeable discount off their list pricing.

Rock River Industries, LLC, is offering a full line of all-poly tankers, pumpers, tactical tenders, brush trucks, and quick attack vehicles under the Midwest Fire brand name. Midwest Fire has a sales staff able to serve participating entities in the United States and Canada through a direct sales strategy. They provide no cost training on new apparatus during the delivery process and equipment pricing reflects a considerable discount off list.

Rosenbauer America LLC is a manufacturer of aeriels, pumpers, tankers, rescue vehicles, wildland, ARFF, and a fully electric fire truck. Rosenbauer also manufactures their own custom chassis, the Commander, Warrior and Avenger. Their sales force, consisting of 32 dealers in the United States and Canada, is prepared to serve Sourcewell participating entities. Rosenbauer is providing competitive discounts from MSRP.

The Sutphen Corporation is a manufacturer of custom fire apparatus. Their product line includes a variety of specialty fire apparatus including industrial pumpers, heavy rescues, and hazmat units. Sutphen's offering also includes aerial devices constructed solely of aluminum which reduces weight and improves handling. Their large dealer network spans the United States and Canada. Sutphen Corporation is offering participating entities a notable discount from MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #113021 to:

Custom Fire Apparatus, Inc.	#113021-CSM
HME, Inc.	#113021-HME
MAXIMETAL Inc.	#113021-MAX
Oshkosh Corporation	#113021-PMI
P.L. Custom Body and Equipment Co., Inc.	#113021-PLC
Rev Group (E-One, Inc.)	#113021-EOI
Rock River Industries	#113021-RCK
Rosenbauer America LLC	#113021-RSD
The Sutphen Corporation	#113021-SUT

The preceding recommendations were approved on February 7, 2022.

DocuSigned by:

*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:

*Steff Haataja*

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Stephanie Haataja, CPIM, Procurement Analyst

DocuSigned by:

*Craig West*

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Craig West, Procurement Analyst

DocuSigned by:

*Tom Sharbonno*

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Tom Sharbonno, 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 #113021 for Firefighting Apparatus and Fire 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.

DocuSigned by:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer