

**LEAGUE OF OREGON CITIES**  
**Fire Fighter Personal Protective Equipment Solicitation Synopsis**  
**Solicitation No. 1915**

**Intent**

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Fire Fighter Personal Protective Equipment. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

**Determination for issuing RFP vs. Sealed Bid**

LOC has determined that it is advantageous for LOC to procure Fire Fighter Personal Protective Equipment using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) for LOC and its members.

**Procedure**

LOC issued an RFP (1915) on November 12<sup>th</sup>, 2019.

The RFP was published in the Daily Journal of Commerce on November 11<sup>th</sup>, 2019.

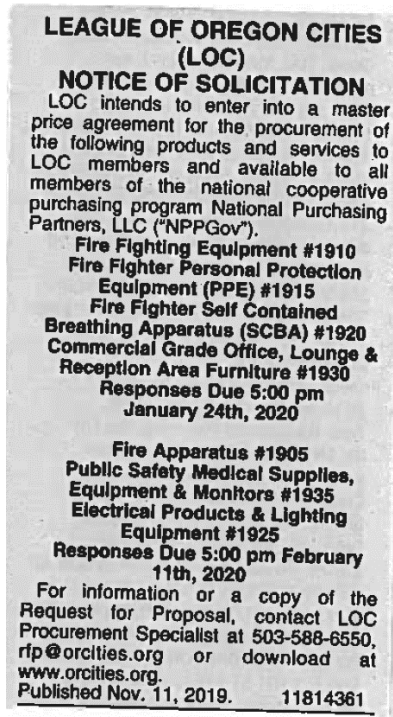
The RFP was published in USA Today on November 12<sup>th</sup>, 2019.

The RFP closed on January 24<sup>th</sup>, 2020.

The RFP was awarded on February 21<sup>st</sup>, 2020.

The RFP was posted to the following web sites: [www.nppgov.com](http://www.nppgov.com), [www.orcities.org](http://www.orcities.org) and [www.findrfp.com](http://www.findrfp.com)

The text of the published notice of solicitation is as follows:



LOC received a proposal (s) from the following vendor (s):

1. Cascade Fire
2. Curtis
3. LION
4. MES
5. NAFECO
6. Ten-8
7. Veridian

A copy of the log for proposals received is attached hereto.

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. Cascade Fire
2. Curtis
3. LION
4. MES
5. NAFECO
6. Ten-8
7. Veridian

## **Evaluation**

The evaluation was based on the following criteria as described in the RFP (weighted):

<b>Component Evaluated</b>	<b>Weight</b>
<p><b><u>Pricing:</u></b> Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i>PPW Section 7.0 and Pricing structure.</i></p>	25
<p><b><u>Product Line (Score only categories proposed):</u></b> Breadth, variety, quality of product line and innovation of products. Warranty availability. <i>PPW Section 9.0.</i></p>	15
<p><b><u>Marketing:</u></b> Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i>PPW Section 4.0.</i></p>	15
<p><b><u>Customer Service:</u></b> Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i>PPW Sub-Sections 2.3 &amp; 2.4 and Section 6.0.</i></p>	15
<p><b><u>Proven Experience:</u></b> Success in providing products and services in a timely manner. Years in business, references and reputation. Experience with cooperative purchasing. <i>PPW Sub-Section 1.2.</i></p>	15
<p><b><u>Coverage:</u></b> Ability to provide products and services for indicated coverage region including distribution, retail &amp; service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i>PPW Section 3.0 and Exhibit 1.</i></p>	10
<p><b><u>Conformance:</u></b> Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i>PPW Section 8.0 and 4.5 of RFP.</i></p>	5
<p><b><u>TOTAL</u></b></p>	100

## **Pricing Structure**

**Cascade Fire:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Curtis:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**LION:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**NAFECO:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Ten-8:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Veridian:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

## **Additional Information**

National Purchasing Partners  
1100 Olive Way  
Suite #1020  
Seattle, WA 98101


Bruce Busch, Senior VP  
bruce.busch@mynpp.com  
(206) 515-5439  
www.nppgovernment.com

**AFFIDAVIT OF MAILING**

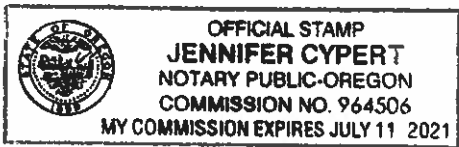
STATE OF Oregon      )  
   ) ss.  
 COUNTY OF Marion    )

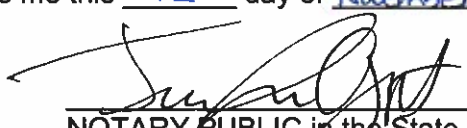
I, Mike Cully, being first duly sworn on oath, depose and state that I am a Contract Manager for League of Oregon Cities, a government entity performing public procurement functions. On this 12 day of November, 2019, I caused to be deposited in the United States mail at Salem, Marion County, Oregon, with first class postage prepaid, one each copy of the attached NOTICE OF SOLICITATION for the MASTER AGREEMENT FOR FIRE FIGHTER PERSONAL PROTECTIVE EQUIPMENT (PPE) to the following addresses:

L.N. Curtis and Son Attn: Nick Lawrence 1800 Peralta Street Oakland, CA 94067	MES Attn: Seth Cosans 7 Poverty Road 85H Bennett Square Southbury, CT 06488	Ten-8 Fire Equipment, Inc. Attn: Cindy Morgan 2904 59 <sup>th</sup> Ave. Dr. E. Bradenton, FL 34203
Hughes Fire Attn: Rex Hughes 910 Shelley St. Springfield, OR 97477	Municipal Equipment Company, LLC Attn: Mathew Fenneman 134 E. 3rd. St. Tifton, GA 31794	NAFECO Attn: Ronald Woodall 1515 West Moulton St Decatur, AL 35601
Unimac Attn: Philip Lapenta PO Box 990 Shepard Street Ripon, WI 54971	HAIX Attn: Sandy Longarzo 2320 Fortune Drive Suite 120 Lexington, KY 40509	Veridian Attn: Doug Daffler 2710 W. Milwaukee St. Spencer, IA 51301
Draeger Attn: George Ballance 7256 S. Sam Houston W. Pkwy Suite 100 Houston, TX 77085	GearGrid Attn: Jeff Anderson 670 S.W. 15 <sup>th</sup> St. Forest Lake, Mn 55025	

  
 Mike Cully

SUBSCRIBED AND SWORN TO before me this 12 day of November, 2019 by Mike Cully.



  
 NOTARY PUBLIC in the State of Oregon  
 Residing at Salem, OR  
 My commission expires: 7/11/21

AFFIDAVIT OF PUBLICATION

# DJC



921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Michelle Ropp**, being first duly sworn, depose and say that I am a **Principal Clerk** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of **CLACKAMAS, MULTNOMAH, and WASHINGTON** as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**FIRE FIGHTING EQUIPMENT**

**League of Oregon Cities; Bld Location Salem, OR, Marlon County;**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

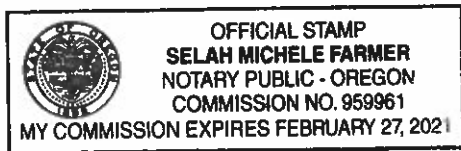
11/11/2019

State of Oregon  
County of Multnomah

SIGNED OR ATTESTED BEFORE ME  
ON THE 11th DAY OF November, 2019

Michelle Ropp

Notary Public-State of Oregon



**LEAGUE OF OREGON CITIES (LOC)**  
**NOTICE OF SOLICITATION**  
 LOC intends to enter into a master price agreement for the procurement of the following products and services to LOC members and available to all members of the national cooperative purchasing program National Purchasing Partners, LLC ("NPPGov").

- Fire Fighting Equipment #1910
- Fire Fighter Personal Protection Equipment (PPE) #1915
- Fire Fighter Self Contained Breathing Apparatus (SCBA) #1920
- Commercial Grade Office, Lounge & Reception Area Furniture #1930

Responses Due 5:00 pm January 24th, 2020

- Fire Apparatus #1905
- Public Safety Medical Supplies, Equipment & Monitors #1935
- Electrical Products & Lighting Equipment #1925

Responses Due 5:00 pm February 11th, 2020

For information or a copy of the Request for Proposal, contact LOC Procurement Specialist at 503-588-6550, [rfp@orcities.org](mailto:rfp@orcities.org) or download at [www.orcities.org](http://www.orcities.org).  
 Published Nov. 11, 2019. 11814361

**Jeanine Hussak**  
**League of Oregon Cities**  
1201 Court St NE Ste 200  
Salem, OR 97301-4194

Order No.: 11814361  
Client Reference No:

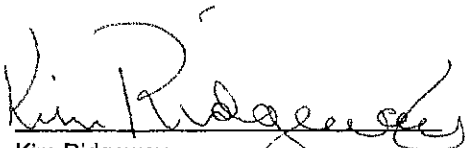
January 13, 2020

To Whom It May Concern:

I am a duly authorized representative of MCA Russell Johns Associates LLC, a company handling the advertising matters for USA Today, a daily newspaper distributed within the United States.

A public notice was placed by Public Procurement Authority and was published in said newspaper within the Marketplace section of the USA Today daily edition on November 12, 2019.

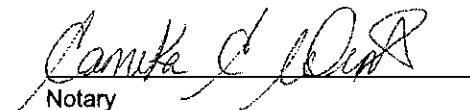
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Kim Ridgeway

Professionals Department Manager

State of Florida  
County of Pinellas

On this 13<sup>th</sup> day of January I attest that the attached document is a true, exact, complete, and unaltered  
tearsheet.

  
Notary

**CAMIKA C. WINTER**  
Notary Public, State of Florida  
My Comm. Expires Apr. 16, 2022  
No. GG 208003



For advertising information: 1.800.397.0070 [www.russelljohns.com/usat](http://www.russelljohns.com/usat)

## NOTICES

### PUBLIC NOTICE

#### League of Oregon Cities (LOC)

#### NOTICE OF SOLICITATION

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## PUBLIC NOTICE

### Pioneer Electric Cooperative Inc.,

Ulysses, KS, seeks qualified power line contractor to complete RUS specified rebuild of approx. 195 miles of winter storm damage to power lines and additional repair work.

Proposal documents are available at:

<http://pioneerelectric.coop/resources/storm-restoration/>  
Bids due by 12/2/2019.

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### Attention Diabetics! NO More Finger Pricking Get Your New GCM Devices

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- How to heal without injections!
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Edward Kondrot, MD Board Certified Ophthalmologist

## GET NOTICED!

Advertise in USA TODAY's Marketplace!

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## HEALTH / FITNESS

### INVOKANA MEDICATION WARNING

ATTENTION THIS IS AN IMPORTANT MESSAGE FOR ANYONE THAT HAS TAKEN THE PRESCRIPTION MEDICATION INVOKANA, INVOKOMED OR INVOKOMED XR FOR THEIR DIABETES. IN MAY 2017, BASED ON THE FACTS OF TWO CLINICAL TRIALS, THE FDA ISSUED A HEALTH ADVISORY WARNING THAT THESE DIABETES MEDICATIONS INCREASE THE RISK OF AMPUTATION OF THE LEGS AND TOES. IF YOU OR YOUR LOVED ONE HAVE TAKEN THE PRESCRIPTION MEDICATION INVOKANA, INVOKOMED OR INVOKOMED XR FOR YOUR DIABETES.

YOU MUST CALL US NOW:  
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