



## Interoffice Memorandum

November 16, 2021

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

FROM: 

Carrie Mathes, CFCM, CPP-NIGP, CPPO, C.P.M., Manager,  
Procurement Division

CONTACT: John Westmoreland, Manager II, Fire Rescue Department  
(407) 836-9178

SUBJECT: Approval of Purchase Order M105976, Fire Apparatus

### ACTION REQUESTED:

Approval of Purchase Order M105976, Fire Apparatus, with REV RTC, Inc. dba Hall-Mark RTC, in the amount of \$5,568,920.57.

### PROCUREMENT:

This purchase order will provide seven fire apparatus required to replace units that meet end of life criteria. These apparatuses will be Advanced Life Supply units and provide critical EMS and Fire Suppression services throughout the County on a daily basis. The units will also provide assistance, as needed and approved, to neighboring jurisdictions.

### FUNDING:

Funding is available in account numbers 5896-019-8640-6430 and 1009-034-0688-6430.

### APPROVALS:

The Fire Rescue Department concurs with this request.

### REMARKS:

Fire apparatus were approved for standardization by the Procurement Division on July 26, 2004. All fire apparatus are custom made and manufactured by Emergency-One since 2001. The sole authorized dealer for Emergency-One fire apparatus in the Central Florida area is REV RTC, Inc. dba Hall-Mark RTC.

In an effort to identify any sources authorized to sell these Fire Apparatus, the Procurement Division posted a notice of intent to sole source on the County's website for a period of 10 days. No firms responded to the posting.

Price reasonableness was established based on latest purchases from REV RTC, Inc. current and prior county contracts and purchases. The proposed purchase represents an increase in price of 6.5% and is considered reasonable compared to the latest units purchased by City of St. Augustine, Hillsborough County, City of St. Petersburg Beach, Sarasota County, Martin County, Pasco County, Nassau County, City of Tallahassee, Charlotte County, City of Daytona Beach, Miami-Dade County, The Villages, City of Punta Gorda, City of Palm Harbor and the Town of Davie.

In accordance with federal standards, negotiations were conducted with REV RTC, Inc. dba Hall-Mark RTC executing their best and final offer on the quotes provided on August 25-26, 2021 and confirmed via email on November 16, 2021.

REV RTC, Inc. dba Hall-Mark RTC has a satisfactory record of performance.