

**City Council – Action Request Form**

**Date:** May 14, 2024

**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

W. Patrick Pate, City Manager

**From:** Trey Mayo, Fire Chief  
Darren Redfield, Purchasing Director

**Council Action Requested:**

Resolution Awarding a Purchase Order for Engine 16 Equipment

**Strategic Focus Area:** Service Excellence

**Strategic Objective:** N/A

**Strategic Plan Action Item:** No

**Key Work Item:** No



**Summary of Information:**

The Fire Department budgeted to purchase new equipment for Engine 16. This equipment is essential in providing the expected emergency response to the community.

City/County Purchasing advertised a formal purchase bid for the following equipment: hoses and appliances, fans, hand lights, extinguishers, thermal imaging camera kit, salvage covers, rope, emergency tools, vehicle lockout equipment, EMS equipment, and traffic cones. Bids were opened on March 20, 2024.

Most vendors cannot supply all the items requested in the bid document; therefore, vendors are allowed to submit prices for the products they supply, with awards made to the lowest responsible, responsive vendor meeting specifications for each item. The small equipment purchases under \$100,000 will be approved by the City Manager.

The lowest bidder for the following equipment is Atlantic Emergency Solutions, Inc. (Manassas, VA): hoses and appliances, fans, thermal imaging camera kit, salvage covers, and tools and equipment. It is recommended that a purchase order be awarded to Atlantic Emergency Solutions, Inc. in the amount of \$149,893.24.

This equipment purchase was approved in the FY 2023-2024 budget.

M/WBE comment: There are no known M/WBE vendors that provide this equipment. See Exhibit A for workforce demographics of the recommended vendor.

**Committee Action:**

**Committee** FC-5/14/2024

**Action**

**For** Unanimous Approval

**Against**

**Remarks:**

**Exhibit A**

Businesses requesting the bidding document

<b>Business Name</b>	<b>City/State</b>	<b>M/WBE</b>
Apex Gear	Irving, TX	
Atlantic Emergency Solutions	Manassas, VA	
Blue Ridge Rescue Suppliers	Montvale, VA	
C.W. Williams Fire Apparatus	Statesville, NC	
Dana Safety Supply	Greensboro, NC	
Davidson Fire Protection Services	Liberty Township, OH	
Fulp's Environmental, Inc.	Winston-Salem, NC	
L&A Emergency Equipment	State Road, NC	
Lawmen's Safety Supply	Raleigh, NC	
Modern Rescue USA	Greensboro, NC	
Municipal Emergency Service	Charlotte, NC	
Newton's Fire Equipment	Graham, NC	
Northern Safety & Industrial	Church Hill, TN	
Rhinehart Fire Services	Asheville, NC	
Ricochet Gear	Philadelphia, PA	
Safe Industries	Easley, SC	
Setcom Corporation	Austin, TX	
Technology International, Inc.	Lake Mary, FL	
unknown vendor (Allison Morris)	unknown	
unknown vendor (Jimmy Barron)	unknown	

**WORKFORCE DEMOGRAPHICS**

Project/Bid Description:	Contract for Fire Equipment
Bidder's Company Name:	Atlantic Emergency Solutions, Inc.
City/State:	Manassas, VA

	Gender		Race/Ethnic Identification					Total
	Male	Female	White	African-American	Hispanic	Asian	Native-American	
	394	39	396	25	7	2	3	433
% of Total	91.0%	9.0%	91.5%	5.8%	1.6%	0.5%	0.7%	

The above demographic data is provided to reflect generally the company's efforts to achieve diversity in the workplace in compliance with the applicable equal employment opportunity laws; however, this information is not dispositive of such and may not be used as the basis for awarding or rejecting a bid contract.