

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

9/4/2020 | 9:20 AM CDT

Ronald Woodall  
North America Fire Equipment Co., Inc.  
1515 West Moulton St  
Decatur, AL 35601

Re: **RFQ #63195, Personal Protective Equipment Turnout Gear for Fire and EMS**

Dear Mr. Ronald Woodall,

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #63195, Personal Protective Equipment Turnout Gear for Fire and EMS. This letter hereby notifies you of Metro's intent to award to **North America Fire Equipment Co., Inc.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Jonathan Meadows** by email at [jonathan.meadows@nashville.gov](mailto:jonathan.meadows@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

*Michelle A. Hernandez Lane*

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

Enter Solicitation Title & Number Below						
Personal Protective Equipment Turnout Gear for Firefighters and EMS; RFQ# 63195	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	0.00%	0.00%	\$1,956,868.92	N/A	\$1,956,868.92
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Firefighter PPE Turnout Gear						
North America Fire Equipment Co., Inc	\$1,995,895.28	\$0.00	\$0	\$0.00	\$1,995,895.28	Awarded

\*Safe Industries's submitted specifications did not meet the minimum required standard

Enter Solicitation Title & Number Below						
Personal Protective Equipment Turnout Gear for Fire and EMS; RFQ# 63195	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	0.00%	0.00%	\$230,788.13	N/A	\$230,788.13
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
EMS PPE Turnout Gear						
North America Fire Equipment Co., Inc	\$230,788.13	\$0.00	\$0.00	\$0.00	\$230,788.13	Awarded

\*North America Fire Equipment Co., Inc was sole offeror for EMS PPE Turnout Gear