

"SOLE SOURCE" PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Las Cruces Fire Department

1. Name of product or service: Zumro Tech Decon System
2. Name of product manufacturer: Zumro Air Shelters USA, LLC
3. Name of "sole" product supplier or service provider: Zumro Air Shelters USA, LLC.
4. Describe in general terms the product/service you are requesting and the intended application.
This is a technical decon system used for Hazmat emergency decon operations. This will be used by the Las Cruces Fire Department Hazmat Response Team for Decon at Hazmat Incidents.
5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.
This is a one-step inflatable tent that has a built-in water containment berm. This system uses less water and is easier to deploy than traditional Decon tent models.
6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).
This manufacturer is the sole vendor for this system currently. I found this information directly from the manufacturer.
7. What product supplier or service provider has your Department used until now to satisfy similar requirements?
Unknown, current ~~products~~ products in use for several years now.

[Signature]
Signature of Department Head

5/20/2019
Date

(Attach Quote and Use Additional Sheets As Necessary)

**This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met.
Completing this form does not guarantee approval of this type of procurement.



Via E-Mail

May 16, 2019

Las Cruces FD
attn: Battalion Chief Cody Haver
201 E Picacho Ave
Las Cruces, New Mexico 88001

Dear Chief Haver,

Please use this letter as sole source verification. AIR SHELTERS USA, LLC. is the sole manufacturer of all ZUMRO Air Shelters. ZUMRO's proprietary airframes have been unparalleled in the industry for over twenty-five years!

ZUMRO Shelters are an exclusive, proprietary product designed to the specifications of the first responders/first receivers, emergency management, law enforcement, military and government markets.

All ZUMRO Shelters are made 100% in the U.S.A with US materials, at our privately owned factory located in Pompano Beach, FL. ZUMRO Shelters are serviced and supported by directly by our factory in the state of FL. All repairs are handled directly at our factory, on a per-case basis.

AIR SHELTERS USA inside sales and service department can be reached at (800) 932-6003.

Please consider the following regarding our product:

- ZUMRO has built over 6000 Shelters, mostly for use within the USA. It is very likely during large events where other teams may respond for mutual aid, they will also have this product.
- Materials and maintenance:
 - ZUMRO is the only manufacturer of inflatable Shelters that utilizes a special Life-Raft grade Neoprene airframe. This material is unique in many ways, most notably its tremendous shelf/work life.
 - Repairs and maintenance, if needed, are also unique to this material. Staying with the same materials reduces repair and maintenance needs and qualifications.

AIR SHELTERS USA, LLC
PO BOX 667227, Pompano Beach, FL 33066
Toll-Free: 800-932-6003 Phone: 215-957-6128
Web: www.zumro.com Email: info@zumro.com




- The connector feature is unique to ZUMRO and per our design, size and zipper type. As to why there are no other manufacturers that have this same connection, the reasons are that:
 - For decades ZUMRO has been the only inflatable manufacturer in the USA (and still is). ZUMRO has been the leading product since 1986.
 - Since most teams use ZUMRO Shelters around the country, inter-operability has been automatic.
 - Competing products have not copied the design, which is also has a copyright and is registered with the Library of Congress.
- Other features that make interoperability with a ZUMRO product important is the hardware. ZUMRO Shelters have a proprietary high-flow valve system and pressure relief system designed and manufactured by a company in the US to meet Coast Guard and Military standards.
- Compatibility of Shelters and accessories also reduces training, maintenance, deployment time, storage and reduces purchasing needs.

Besides the obvious advantage of interoperability please also consider these important reasons for purchasing a ZUMRO product:

- Most durable low pressure airframe in the world. Shelter has highest wind and snow load capabilities compared with all other available rapid deployed Shelters.
- Material and Shelters have been proven to last over 20 years (and counting) of actual First Responder use.
- Shelter structure design allows Shelter to be repositioned after deployment.
- Single chamber design for fast deployment and ease of maintenance.
- Oversized air structure on all Shelter sizes for great "air safety" factor. In fact, the Model 216 Shelter has 10-to-1 safety factor, meaning it will remain operational with only 1/10 the rated air pressure.
- Unique all pre-assembled Shelter with all curtains and other interior options pre-installed for 3-5 minute deployment. Decon connections can be made during deployment for immediate use of Shelter.
- All American made.
- On-Site free in-service training and support.
- 3 Year warranty

We sincerely appreciate your business and hope to service your shelter needs for years to come. Please feel free to contact me at the above toll-free number should you have any questions or concerns.

Sincerely,



Win VanBasten
General Manager

AIR SHELTERS USA, LLC
PO BOX 667227, Pompano Beach, FL 33066
Toll-Free: 800-932-6003 Phone: 215-957-6128
Web: www.zumro.com Email: info@zumro.com



AIR SHELTERS USA, LLC
PO BOX 667227, Pompano Beach, FL 33066
Toll-Free: (800) 932-6003 Phone: (215) 957-6128

Date:	5/16/19 3:22 PM
Quotation #:	G18-061507-TD SYSTEM.R01
Valid Until:	8/14/2019

IHM 2018
2018 INTL HAZMAT CONF
BALTIMORE MD

To:	Las Cruces Fire Dept Las Cruces, NM
Attn:	Coy Roberts
Phone:	
Email:	Croberts@las-cruces.org

Qty	Part #	Description	Price each	Extended Price
1	7670	ZUMRO Tech Decon System Inflatable Shelter Frame and Integrated Berm System <i>includes the following:</i> - Extended height Stage One for Gross Decon Shelter choose color: Yellow, White, Tan, Olive Drab - Single inflation point for shelter and berm system - Replaceable canopy - Qty 3 Pool liners, color-coded, replaceable - Full subfloor, attached to airframe base - Qty 4 Rapid-roll elevated grids, sized in length to each station @ 42" wide - Qty 1 Surround Shower Hoop - Qty 3 Pre-Plumb Hoses - Qty 1 Quick-Connect Hand Held Shower on recoil hose - Qty 1 Quick Connect Fixed Shower Head - Utility Duct, 1 per side, 2 per shelter - 110v Inflator/deflator, Carrying Case and Maintenance Kit	\$10,596.10	\$10,596.10
1	7605	Carry Case for Grids	\$138.80	\$138.80
		PRE-PLUMBED BOOT WASH OPTIONS		
1	7689	Pre-Plumbed Boot Wash Option	\$375.00	\$375.00
1	5746	Quick Connect Hand Shower (Yellow Hose)	\$220.03	\$220.03
1	5747	Quick Connect Hand Shower (Blue Hose)	\$220.03	\$220.03
		INTEGRATED LIGHTING		
1	5248	LED Lighting System BASIC (on/off control only) for Mdl SOD #7600/7670	\$2,091.00	\$2,091.00
		IDENTIFICATION PANELS		
1	7815	Set of ID Panels (two Velcro panels: 2'x3' each)	\$123.38	\$123.38
1	7832	Lettering for Panels (no logo's)	\$226.10	\$226.10
		ADDITIONAL INFLATION		
1	7400	Air-Bottle Connector/50"	\$230.51	\$230.51
		ACCESSORIES		
3	9920	Sump Pump Kit (110 Volt) with Case	\$487.73	\$1,463.20
1	9926	Grey Water Bladder (500 Gl.)	\$824.13	\$824.13
1	9940	Adjustable Soap Injector	\$468.46	\$468.46
3	9933	Hose 30' with Quick Connects	\$126.79	\$380.36
1	9928	Y-Connection for Bladder Hoses	\$37.59	\$37.59
		ANCHORING		
1	5760	Anchor Bladder Set - 11" (2 @ 60 Gallon each)	\$397.13	\$397.13
		ADD SECONDARY BERM		
1	7688	Secondary Inflatable Berm, Tech Decon System	\$2,533.85	\$2,533.85
1	9920	Sump Pump Kit (110 Volt) with Case	\$487.73	\$487.73
1	9930	Quad Connector for Shower Hoses	\$65.55	\$65.55

Terms: NET 30
Freight: Freight prepaid and added.
Delivery: Please allow 12 to 14 weeks A.R.O. for delivery.

Sub Total:	\$20,878.95
Estimated Freight:	\$1,036.18
Sale Price:	\$21,915.13

Send Purchase Order via E-mail: chrissy@zumro.com
or via Fax: (215) 957-6501. (email preferred when possible)

****4% fee applies for any credit card transactions****

SALES MGR. Trent Baer
PHONE: (254) 247-8236
EMAIL: tbaer@bfxfire.com

Quoted by: Chrissy Gagliardi