

# FIN - SOLE SOURCE

Status  
MANAGER

**Requesting Department: \***  
FIRE

**Submitted By:**  
Kristina Dodds

**Date Created**  
05/05/2026

**Vendor Name:**  
NORTH AMERICAN FIRE EQUIPMENT COMPANY

**Address:**  
305 MCCORMICK DRIVE, GLEN BURNIE, MD 2161

**E-mail:**  
SAM.CASTANZA@NAFECO.COM

**Phone:**  
4107689662

**Price**  
\$63,351.00

**Account String \***  
132-22045-552116-22-53-522030-000-000

**Description**  
EXTRICATION EQUIPMENT FOR RESERVE APPARATUS

**1.) Uniqueness of vendor’s item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:**

NAFECO IS THE SOLE FACTORY AUTHORIZED SOURCE OF SALES AND SERVICE FOR HOLMATRO RESCUE EQUIPMENT IN SWFL.

**2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:**

THE FIRE DEPARTMENT HAS CREATED A STANDARDIZED PLATFORM USING HOLMATRO RESCUE EQUIPMENT. THIS ALLOWS FOR UNIFIED TRAINING, STANDARDIZED PARTS, REPAIR, AND PREVENTATIVE MAINTENANCE. NAFECO IS THE ONLY AUTHORIZED WARRANTY/SERVICE PROVIDER FOR HOLMATRO PRODUCTS IN SWFL AREA AT THIS TIME.

**3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:**

THE FIRE DEPARTMENT WILL CONTINUE TO EVALUATE ALL MANUFACTURER'S PRODUCTS AND SERVICE. WE WILL CHOOSE THE BEST PRODUCTS AVAILABLE BASED ON COST BENEFIT ANALYSIS, INDUSTRY BEST PRACTICES, WARRANTY, PERFORMANCE, AND EAST OF USE FOR THE END USER.

### Attachments (4)

- FIN - ATTACHMENTS - SOLE SOURCE
- [EXTRICATION EQUIPMENT FOR RESERVE APPARATUS](#)
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**Approval: Budget**  
Jennifer Waters

**Date**  
5/6/2026  
3:53:58  
PM

<b>Approval: Procurement Buyer</b> Kim M. Swartz		<b>Date</b> 5/14/2026 12:03:58 PM
<b>Approval: Director</b> Mark Solich		<b>Date:</b> 05/14/202 6
<b>Approval: Procurement Manager</b> Wanda Roop	(not to exceed \$50,000.00)	<b>Date</b> 05/14/202 6
<b>Approval: City Manager</b> Connie Barron	(not to exceed \$100,000.00) without Council Approval	<b>Date</b> 05/15/202 6

### Procurement Staff

Procurement Staff Assigned	Council Agenda Date	Council Action	Resolution # Purchase Order #
KSWARTZ			
<b>Procurement Comments:</b> Approved, Standardization per attached inventory list. KS 05/14/2026			

Council authorization required if exceeding \$100,000.00