



Notice of Intent to Award

Solicitation Number	391375	Award Date	4/24/2025 7:11 AM CDT
Solicitation Title	General Emergency Fire Apparatus of all Makes, Models, and Types		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Siddons-Martin Emergency Group, LLC	Company Contact	Richard Storie
Street Address	892 Kansas St.		
City	Memphis	State	TN
		Zipcode	38106

Company Name	North America Fire Equipment Co Inc dba NAFECO	Company Contact	Doris Thrasher
Street Address	1515 West Moulton Street		
City	Decatur	State	AL
		Zipcode	35601

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☐ Yes, the EBO Program is applicable.

☒ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☐ Yes, monthly reporting is applicable.

☒ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

 Assistant Purchasing Agent (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ #391375 - General Emergency Fire Apparatus of all Makes, Models, and Types			
	Cumberland International Trucks, Inc.	North America Fire Equipment Co Inc dba NAFECO	Siddons-Martin Emergency Group, LLC
Contract Acceptance	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing - Section I (20 Points)	2.50	19.00	10.50
Cost/Pricing - Section II (15 Points)	15.00	11.57	10.25
Firm Qualifications and Experience (15 Points)	5.00	10.00	15.00
Team Qualifications and Experience (15 Points)	5.00	10.00	15.00
Capacity and Risk Mitigation (25 Points)	0.00	15.00	20.00
Training (10 Points)	0.00	5.00	10.00
Total (100 Points)	27.50	70.57	80.75

Cumberland International Trucks, Inc.

Strengths - The offeror has ten years of experience working with emergency equipment.

Weaknesses - The offeror is unable to provide a new Fire Apparatus of any make, model, or type to the city of Nashville. The offeror is unable to provide certifications and independent testing laboratories and registered professional engineers due to not providing a new Fire Apparatus. In the proposal submitted by the offeror, the offeror's reference projects failed to demonstrate how they would deal with the demand in for a city the size of Nashville. The offeror stated in their proposal they are not bidding on apparatus sales. The offeror failed to provide an actual organizational chart with relevant qualifications. The offeror failed to provide resumes for all key professionals on the project team. The offeror is unable to build multiple unit orders in succession with continuity between the units and provide normal calendar day build times for an apparatus due to the offeror not providing a Fire Apparatus of any make, model, or type. The offeror is unable to provide training on any new units.

North America Fire Equipment Co Inc dba NAFECO

Strengths - The offeror provided an organizational chart. The offeror provided the number of calendar days to build various apparatus. The offeror provides a PowerPoint of the training to instruct fire personnel in the proper operation and care of the apparatus delivered.

Weaknesses - In the proposal submitted, the offeror's (NAFECO) years of experience providing emergency apparatus is unknown; however, they provided the manufacturer's years of experience. In the offeror's proposal, the offeror failed to provide documentation of certifications by qualified and accepted independent testing laboratories and registered professional engineers. The offeror's reference projects failed to provide a brief description of the services provided on the projects. The offeror failed to provide resumes for all key professionals on the project team. The offeror's proposal lacked detail overall in the team qualifications section of the proposal. The offeror lacked detail identifying any countermeasures to minimize issues and/or risks. The offeror's training program lacked detail in proper maintenance and repair of the apparatus delivered.

Siddons-Martin Emergency Group, LLC

Strengths - The offeror provided a detailed description demonstrating their years of experience in providing emergency apparatus. The offeror provided documentation of certifications by qualified and accepted independent testing laboratories and registered professional engineers. The offeror's reference projects were the most detailed and provided information as to why they are the most relevant to the city of Nashville. The offeror provided a detailed organizational chart. The offeror provided detailed resumes for all key professionals on the project team. The offeror provided detailed information regarding their build process. The offeror provided detailed information regarding the training they will offer; specifically, operational, maintenance, and repair.

Weaknesses - The offeror failed to specifically provide a number of calendar days to build an apparatus.

Enter Solicitation Title & Number Below	
General Emergency Fire Apparatus of all Makes, Models, and Types; RFQ #391375	Total Cost Points
	20.00
Offeror's Name	RFP Cost Points
Cumberland International Trucks Inc	2.50
North America Fire Equipment Co Inc dba NAFECO	19.00
Siddons-Martin Emergency Group, LLC	10.50

Enter Solicitation Title & Number Below		
General Emergency Fire Apparatus of all Makes, Models, and Types; RFQ #391375		Total Cost Points
		15.00
Offeror's Name	Bids	RFP Cost Points
Cumberland International Trucks Inc	\$1,491.92	15.00
North America Fire Equipment Co Inc dba NAFECO	\$1,933.97	11.57
Siddons-Martin Emergency Group, LLC	\$2,182.62	10.25