

October 14, 2020

Subject: Letter of Determination

Ref: Sole Source Purchase – Safety Instruction Ltd, LLC.

To: VOR Website, Purchasing File

The Village of Ruidoso is providing this Letter of Determination with the intent to procure via Sole Source with Safety Instruction Ltd, LLC. for purchase of Holmatro extraction equipment.

The Ruidoso Fire Department needs this extraction equipment for emergency situations. Holmatro is the only manufacturer that makes equipment that is compatible with our current equipment. Non-compatible equipment would require replacing all of our existing equipment, which is cost prohibitive, as well as re-training all personnel.

Safety Instruction Ltd, LLC is the only authorized dealer for Holmatro in the state of New Mexico.

John Commander  
Purchasing Agent, CPO

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# VILLAGE OF RUIDOSO SOLE SOURCE CERTIFICATION

A sole source purchase is permissible when there is only one vendor in the overall geographical region that can provide an item or service. (§13-1-126 NMSA 1978, 1997 Repl.) **The Department Director, Purchasing Agent or representative shall certify that a good faith effort has been made to contact other vendors in the general overall geographical region that the sole source has been located, and that the item or service is the only source found to be available in the region.** The Village Manager or Deputy Village Manager must give final approval for sole source purchases.

The Purchasing Agent shall certify that every effort has been made to determine if there is a Federal Purchasing or State contract for the item or services requested and that negotiations, as appropriate, have been conducted with the sole source vendor to determine that it is the best obtainable price.

If there is a GSA or State Contract for the item or service, a Sole Source Certification is not required. If another vendor has the item or service needed and has been contacted, a Sole Source Certification is not permissible.

For clarification of these Sole Source issues please refer to Procurement Procedures or contact your Purchasing Department.

Full Description of item or service: Holmatro extraction tools used by Fire Rescue. Safety Instruction Ltd is the only authorized dealer for Holmatro tools in the state of New Mexico.

Additional Justification Information: Holmatro is the only brand that is compatible with our existing extraction equipment.

Name/Contact Person of Sole Source Vendor: Rufus Campbell, CEO  
575-760-9134

Address/Telephone# of Sole Source Vendor: Safety Instruction Ltd, LLC  
2617 South Roosevelt Road 3  
Portales, NM 88130

Price of Sole Source Items or Services: \$60,000

Terms of Sole Source: Expires 11/14/2021

## CERTIFICATION BY DEPARTMENT:

**I hereby certify that a good faith effort has been made to contact other vendors in the general overall Geographical region in which the sole source has been located, and that there is only one source for The required service or item of tangible personal property.**

Department Head: \_\_\_\_\_

Date: 10/14/2020

## CERTIFICATION OF PURCHASING AGENT:

**I hereby certify that there is not a GSA or State Contract for the item or service requested and that negotiations, as appropriate, have been conducted with the sole source vendor to determine this is the best price obtainable.**

Purchasing Agent: \_\_\_\_\_

Date: 10/14/2020

## Management Approval

Village Manager/Deputy Manager: \_\_\_\_\_

Date: 10/14/20



**Holmatro, Inc.**

505 McCormick Drive  
Glen Burnie, Maryland 21061, U.S.A.  
Phone: 410-768-9662 Fax: 410-768-4878

Dan Crowbridge  
Rocky Mountain Area Regional Manager  
Holmatro, Inc.  
(443) 995-4537  
dcrowbridge@holmatro-usa.com

To whom it may concern,

This letter shall serve as notification that Safety Instruction LTD LLC, 2617 South Roosevelt Road 3, Portales, NM 88130 is the sole source provider of Holmatro, Inc. Rescue Systems for the State of New Mexico.

Holmatro, Inc. requires an extremely high level of commitment from our dealer network, including but not limited to; Extrication Training Certification, Service and Warranty Training Certification, a maximum 24 hour response to service issues with loaner tools provided should the item needing service require a longer period of time for repair, and dealers must adhere to our Integrity Policy which governs their general approach to business practices. Safety Instruction LTD LLC, meets or exceeds all of the above requirements.

Please feel free to contact me at any time for additional information that may be required.

Sincerely,

Dan Crowbridge  
Rocky Mountain Regional Manager  
Holmatro, Inc.



**RUFUS CAMPBELL, CEO**  
**SAFETY INSTRUCTION Ltd, LLC**

**2617 SOUTH ROOSEVELT ROAD 3**  
**PORTALES, NM 88130**

CELL 575-760-9134 HOME 575-478-2331

FAX 575-478-2588

rufus2@yucca.net

**SEND TO Ruidoso Fire Department**

**QUOTE DATE: October 11, 2020**

**Justin Mize**

**VALID FOR: 90 Days**

**NUMBER: 101120-100Trade**

**PRICE QUOTE**

QUANTITY	DESCRIPTION OF ITEM	PRICE	EXT. PRICE
1 set	Pentheon tools as quoted 10/1/20: spreader, cutter, ram, two combitools with accessories		\$ 72,819
1	Shipping cost @\$140 per tool		700
	<b>Subtotal</b>		<b>\$ 73,519</b>
	<i>Less trade-in for the following equipment:</i> PEHS 4000 pump; PPU-20 pump; 3150 combi and TL hoses (Old equipment from storage)  DPU-60 pump; 2003 spreader; 2001U cutter; 2005 twin-piston ram; 2002 combitool (Ladder 1? Keep 45' hoses)  DPU-30 pump; 4150 combitool; 32' CORE hose  DPU-30 pump; 32' CORE hose (Keep 4150 combitool)		<b>\$-13,750</b>
	<i>This will leave the following set of tools at RFD</i> SR20-PC2 pump: SN 15069 HU, 6/17 4240 spreader: SN 14229 HU, 3/17 4050 NCT cutter: SN 14941, 5/17 5370 telescopic ram: SN 14675, 5/17 4150 combitool: SN 1556, 10/09 32' Orange CORE hose: SN 4348, 6/17 32' Blue CORE hose: SN 4338, 6/17 45' Blue CORE hose: SN 18000, 7/12 45' Blue CORE hose: SN 18007, 7/12		
		<b>TOTAL</b>	<b>\$ 59,769</b>

TOTAL DOES NOT INCLUDE APPLICABLE TAXES.