

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

This form is required with all requests for a sole source determination for the procurement of any supplies or services. The justifications should clearly indicate why the legally mandated competitive process required for the procurement is not practicable or possible or is not in the best interests of the County. Letters from the manufacturer of the goods or providers of the service are not, by themselves, adequate justification. The form must be complete with any attachments and must be signed by the department head.

Sec. 11-32 Sole source procurement.

A contract may be negotiated and awarded without competition when the purchasing agent determines in writing, documenting the basis for the determination, after conducting a good faith review of available sources, that there is only one (1) source practicably available for the required good, service, insurance or construction item. The purchasing agent shall conduct negotiations, as appropriate, to obtain the best price, delivery, and terms. The county shall issue a written notice stating that only one (1) source was determined to be practicably available, and identifying that which is being procured, the contractor selected, and the date on which the contract was or will be awarded. This notice shall be posted in a designated public area or published in a newspaper of general circulation on the day the public body awards or announces its decision to award the contract, whichever occurs first. Public notice may also be published on the county Web site. A record of sole source procurements shall be maintained that lists each contractor's name, the type of each contract, the item(s) procured and the identification number of each contract file.

Department: Fire Rescue
Contact Name: Eddie Ferguson
Contact Phone: 804-556-2613
Date of Request: 04/12/2022

1. Service Description or Product and Manufacturer Name/Model:

Direct Source Exhaust Protection System
No Smoke
Ward Diesel

2) Estimated cost \$37,577.96 FY22 \$56,366.95 FY23

3) Required delivery or performance date: 06/15/2022

4) Vendor name and address (name of "sole" product supplier or service provider):

BEECHER EMISSION SOLUTION TECHNOLOGIES, LLC
d/b/a WARD DIESEL FILTER SYSTEMS
1250 Schweizer Road Horseheads, NY 14845
Phone: 800-845-4665 Fax: 607-739-7092
www.warddiesel.com

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

5) Describe the unique design/performance features that make this particular product, system, or service unique and unavailable from other sources. Be specific:

Diesel exhaust is a known carcinogen. Firefighters are 9% more likely to contract cancer and 14% more likely to die from cancer than the general population. GCFR has added additional testing during yearly physicals for the early detection of cancer. GCFR buys the PPE and SCBA to reduce the risk of exposure to carcinogens. No Smoke is the next step to reducing the exposure risks to members of our organization and the community.

We learned about the Ward product at the FIERO Fire Station Design Conference in Greenville, SC, where it came highly recommended as one of three credible options for protection from diesel exhaust.

The other two were the Station Design Diesel Exhaust Extraction/Capture System (Plymovent) & Diesel Exhaust Air Purification System (large air scrubber that hangs in the fire station ceiling. It is recommended the above two systems be used together (one catches what the other misses during plugging and unplugging vehicles from Plymovent). The Ward No Smoke eliminates the need for both. Ward also captures and neutralizes other toxic gases found in diesel exhaust.

The No Smoke system from Ward Diesel is a filtration system that is added to individual vehicles. After the initial installation it does not require human interaction. The No Smoke system provides in-station and on-scene protection from exhaust particulates 24/7.

The No Smoke system is always “on” so in addition to the protection for our members it is better for the environment.

Station 6 was outfitted with the Plymovent system for diesel exhaust extraction/capture. The system requires a large circuit of hoses to attach each vehicle to the system, the actual air handler, and an adapter on the vehicle to make the system complete. The system does not travel with the vehicle. It also requires someone to attach the Plymovent to the apparatus. This is rarely done when backing into the station as it requires 3 personnel. Another disadvantage to the Plymovent is the lack of on-scene protection.

5 of our existing fire stations are Association owned, built in the 1950’s and 1960’s, all need renovations and updates, making it impractical to install a station designed diesel exhaust extraction/capture system without a significant investment to the station facility infrastructure, including upgrading electrical services; some simply do not have the ceiling space for a station diesel exhaust extraction/capture system. The Ward No Smoke filter is installed in the vehicle exhaust, independent of the fire station.

The majority of Emergency Vehicle exhaust systems on the market are similar to the Plymovent.

The remaining exhaust filtration systems involve components that have the potential to void manufacturers warranties.

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

Other Department's using Ward: Loudoun County Fire and Rescue, Fairfax City Fire Department, Elkridge MD VFD, Charlottesville-Albemarle VRS, Moundsville WV VFD, Walkersville MD VRS, Alexandria Fire Department, Leesburg VFD, Sterling VRS, Rocky Ridge MD VFD, Frederick County MD Dept. of Fire and Rescue, and Howard County MD Fire and Rescue

6) How did you determine that there was only one source for the product or service? Describe what market research and/or evaluation of other products suppliers or service providers was made to determine that no other vendor either makes an acceptable product or can provide an acceptable service.

During the design phase of station 6 there was extensive research on emission exhaust systems. At the time we determined Plymovent to be the preferred vendor.

We have researched the available sources for exhaust filtration systems. We have determined The No Smoke system by Ward Diesel is the only one that does not require extensive modification to the stations or vehicles while providing the highest level of filtration. The No Smoke system has applications for diesels without emissions controls (2007 and older), diesels with emissions controls as well as gas vehicles.

This is a patented system, and no other manufacturer has a similar system or the ability to sell this system.

7) How did you determine that the quoted cost of the goods or services is reasonable?

We compared the price to retrofitting the stations with Plymovent. The "per vehicle" cost was similar. Where the No Smoke system prevails is the ability to scale the installation and the 24/7 protection.

Most of the existing fire rescue stations infrastructure cannot handle the electrical and space requirements of the Plymovent system. Roughly 60k per station.

We are starting with 4 vehicles now and six in FY23. This will allow 4 of our ambulances, which are the most used units, to have an exhaust filtration system 24/7.

8) What product, system, or service provider has your department used until now to satisfy this requirement?

Most vehicles/stations do not have any form of exhaust filtration system. Station 6 has a Plymovent system which does not work with vehicle not equipped with the adapters.

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

9) Is this request a one time request or is this a part of an on-going project that will require future expenditures? If yes, explain:

This is a part of an on-going project. We have budgeted 6 additional units for FY2023.

As we begin the design phase of the West Creek Fire station, we will look at the pros and cons of additional Ward units versus a Plymovent system.

10) Is this purchase for evaluation and testing? If yes, will there be competition after evaluation, or will this supply or service become a sole source request?

While this initial request is for the purchase of 4 units and not an evaluation phase. It will have some components of evaluation as we move forward with additional stations and units.

11) What will be the consequences if this request is denied?

Increased Cancer risk to our members.

APPROVED/DENIED BY: _____ DATE _____
(Purchasing Agent)

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

9) Is this request a one time request or is this a part of an on-going project that will require future expenditures? If yes, explain:

This is a part of an on-going project. We have budgeted 6 additional units for FY2023.

As we begin the design phase of the West Creek Fire station, we will look at the pros and cons of additional Ward units versus a Plymovent system.

10) Is this purchase for evaluation and testing? If yes, will there be competition after evaluation, or will this supply or service become a sole source request?

While this initial request is for the purchase of 4 units and not an evaluation phase. It will have some components of evaluation as we move forward with additional stations and units.

11) What will be the consequences if this request is denied?

Increased Cancer risk to our members.

APPROVED/DENIED BY:
(Purchasing Agent)



DATE 4-13-22