

“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: **Doña Ana County Fire & Emergency Services**

1. Name of product or service: **Baum’s Novavool ® UEF**
2. Name of product manufacturer: **Baum’s Castorine Co. Inc.**
3. Name of “sole” product supplier or service provider:
Southwest Firefighting Foam & Equipment
4. Describe in general terms the product/service you are requesting and the intended application.

Dona Ana County Fire & Emergency Services (DACFES) is wishing to purchase Nova Cool ® Firefighting Foam from the sole vendor/supplier for the State of New Mexico and surrounding states or region.

Southwest Firefighting Foam & Equipment LLC.

Unfortunately, other Fire Equipment vendors do not have authorization or rights to sell the Nova Cool Firefighting Foam (Product).

By allowing DACFES to sole source the Nova Cool ® product, will reduce cost, improve effectiveness of firefighting efforts when using the foam, minimizing damage to property and the environment.

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.

Nova Cool uses less in the concentration per gallon, as opposed to other types/brands.

Nova Cool is biodegradable and is not bio accumulative (no contamination to the soil)

Lighter, requiring less water during application.

Will not stick to plants, trees or vegetation, creating a film that poses a threat or harms them.

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).

SW Firefighting Foam & Equipment, LLC. , is the only authorized distributor in New Mexico by Baum's Castorine Co. Inc.

7. What product supplier or service provider has your Department used until now to satisfy similar requirements?

8.

Until recently, Dona Ana County Fire & Emergency services was using various vendors to purchase or supply the required Fire Fighting Foam. Discoveries and breakthroughs in science and technology have proven that Nova Cool ® is capable of aiding in fire extinguishment efforts with less product and without an impact on the environment.



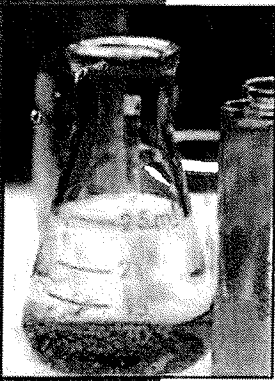
Signature of Department Head

20 August 2018

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.



Baum's Castorine Co., Inc.
Manufacturing Chemists Since 1879

April 20, 2018

Dofia Ana County
Fire Administration
1430 Portland Dr.
Las Cruces, NM 88007

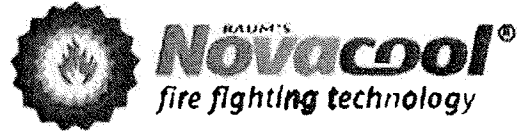
SW Firefighting Foam & Equipment, LLC, 25A Lone Pine Ridge, Santa Fe, NM 87505, is authorized to represent and sell the Baum's Novacool® UEF and has this exclusive authorization for all of Dofia Ana County, New Mexico. Baum's Castorine Co. Inc. and Paul H. Berger have developed Baum's Novacool® UEF brand of firefighting foam and Baum's Castorine Co. Inc. is the only manufacturer of it.

Sincerely,

Paul H. Berger
Baum's Castorine Co. Inc.

www.baumscastorine.com

SW Firefighting Foam & Equipment, LLC
25A Lone Pine Ridge
Santa Fe, NM 87505
Tel: 505-699-5068
e-mail: cryan@swfirefightingfoam.com



Authorized Dealer for NovaCool UEF

July 11, 2018

Here is our current pricing. Prices do not include freight. Lift gates are extra if a fork truck or other means of unloading is not available. 5 gallon pails can be unloaded by hand.

Pricing:

5 gallon pails: \$27.00 per gallon - \$135.00 per 5 gallon pail

55 gallon drums: \$25.00 per gallon - \$1,375.00 per drum

265 gallon totes: \$26.00 per gallon - \$6,890.00 per tote

Thank you!

Casey Ryan

Prices are subject to change without notice.

SW Fire Fighting Foam & Equipment

Don Bullard

From: Frances Montes
Sent: Monday, August 20, 2018 4:01 PM
To: Don Bullard
Subject: RE: Nova cool Sole Source

About \$25,000 for FY19.

Frances Montes

*Doña Ana County
Fire Administration
1430 Portland Dr.
Las Cruces, NM 88007
(575) 525-5568
fax: (575)525-5998*



From: Don Bullard
Sent: Monday, August 20, 2018 3:20 PM
To: Frances Montes <francesm@donaanacounty.org>
Subject: RE: Nova cool Sole Source

Good afternoon Frances, I just need to how much of this product you anticipate purchasing for this fiscal year.

Thanks,

Donald E. Bullard, CPO
Purchasing Manager
Dona Ana County
Phone: 575-525-5927
Fax: 575-525-5930



From: Frances Montes
Sent: Monday, August 20, 2018 3:10 PM
To: Don Bullard <donb@donaanacounty.org>
Subject: Novacool Sole Source

Good afternoon Don,
Attached is the sole source justification form, quote, and sole source letter. Please let me know if there is anything else I need.

Thank you.

Frances Montes

*Doña Ana County
Fire Administration
1430 Portland Dr.
Las Cruces, NM 88007
(575) 525-5568
fax: (575)525-5998*



Special Report:

First-hand accounts of the unprecedented 2018 wildfires

x

Fire Products > Fire Foam

Novacool UEF is One Cool Tool for Fighting any Type of Fire

Apr 21, 2011

Ethanol's use as a gasoline additive is growing at a breakneck speed.

The transportation of ethanol causes serious safety concerns to emergency responders as tanker trucks and railcars roll out of the Heartland with huge quantities of this highly flammable grain alcohol fuel.

Ethanol accidents on highways, along railroads, at tank farms and refineries have spawned major fires, triggered evacuations, even injuries and death.

Proven techniques and resources effective against hydrocarbon fuel fires such as gasoline simply do not work when applied to polar solvents like ethanol and ethanol blended fuels.

The conventional answer has been AR-AFFF foams, which often reignite and take an enormous amount of product to work. AR foams have only been a marginal solution at best...that is until now.

What we offer is a product that puts out ethanol fires immediately. And they stay out!

Novacool Universal Extinguishing Foam is a revolutionary fire fighting foam that works by instantly cooling and extinguishing the fire. It knocks down polar solvent fires 70% faster than AR-AFFF for a dramatic and immediate cooling of the fire site.

In test after test on flammable liquids, Novacool outperformed all its competitors.

In one of the most significant tests, Novacool UEF extinguished over 600 gallons of ethanol in under 30 seconds, using less than a half gallon of product.

It proves that Novacool UEF is the only viable solution to this mounting threat of Ethanol disaster.

Using Novacool eliminates costly clean up. Novacool is both non-corrosive AND biodegradable.

After the fire is out, the little product that remains will degrade in about 3 to 4 days. Certainly not the case with AR-AFFF foams!

Every Emergency Responder knows the challenge of effectively extinguishing fuel-based fires, which come in all varieties, and seemingly need a host of firefighting foams and techniques.

No longer true. Novacool is equally effective on Class A, B, and D fuel fires.

In addition, Departments can use existing equipment and existing procedures, with no special training required.

Novacool reduces combat time and provides firefighters a safer environment.

It reduces heat stress as well by cooling with incredible efficiency. It's all about safety.

Finally, one of the best features of this product is how economical it is to use. Novacool uses just 0.5% of product to each gallon of water for polar solvent fires, while AR-AFFF foams use 6 percent.

Let's look back at all Novacool brings to you: Ethanol fires extinguished immediately, reduced combat time, less heat stress, efficient on virtually all classes of fires, non-corrosive, biodegradable and uses only 0.5 %.

Novacool UEF . . . one cool tool for knocking down Ethanol fires!

For more information visit Flame Management International.

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