

## LIMITED COMPETITION & SOLE SOURCE JUSTIFICATION

This form is required justification for purchases over \$1,000.00 from limited competition or sole source when it has been determined in the best interest of the County to utilize other than full and open competition. Limited competition and sole source procurement are to be used only as an exception when all attempts to pursue competitive purchasing have failed. Additionally, when the County requires an existing contractor to make a change to its contract that is beyond the scope of that contract, the County has made a sole source award that requires written justification via this form. Acceptance of limited competition and sole source procurement will be at the discretion of the Director of the Office of Procurement Services.

*Limited Competition* – available from multiple sources with only one feasible source for a specific reason

*Sole Source* – available from only one source, an equal product or service not available from any other source.

*Standardization* – It is in the best interest of the County to utilize one brand; falls under “limited competition” procurement.

### **1. VENDOR NAME AND PRODUCT OR SERVICE DESCRIPTION**

**A. Vendor Name (and dba):**

Gary Dean Shepherd, dba Southern Rescue Tools (vendor #1679)

**B. Describe the product/service and its function:**

Used rescue tools used for vehicle/machinery extrication to include spreaders, cutters and rams powered via battery system that are compatible with systems currently in use by department.

**C. Describe the anticipated (FY or one-time) costs including future obligations (attach quote):**

FY23 \$23,511.50 to purchase loaner tools we have been using for the past 10 months, future years estimated at \$25,000 annually

**D. Why is it in the County’s best interest to waive the normal competitive process in this case?**

This vendor provides us with loaner tools when orders cannot be immediately fulfilled due to supply chain issues. These tools can ultimately be purchased later at substantial savings over the cost of a new set. They come with a full factory warranty and are compatible with our current battery platform.

**E. How can we promote full and open competition in the future similar purchases?**

This is a unique situation as typically there are not other vendors offering this type of equipment in used condition especially with a factory warranty. T

**F. Indicate funding source.** If grant-funded, provide documentation that limited or sole source procurement will not violate the terms of the grant.

County Fire Fund 1680

## LIMITED COMPETITION & SOLE SOURCE JUSTIFICATION

---

### **2. ANSWER APPLICABLE QUESTIONS**

#### **A. Compatibility to existing equipment, methodology, or training:**

1. With what other material must this requirement be compatible?

Matches three other sets currently in use. Battery platform matches other equipment carried such as ventilation fans and saws. Same battery platform allows sharing of batteries and reduces costs.

2. What is the approximate dollar value of the existing material?

3. List the unique properties making this the only product compatible with existing material.

Set is brand-specific. This allows sets to be combined together for operation. Batteries can be shared. One charger for all batteries.

4. Provide (attach) all supporting information.

#### **B. Only known manufacturer or provider of this product:**

1. List sources of all research conducted to support this claim (i.e., trade shows, Internet searches, professional journals, colleagues, etc.).

Set if from TNT. Brand specific to that manufacturer. We have standardized TNT brand across 23 firetrucks. This set keep with that pattern.

2. List names and findings of other manufacturers solicited information from.

#### **C. Only product that will meet the requirements of the intended use although other like items exist:**

1. Identify manufacturers and the product deficiencies that led to disqualification.

2. State the reason(s) why this product is superior to all others (Be very specific).

3. Provide (attach) other supporting research to document the need for this specific product.

**LIMITED COMPETITION & SOLE SOURCE JUSTIFICATION**

---

**D. Regional Sales/Support/Service:** Provide (attach) proof this is the only vendor authorized to sell, support, or service for this region.

Please see sole source letter from Southern Rescue Tools. Only dealer for southern region and only source for demo/used tools. Vendor already has sole source status with Lake County for repair and maintenance of this same equipment (contract 21-0706).

**E. What are the consequences of not securing this specific item?**


County would pay more for a brand new set.

**F. Provide additional information not furnished above that supports specific requirements necessitating limited competition / sole source purchase.**

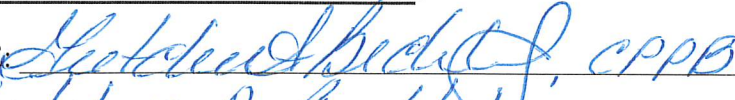
**3. PROPONENT'S INFORMATION:**

SIGNATURE: Eric S. Palmer  
NAME: Eric S. Palmer  
TITLE: Battalion Chief  
DATE: 12/15/2022

**4. DIRECTOR'S APPROVAL:**

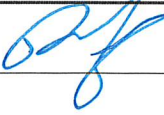
DIRECTOR SIGNATURE:   
Jim Dickerson (Jan 11, 2023 13:12 EST)  
DIRECTOR NAME: James P. Dickerson  
DATE: Jan 11, 2023

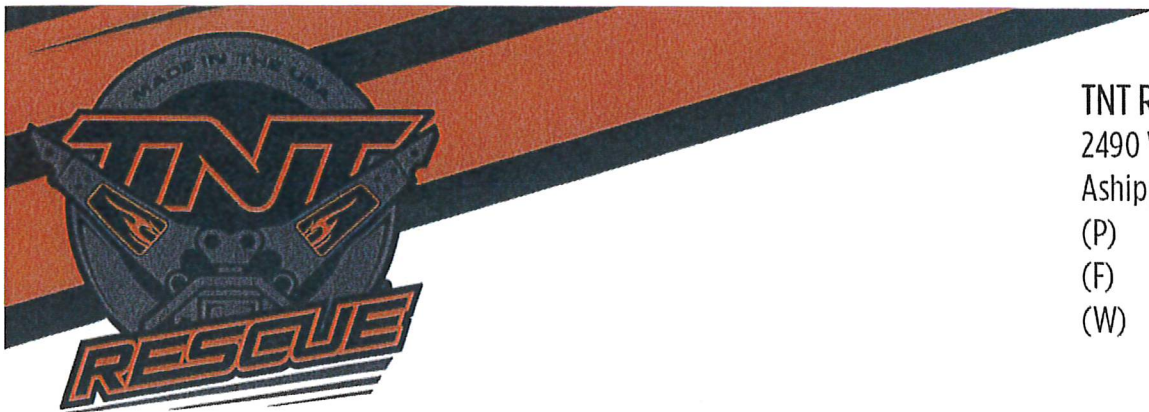
**5. CONTRACTING OFFICER APPROVAL:**

SIGNATURE:   
NAME: Gretchen A. Bechtel  
DATE: 2/3/23

SUNBIZ REPORT ATTACHED:  YES  NO

**5. PROCUREMENT SERVICES DIRECTOR APPROVAL:**

SIGNATURE:   
DATE: 2/3/23



**TNT RESCUE SYSTEMS INC.**

2490 West Oak Street

Ashippun, WI USA

(P) 800.474.4189

(F) 920.474.4477

(W) [tntrescue.com](http://tntrescue.com)

December 7, 2022

To Whom It May Concern:

Thank you for your interest in TNT Rescue Systems, Inc. TNT sells its products through a dealer network, where each representative is contracted for a specific sales region.

In the state of Florida, Ten-8 Fire Equipment is the authorized sales representative, thereby making Ten-8 Fire Equipment your sole source for new TNT product sales. Southern Rescue Tools is the authorized representative for all service, parts, demonstrations and used tool sales in the state of Florida, thereby making Southern Rescue Tools your sole source for TNT service, warranty repairs, and used tool purchases.

Again, thank you for your interest in our products. We look forward to building a mutually beneficial relationship.

Sincerely,

A handwritten signature in black ink that reads "Tom Blanton". The signature is written in a cursive style and is positioned to the left of the printed name.

Tom Blanton  
President

A large, light blue watermark of the TNT Rescue logo is centered in the background of the page. It features the same helmet design as the main logo, with 'TNT' and 'RESCUE' text. The watermark is semi-transparent and serves as a background element.

**TNT RESCUE**  
BUILT TO RESCUE.

**Southern Rescue Tools, LLC**  
 1021 Parkview Lane  
 Largo, FL 33770 US  
 (727) 517-5505  
 Southernrescuertools@gmail.com



# INVOICE

**BILL TO**

Chief Eric Palmer  
 Lake County Fire Rescue  
 Division  
 Attn: A/P  
 315 W Main St Suite 411  
 PO Box 7800  
 Tavares, FL 32778

**SHIP TO**

Lake County Fire Rescue  
 Division  
 Attn: Chief Palmer  
 315 W Main Street  
 Tavares, FL 32778

**INVOICE #** 3019

**DATE** 10/03/2022

**DUE DATE** 11/02/2022

**TERMS** Net 30

**P.O. NUMBER**

Chief Palmer

DATE	PRODUCT	DESCRIPTION	QTY	RATE	AMOUNT
	<b>EBFC-320-18V 7 3/4" Brute Force Cutter SURGE</b>	EBFC-320-18V 7 3/4" Brute Force Cutter SURGE SBFC3201003	1	11,375.00	11,375.00
	<b>ES-100-32-18V 32" Spreader SURGE</b>	ES-100-32-18V 32" Spreader SURGE SS321002	1	11,435.00	11,435.00
	<b>ER-40-18V M18 Volt 40" Ram</b>	ER-40-18V M18 Volt 40" Ram ER401386	1	7,100.00	7,100.00
	<b>STRMRAMBASE-EXT- Storm surge Ram Base EXT Kit</b>	STRMRAMBASE-EXT- Storm surge Ram Base EXT Kit	1	1,535.00	1,535.00
	<b>Discount Misc</b>	Discount for Lake County Surge Tools only	1	-9,433.50	-9,433.50
	<b>Misc</b>	Upgrade to TNT Dewalt platform includes parts and labor	3	500.00	1,500.00

Please call 727-517-5505 with any questions regarding your invoice. Net 30

SUBTOTAL	23,511.50
TAX	0.00
TOTAL	23,511.50
<b>BALANCE DUE</b>	<b>\$23,511.50</b>

# Sole Source Justification - Southern Rescue Tools

Final Audit Report

2023-01-11

Created:	2023-01-10
By:	Elizabeth Gouveia-Miner (elizabeth.gouveia-miner@lakecountyfl.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAA54MJ4XMG1bywMNRydGsRcaGA80DokKlw

## "Sole Source Justification - Southern Rescue Tools" History

-  Document created by Elizabeth Gouveia-Miner (elizabeth.gouveia-miner@lakecountyfl.gov)  
2023-01-10 - 3:07:20 PM GMT - IP address: 8.19.248.131
-  Document emailed to Jim Dickerson (james.dickerson@lakecountyfl.gov) for signature  
2023-01-10 - 3:07:47 PM GMT
-  Document e-signed by Jim Dickerson (james.dickerson@lakecountyfl.gov)  
Signature Date: 2023-01-11 - 6:12:45 PM GMT - Time Source: server- IP address: 8.19.248.131
-  Agreement completed.  
2023-01-11 - 6:12:45 PM GMT



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

## Detail by Entity Name

Florida Limited Liability Company  
SOUTHERN RESCUE TOOLS, LLC

### Filing Information

**Document Number** L07000093883  
**FEI/EIN Number** 26-0816974  
**Date Filed** 09/14/2007  
**Effective Date** 09/15/2007  
**State** FL  
**Status** ACTIVE

### Principal Address

1021 PARKVIEW LANE  
LARGO, FL 33770

### Mailing Address

1021 PARKVIEW LANE  
LARGO, FL 33770

### Registered Agent Name & Address

SHEPHERD, GARY D  
1021 PARKVIEW LANE  
LARGO, FL 33770

### Authorized Person(s) Detail

#### **Name & Address**

Title MGR

SHEPHERD, Tonya  
1021 PARKVIEW LANE  
LARGO, FL 33770

### Annual Reports

<b>Report Year</b>	<b>Filed Date</b>
2021	01/22/2021
2022	02/08/2022
2023	01/26/2023

### Document Images

<a href="#">01/26/2023 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/08/2022 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/22/2021 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/10/2020 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/28/2019 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/05/2018 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/19/2017 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/14/2016 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/03/2015 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/10/2014 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/20/2013 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/04/2012 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/07/2011 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/20/2010 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/16/2009 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/07/2008 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">09/14/2007 -- Florida Limited Liability</a>	<a href="#">View image in PDF format</a>