



## Agenda Item Summary

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**File #: 25-00072**

**Agenda Date: 1/28/2025**

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**Agenda Item Name:**

**Sole Source and Purchase Order to Channel Innovations Corporation, in the amount of \$171,905.00 for Fire Rescue Services.**

**Presenter:**

Harold Theus, Chief Fire Rescue, 352.337.6205  
Theodore White, Procurement Manager, 352.374.5202

**Description:**

Sole Source and Purchase Order to Channel Innovations Corporation, in the amount of \$171,905.00, for Three (3) MAKO SCBA Containment Fill Stations, three (3) Cascade Systems, three (3) Breathing Air Modules, the shipping and freight of three (3) MAKO Breathing Air Products and Fill Station/Cascade Systems, and a 5 Year Warranty, for Fire Rescue Services.

**Recommended Action:**

Approve and authorize the Chair to execute the Sole Source and Purchase Order to Channel Innovations Corporation, in the amount of \$171,905.00.

**Prior Board Motions:**

N/A

**Fiscal Note:**

Fire Rescue has \$171,905.00 in the FY25 Adopted Budget (\$110,266.20 011.54.5480.522.64.00 Machinery and Equipment and \$61,638.80 011.54.5480.522.52.00 Operating Supplies).

**Strategic Guide:**

All Other Mandatory and Discretionary Services

**Background:**

The Department of Fire Rescue has operated with two (2) cascade systems which fill the self-contained breathing apparatus (SCBA) air bottles used during fire emergencies. In 2024, one system stopped working and was beyond reasonable repair. In addition to replacing this system, staff recommends the addition of two (2) additional fill stations to appropriately cover the County so that emergency units are able to stay in or adjacent to their first due territory. The replacement and additional units were included in the SCBA system (masks and bottles) replacement budget which was a funded purchase for FY25.

Alachua County Fire Rescue currently utilizes MAKO Units at multiple locations within the County.

Channel Innovations Corporation of Ocala, Florida is the only authorized distributor sanctioned by MAKO to represent their MAKO breathing air products in the municipal and fire safety markets in Alachua County. As an authorized MAKO distributor, Channel Innovations Corp., is the only approved company for new unit sales, OEM spare parts, warranty/service for any MAKO breathing air products and fill station /Cascade system located in Alachua County. As an authorized distributor Channel Innovations Corp. is required to maintain MAKO certification(s) for service and warranty within their assigned area.

This purchase is exempt from the County's competitive bidding requirements pursuant to Section 22.3-302 (28) of the Alachua County Procurement Code, Sole Source procurements in accordance with the Procurement Procedures Manual; however, since the dollar amount of the purchase exceeds the purchasing authority of the Procurement Manager, this is being submitted for Board consideration and approval.