

CITY OF CARLSBAD

SOLE SOURCE AND EMERGENCY PROCUREMENT REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the Purchasing Manager. *A purchase order will not be issued and orders may not be placed until the sole source determination as been posted for a minimum of 15 days.*

I. Name of Company: Max Fire Training Inc. Date: 9/10/25

Please Check One: New Sole Source ☒ Renewal of Existing Sole Source ☐

Please Check One: ☒ Product ☐ Services ☐ Product and Services

Type of Sole Source Requested: *(Please check the one that best describes the type of Sole Source you are requesting)*

☐ **Company Sole Source** (Only one company can provide the goods or services)

☐ **Brand Name Sole Source** (Only this brand will serve the intended purpose or function with existing equipment or systems, including software)

☐ **Unique Professional Services** (Only one company or individual can provide this service due to the creative nature of the service or custom delivery of goods or services that are unique and subject to custom design and/or fabrication.

***Please note- True Professional Services under \$60,000 in value are considered a small purchase and does not require a sole source determination.*

☒ **Proprietary Sole Source** (Only this company provides this product or service and only this company can provide after sale maintenance, repairs or service agreements)

☐ **Local Sole Source** (Only one company exists to provide this product or service locally and due to the nature of the purchase, it is not feasible or reasonable to obtain the product or service from non-local sources. Only one local vendor is able to respond to the need in a timely manner due to local proximity)

Amount of Purchase \$ 14,500

II. ☐ **Emergency Procurement Request**

DEFINITION OF EMERGENCY CONDITIONS:

An emergency condition is a situation which creates a threat to public health, welfare, safety or property such as may arise by reason of floods, epidemics, riots, equipment failures or similar events. The existence of the emergency condition creates an immediate and serious need for services, construction or items of tangible personal property that cannot be met through normal procurement methods and the lack of which would seriously threaten:

- A. the functioning of government;
- B. the preservation or protection of property; or
- C. the health or safety of any person.

Please provide a detailed explanation for why the purchase required meets the above definition of an Emergency Condition.

N/A

** The Emergency Determination will only be in effect as long as needed to alleviate the emergency conditions. Once the emergency condition has passed, regular procurement methods and procedures must be followed.

Amount of purchase: \$ N/A

Sole Source Determination

- III. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the "best" source or the "least costly" source. Those factors do not justify a "sole source.")

The Max Fire Box Phase I with the Thermal Imaging Ventilation Attachment is exclusively manufactured and sold by Max Fire Training, Inc., the patent holder of the product (U.S. Patent No. 11,524,195 B2). There are no other vendors or training systems currently on the market that offer this patented configuration, quality, and training depth.

- IV. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract*.

The Max Fire Box Phase I is a live-fire training prop designed to simulate fire behavior scenarios safely and effectively. When paired with the Thermal Imaging Ventilation Attachment, the training objectives are significantly expanded to include thermal imaging tactics, hallway fire behavior dynamics, and coordinated ventilation strategies. No other training prop on the market allows for this type of training in a multi-use format.

- V. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

Alternative training props for the same purpose are single use and require constructing a prop from flammable building materials and only allow for a single training session. These props are not available for purchase and must be built using conventional building materials.

- VI. Provide a narrative of the due diligence used in determining the basis for the procurement, including a review of available sources and include Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, provide the goods or services; or an explanation of why the department has determined that no businesses other than the prospective contractor can provide the goods or services requested.

Our vendors, MES and LN Curtis were contacted and asked if they offer any training props that meet the following objectives:

Understanding the fundamentals of fire behavior and its impact on tactical decisions.

Learning how to interpret thermal imaging camera (TIC) data for situational awareness.

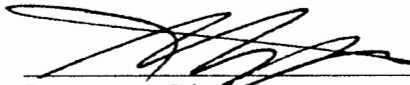
Gaining practical experience simulating real-world fire conditions.

Developing proficiency in TIC use to improve decision-making and firefighter safety.

They do not provide a training prop that offers these objectives.

Certified by:

Date: 9/10/2025



Department Director

APPROVED:

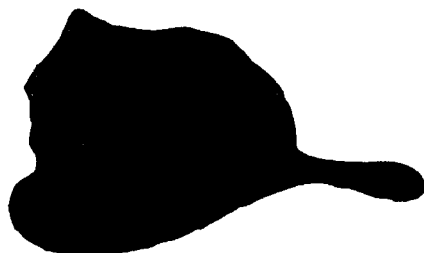
Date: 10/24/25



Chief Procurement Officer

Authority to Proceed

- 1) the signature of the CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the State Purchasing Agent; and
- 3) the signature of the CPO on this form is the final signature required for this sole source procurement.



**MAX FIRE
TRAINING INC.**

901 Hampton Court
Godfrey, IL 62035
MaxFireBox.com | MaxFireTraining.com
618.210.2079

Date: January 5, 2025

To Whom It May Concern:

This letter is to confirm the Max Fire Box is a patented, sole source product, manufactured, sold and distributed exclusively by Max Fire Training, Inc. No company makes a similar or competing product. This product must be purchased directly from Max Fire Training, Inc. at the address listed above.

If you desire additional information, don't hesitate to contact me at (618) 210-2079 at any time or visit our website at www.maxfirebox.com. Thank you for your interest in the Max Fire Box!

Sincerely,

Shawn C. Bloemker

Shawn Bloemker
President/Owner
Max Fire Training, Inc.
618-210-2079

2430

Reg# 12602638



Max Fire Training, Inc.
 (618) 210-2079
 901 Hampton Court
 Godfrey, IL 62035

Prepared For
 Brad Carlsen
 Carlsbad Fire Department
 401 South Halagueno
 Carlsbad, NM 88220

Estimate Date
 07/25/2025

Estimate Number
 0008644

Description	Rate	Qty	Line Total
MFB Phase I Max Fire Box Phase I Educational Package "Burn & Learn"	\$14,500.00	1	\$14,500.00

1- Max Fire Box

1- Portable Metal Stand

1- Max Fire Box Phase I Thermal Imaging-Ventilation Attachment

1- Door

1- Wrench/Socket
 (For leveling the feet on the stand & attaching the box to the stand)

1- Portable Drive
 (Train-The-Trainer video & educational files)

7- Boxes of Fuel Loads
 (Each box contains 3 individually wrapped fuel loads)

1- Water Application Bottle

1- Laminated Instructors Reference Guide

1- Unit Packaged and delivered by Shawn Bloemker

3- Max Fire Box Burn & Learn: Seek Mixed Gain Mode Thermal
 Imaging In-Service:

Max Fire Training, Inc. will conduct an in-service training session
 focused on the Seek Mixed Gain Mode Thermal Imaging Cameras,
 ensuring firefighters gain the knowledge and skills necessary to
 maximize the effectiveness of thermal imaging in fireground operations.

This training will feature live fire exercises using the Max Fire Box

Phase I, providing an opportunity to observe real-time fire behavior, smoke conditions, and heat signatures in a controlled setting. Firefighters will learn how to properly interpret thermal imaging data to improve fire attack, search and rescue, and ventilation tactics.

Key Training Objectives:

Understanding Mixed Gain Mode: This advanced feature allows the camera to blend high and low-gain images, enabling firefighters to see both high-heat areas and cooler objects simultaneously—critical for identifying victims, exit points, and fire extension.

Survey Mode Application: Survey Mode provides a wider temperature range, giving firefighters a more detailed perspective on fire conditions, heat signatures, and smoke movement—essential for pre- and post-attack assessments.

Live Fire Application: Firefighters will apply thermal imaging in real-time, learning how to use the camera effectively for fire behavior analysis, victim location, and suppression strategies.

NFPA Compliance: This training aligns with the latest NFPA standards, which now mandate that firefighters receive training in the proper use of thermal imaging cameras. With departments increasingly relying on TICs for decision-making, this training ensures compliance and enhances firefighter safety.

This hands-on session will be customized to meet department needs, ensuring participants leave with the skills and confidence to fully integrate Mixed Gain Mode and Survey Mode into daily fireground operations.

Subtotal	14,500.00
Tax	0.00
Estimate Total (USD)	\$14,500.00

Notes

Chief Carlsen,

I wanted to provide multiple estimates so you have the opportunity to review different options and select what best fits your department's needs.

This estimate includes the Max Fire Box Phase I along with the Thermal Imaging Ventilation Attachment, which expands the training capabilities to include hallway-based fire behavior and thermal imaging objectives.

Also included are additional fuel loads at a discounted rate, available only at the time of purchase, to support extended training sessions.

This estimate also includes three in-service training sessions. I will personally drive to your location to deliver the unit and fuel loads, and provide training for all three shifts.

All travel and freight expenses are included in the estimate total—there are no additional costs beyond what's listed.

If you have any questions in the meantime, don't hesitate to reach out.

— Shawn

Max Fire Training, Inc.
618-210-2079

Terms

Max Fire Training, Inc. will provide lifetime warranty if fuel loads supplied by Max Fire Training, Inc. are the only fuel loads used.

The basic package includes 2 boxes of fuel loads (6 Burns) we can fit up to 7 boxes of fuel loads (21 Burns) on the crate we ship.

We offer the additional fuel loads at a discounted rate of \$134.95 at time of purchase. After initial purchase 1 box of fuel loads is \$149.95 plus shipping.

Train The Trainer Program:

When crate ships training session will be scheduled. Training session will start with classroom lecture reviewing fire behavior and thermal imaging. Upon completion of lecture multiple Max Fire Box Phase I burns will be completed. Cost depends on location.

If you would like our train the trainer program or additional fuel loads added to your quote please email us at MaxFireBox@Gmail.Com

Once you accept this quote, Max Fire Training, Inc. will convert this quote to an invoice. Your order will be placed in our production schedule when your order agreement is signed and received. (Agreement will be sent after quote is accepted)

Your Max Fire Box Educational Package will ship in 6-8 weeks