
March 27, 2026

Kathryn Thomson
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of Battery Tools and Air Bags for Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall Airport) Fire and Rescue Department (FRD)

Dear Ms. Thomson:

The Maryland Aviation Administration (MAA) is requesting to purchase air bags and battery tools for the total price of \$211,777.80 utilizing the Intergovernmental Cooperative Purchasing Agreement, (ICPA) through Sourcewell and Holmatro, Inc., Contract No. 020124-SEW.

The MAA BWI Thurgood Marshall Airport Fire Department is submitting a request to utilize the Intergovernmental Cooperative Purchasing method to replace this 17-year-old equipment. The purchase of these tools is intended for use in rescue operations involving entrapped victims in automobiles, aircraft, machinery, or structural collapses. The lifting bags will replace our current set, which are 17 years old and exceed the 15-year service life recommended under National Fire Protection Association (NFPA) 1936 standards. These bags also will operate with increased lifting capacities.

The battery-powered hydraulic rescue tools will replace our existing hose-connected hydraulic equipment. The current tools require connection to an external hydraulic power unit, and the hoses create a potential trip hazard on emergency scenes. The proposed battery-powered tools eliminate this hazard while also providing increased cutting and spreading capabilities to address the stronger, more advanced materials used in modern vehicle and equipment construction. These hydraulic rescue tools and air bags are replacing items that were purchased in 2009.

Contract No. 020124-SEW between Sourcewell, a State of Minnesota local government unit, and Holmatro, Inc., is effective through April 04, 2028. The contract provides the lifting bags and battery-powered hydraulic rescue tools needed at MAA for a total price of \$211,77.80. The lead time for these tools is approximately 56 days after receipt of order.

	MAA 2026 Price	2026 MSRP Pricing	2025 Anne Arundel County Fire Department Pricing	2024 Anne Arundel County Fire Department Pricing
Holmatro, PCU50, pentheon cutter	\$15,390.00	\$16,200.00	\$16,250.00	\$16,250.00
Holmatro, PSP40, pentheon spreader	\$15,869.00	\$16,705.00	\$16,500.00	\$16,000.00
Holmatro, PTR50, pentheon large telescopic ram	\$13052.05	\$13,739.00	\$14,250.00	\$16,250.00
Total of the similar items quoted	\$45,284.00	\$46,644.00	\$47,000.00	\$48,500.00

Pricing for contract 122123-PLC offers Sourcewell participating agencies a 5% discount off the Manufacturers Suggested Retail Price (MSRP).

The Procurement Officer was able to compare the MSRP pricing from the manufacture against the quote received for purchase and found that MAA is receiving a 5% discount which provides total savings in the amount of \$11,146.20.

The Procurement Officer was also able to compare Chesapeake Fire and Rescue quotes for Anne Arundel County Fire Department from the years of 2024 and 2025 which contained similar items MAA was quoted, and the review revealed that MAA is receiving these similar items at a lesser price by more than \$1,500.00 for each of those years.

Based on the pricing information provided, the MAA has determined that the pricing from the Contract No. 122123-PLC ICPA to be Fair and Reasonable.

COMAR 21.05.09.05 requires, “before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title.” Therefore, in order to procure the necessary specialized equipment for BWI Thurgood Marshall, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Agreement Contract No. 020124-SEW for the above-mentioned purchase. Utilizing this procurement method will allow MAA to achieve savings of both time and money in obtaining specialized equipment. By making an award under the Sourcewell Contract No. 020124-SEW, it will promote administrative efficiencies, as set forth in COMAR 21.05.09.04(B)(1)(b), because this procurement will save the considerable time it would take to prepare a solicitation for public advertisement; obtain necessary approvals prior to publication; publish the solicitation; receive and evaluate proposals; and make the award. It is in the best interests of the State and will promote administrative efficiencies and intergovernmental cooperation as Sourcewell has already deemed the vendor responsible. It is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement Section

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13-110. MAA intends to use its delegated authority under 21.02.01.04C(1)(f)(i) for aeronautically related services, commodities, and supplies to procure the airbags and battery tools

If you have any questions or require additional information, please contact me at 410-859-7097.

Sincerely,

Daniel Guthrie 4/10/26

Daniel Guthrie, CPPB, CMPO Date
Acting Director/Chief Procurement Officer
Office of Procurement & Materials Management, MAA

Approved:

Valerie Radomsky 4/10/2026

Valerie Radomsky Date
Chief Procurement Officer, Maryland Department of Transportation
Designee of Acting Secretary