
September 15, 2026

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

SUBJECT: Procurement of Two Oshkosh Striker Aircraft Rescue Firefighting (ARFF) Equipment 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 two Oshkosh Striker ARFF for the total price of \$2,257,807.50 each utilizing the Intergovernmental Cooperative Purchasing Agreement, (ICPA) through HGAC Buy and Atlantic Solutions, Inc., Contract No. FS12-23.

The MAA BWI Thurgood Marshall Airport Fire Department is submitting a request to utilize the Intergovernmental Cooperative Purchasing method to replace a 13-year-old and 11-year-old frontline firefighting apparatus. This frontline firefighting apparatus is operated by emergency essential personnel and serves as a critical component of FRD's structural firefight, rescue, and airport emergency response capability. The two Oshkosh Strikers will replace the 2013 Oshkosh Striker and 2015 Oshkosh Striker, which has exceeded the MAA and Department of Budget and Management (DBM) established ten-year vehicle replacement standard for frontline emergency apparatus.

The 2013 Oshkosh Striker and 2015 Oshkosh Striker supports emergency operations at 14 Code of Federal Regulations (CFR) Part 139 certificated Index D airport and is responsible for structural firefighting, rescue operations, passenger evacuations and support, elevated master stream operations, ground ladder deployment, and mutual aid response throughout the surrounding jurisdictions. These operational responsibilities require a high level of apparatus reliability and readiness to support life safety, airport continuity, and emergency response operations on a 24-hour 7 day a week basis.

BWI Thurgood Marshall Airport operates both as an Aircraft Rescue and Firefighting (ARFF) department and a structural fire department. ARFF apparatus is used to maintain BWI Thurgood Marshall's Airport Index (Category D) always requiring three ARFF vehicles in service in accordance with Federal Aviation Administration (FAA) Regulations Part 139, specifically 139.317.

As the 2013 Oshkosh Striker and 2015 Oshkosh Striker have exceeded its recommended frontline service life, FRD has experienced increasing maintenance demands, mechanical reliability concerns, and operational downtime. Continued use of this aging frontline apparatus increases the risk of in-service failure during emergency incidents and negatively impacts FRD's ability to maintain consistent operational readiness. Escalating maintenance costs, increased downtime, and reduced reliability have also made continued investment in the maintenance of the apparatus increasingly cost inefficient.

Contract No. FS12-23 between HGAC Buy and Atlantic Solutions, Inc., is effective through November 30, 2027. The contract provides the Oshkosh Strikers for a total price of \$2,257,807.50 each. The lead time for this equipment is approximately 340 to 400 days after receipt of order.

The Procurement Officer was able to compare pricing from a cooperative purchase by the City of Kansas City, Missouri where the base price paid for an Oshkosh Striker 6x6 was \$1,212,232.00 compared to the base contract price of \$1,189,319.00 from the HCAG Buy Contract No. FS12-13 for a difference of \$22,913.00.

The Procurement Officer was also able to compare pricing from the Florida Sheriffs Association Cooperative Purchasing Program comparing similar base models of Oshkosh Striker. The Oshkosh Striker contract base price is \$1,339,384.00 compared to the contract base price of \$1,189,319.00 from the HCAG Buy Contract No. FS12-13 for a difference of \$150,065.00.

Based on the pricing information provided, the MAA has determined that the pricing from the Contract No. FS12-13 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, to procure the necessary specialized equipment for BWI Thurgood Marshall Airport, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Agreement Contract No. FS12-23 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 HGAC Buy Contract No. FS12-23, 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 HGAC Buy 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 13-110. MAA intends to use its delegated authority under 21.02.01.04C(1)(f)(i)

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for aeronautically related services, commodities, and supplies, including equipment contracts to procure the two Oshkosh Strikers.

If you have any questions or require additional information, please contact me at 410-859-7004.

Sincerely,

Monica Queen

09/15/2026

Monica R. Queen, CMPO, M.S., Acquisitions & Contract Management Date

Acting Director/Chief Procurement Officer

Office of Procurement & Materials Management, MAA

Approved:

Valerie Radomsky

09/24/2026

Valerie Radomsky

Date

Chief Procurement Officer, Maryland Department of Transportation

Designee of Secretary