



CITY OF CORAL GABLES

405 Biltmore Way
Coral Gables, FL 33134
(305) 460-5102

Finance Department / Procurement Division Request for Sole Source Procurement (Over \$25,000 requires Commission approval)

Section 2-689 A contract may be awarded without competitive bids or proposals when the Procurement Officer, after conducting a good faith review of all available sources, determines in writing, pursuant to a written request from a department head, that the contract by its very nature is not suitable to competitive bids or proposals, as there is only one source for the required supply, service or construction item capable of fulfilling the needs of the city.

CONTRACT ID: _____

PART I: Department/Vendor Information

Division/ Department	Dept. Contact	Requisition No.
Suggested Vendor	Service/Item Description	Value

PART II: Explanation (Supporting documentation must be attached)

Sole Source Justification	
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Department Head Signature

Date

Chief Procurement Officer Signature

Date



February 13, 2025

Company: Coral Gables Police Department

Address: 2151 Salzedo St., Coral Gables, FL 33134

To whom it may concern,

This is a sole source letter to certify that the Archer 1200 Barrier, the Archer 1200 Trailer Barrier Kit, the Archer Beam Gate, the Archer Rapid Gate, and the Archer Rapid Gate Kit are MERIDIAN exclusive products that are manufactured, rented, and sold only by Meridian Rapid Defense Group LLC ("MERIDIAN"). MERIDIAN is also the only provider of the deployment services of the Archer products and there are no other affiliates who offer this solution. MERIDIAN is the sole manufacturer, supplier, and renter of these products.

The Archer 1200 is manufactured in the U.S. with 700 lbs. of American made steel and has been tested to MASH, ASTM, PAS 68, and IWA14. No other product on the market meets these standards except the Archer 1200 Barrier.

We are glad to make ourselves available to provide further technical information on materials and the proper use of the above listed items. MERIDIAN provides the in-field training of the equipment to ensure the safety and effectiveness of the Archer 1200 Barrier.

The following items detail the unique, and one of its kind, characteristics of the Archer 1200 Barrier:

- No other product on the market provides unanchored stopping power certified to US DOD and PAS 68 standards. Unbolted units stop a vehicle traveling 30 mph within 14 feet; no other product on the market meets this standard.
- No other product on the market is rated for armor-piercing NATO ammunition up to .50 cal. ballistic rounds.
- No other barrier on the market is designed as a non-electric and non-hydraulic unit.
- The Archer 1200 Barrier has easily deployable wheels that are self-contained on the barrier and effortlessly positioned. No other product on the market has this unique characteristic.
- No other product on the market can be installed as a complete barrier system with MERIDIAN's 4-foot and 10-foot Arrestor Cables.
- MERIDIAN's unique, one-of-a-kind barriers can be deployed at any desired length, as unit can be "daisy chained" together. This cannot be achieved with any other product on the market.
- MERIDIAN's unique products are transported and positioned using a specially designed Drop Deck Trailer.
- A remaining unique feature of the Archer 1200 Barrier is that the unit allows for the installation of directional or informational signage.

Please feel free to contact me with any specific questions or additional requests for information.

Many thanks,

A handwritten signature in black ink that reads 'J. Eric Alms'.

Eric Alms

President

Cell: (626) 755-6493 or (213) 400-9811

ealms@meridian-barrier.com



Meridian Rapid Defense Group Sales LLC
 177 E. Colorado Blvd
 Suite 200
 Pasadena CA 91105
 United States

Quote

#QUO-S-11378

GSA Contract #47QSWA19D001F

02/14/2025

Bill To
 Coral Gables Police Department
 SGT. Guido Antezana
 2151 Salzedo Street
 Miami FL 33134
 United States

Ship To
 Coral Gables Police Department
 SGT. Guido Antezana
 2151 Salzedo Street
 Miami FL 33134
 United States

Date	Expires	Shipping Method	Sales Rep
02/14/2025	05/15/2025	Freight Out	Aaron T Adair

Item	Price Level	Quantity	Rate	Amount
AB1200 Archer 1200 Mobile Barrier	GSA	22	6,513.75	\$143,302.50
T1000 Meridian 8-Barrier Drop Deck Trailer - 1000	GSA	1	34,247.85	\$34,247.85
AACN4F022 Archer Arrestor Cable - 4 ft.	GSA	8	574.18	\$4,593.44
ACP003ADA 3 Channel ADA Cable Protector	GSA	5	574.18	\$2,870.90
ABG001-2 Beam Gate System	GSA	1	48,245.30	\$48,245.30
AMHA003-2 Archer Manual Hauler 2.0	GSA	1	1,925.18	\$1,925.18
MCTR002 Annual Certified Training		1	3,995.00	\$3,995.00
F Freight Charges		1	10,595.00	\$10,595.00

Subtotal \$249,775.17

Tax (7%) \$0.00

Total \$249,775.17

Notes:

Payment Terms:

Due to high demand, Meridian is requesting a 50% deposit to ensure timely delivery of your product.

Wire Transfer Instructions:

Meridian Rapid Defense Group Sales LLC
 Account Number: 568605235
 Bank Name: Chase Bank, N.A.
 Wire Routing : 021000021
 ACH Routing : 322271627

Check Remittance:

530 New Los Angeles Ave #115-345
 Moorpark, CA 93021



QUO-S-11378