

# TRADEWINDS POWER CORP IN PARTNERSHIP WITH THE FSA



**WHEN IT COMES TO POWER EQUIPMENT, CHOOSE TRADEWINDS.**

**POWER WHEN YOU NEED IT™**



FLORIDA SHERIFFS  
ASSOCIATION





# ADVANTAGES OF COOPERATIVE PROGRAMS

**THE FSA STANDARDIZE AS MUCH OF THE PROCUREMENT TASK AS POSSIBLE.**

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**ASSURE VENDORS HAVE THE PROFESSIONAL AND FINANCIAL CAPACITY TO MEET BUYERS' NEEDS.**

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**ENSURES UNIFORMITY OF EQUIPMENT.**

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**SHARE PROCUREMENT AMONG AS MANY GOVERNMENT BODIES AND INSTITUTIONS WHO WANT TO PARTICIPATE.**

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**A WIN-WIN SITUATION FOR EVERYONE.**

The Florida Sheriffs Association (FSA), formed in 1893, is a non-profit professional association for the state's elected sheriffs and their departments. In 1993, the FSA created a new cooperative buying program to try to streamline the procurement process. Working with multiple departments, the FSA wished to simplify the extensive resources allocated to buying generator sets and pumps sets. By having standardized specifications, the FSA contract clarifies purchasing across all governmental agencies.

Prior to 1993, the procurement process took many weeks and often several months to do the same thing when local law enforcement wanted to buy new patrol cars. The big reason? More paperwork. Using taxpayers' money meant that specific written procedures also had to be followed to screen and approve potential vendors, spell out precisely what the departments wanted to buy, when or how it would be delivered, and to document the transaction's completion.

The FSA standardized as much of the procurement task as possible. They set precise equipment specifications for equipment that governments buy and ensure appropriate codes are followed. They write additional specifications for equipment to meet the buyers' needs for site specific requirements. The FSA administrators screen and approve potential vendors to ensure those vendors have the professional and financial capacity to meet buyer needs.





### **From patrol cars to generator sets and pump sets.**

When the FSA recognized the benefits of streamlining procurement of vehicles, it was a logical step to also streamline the procurement process for all large equipment.

### **FSA administrators screen and approve potential vendors.**

Individual departments do not have the resources to adequately examine all the qualifications of all the vendors for the multitude of equipment they require. So approval of a vendor's ability to meet the needs of state and local agencies is one of the most important services FSA provide.

Equipment such as generator sets and pump sets, and their associated equipment, are typically used for emergency conditions. It is important to buy value, not just price, and Tradewinds Power Corp is a value supplier by providing a serviceable unit that is non-proprietary.

### **FSA works with approved vendors.**

By working with approved vendors, the FSA ensures bid specifications include the latest codes, best practice technology, and supply. As an approved FSA vendor, Tradewinds Power Corp coordinates closely with the FSA regarding generator and pump specifications.





# TRADEWINDS CHANGED OUR WHOLE MINDSET ABOUT GENERATORS

“This on-going collaboration with Tradewinds Power Corp has produced an evolution in the program as it expands,” said Annette Grissom, FSA’s Cooperative Purchasing Program Manager. The FSA invests in the expertise of vendors like Tradewinds Power Corp into the standardization process. Association managers annually invite dealers, purchasing executives, contracting staff, and specification writers to a week-long event to develop and fine-tune consistent bid structures for all the multiple agencies participating in the program.

The FSA originally approved Tradewinds Power Corp as a vendor on a two-year trial basis, basically to see if participating buyers would buy enough small portable generators to make their participation worthwhile, a standard test for all new vendors. When Tradewinds Power Corp came on board and showed far wider potential uses for its services, the FSA and the participating purchasers also discovered the company could reliably meet many more of the buyers’ power needs, including bigger, permanently installed generator sets, pump sets, and fully automated systems.



Tradewinds Power Corp complies with all the applicable codes including:

- UL 2200 for generator sets
- UL 142 for above ground steel fuel tanks
- UL 891 for safety criteria on switchgear up to 600 volts
- UL 1008 for automatic transfer switches
- UL 1558 for low voltage power circuit breakers
- NFPA 30, 70, 110
- Applicable wind load requirements
- EPA compliance for diesel and gaseous engines
- NEMA requirements



# IT'S A WIN-WIN SITUATION FOR EVERYONE

## Florida Sheriffs Association as a cooperative purchasing program is expanding beyond Florida:

The benefits of collaborative procurement the FSA has brought to government departments across Florida has not gone unnoticed. The FSA also provides its cooperative buying support to governments in Georgia, Alabama, North Carolina, South Carolina, and Virginia.

As a vendor, Tradewinds Power Corp is pre-approved to do business with participating governments, eliminating the miles of red tape and time it would take to win approval of sales individually. Buyers are guaranteed that Tradewinds Power Corp meets the required high standards for competence, with professional expertise, and at fair and transparent prices.

Tradewinds Power Corp, with two manufacturing facilities in Florida and one in Ohio, have designed and packaged our own brand of generator sets, pump sets, and power units since 1992.

We are recognized as a leader and innovator of power generator sets (for prime and standby power), pump sets, power units, and fully automated systems. Even before being placed on the FSA list of approved vendors, Tradewinds Power Corp was a principal supplier to Florida governmental departments.

Tradewinds Power Corp product and service offerings include:

- Stationary and mobile generator sets
- Stationary gaseous generator sets
- Mobile and stationary pump sets
- Controls are non-proprietary on all Tradewinds equipment
- Open and enclosed packages, including full sound attenuation
- All enclosures are made of marine grade aluminum, painted white powder coat, with stainless steel hardware, keyed-alike doors and tool boxes
- Products are made and assembled in the USA



## 250

In Florida the FSA is used by over 250 governmental agencies. Pre-approved vendors for generator sets, pump sets, and associated equipment ensure standardization across many departments.

## 67

In addition to sheriff's departments throughout the state of Florida, 67 county governments use the procurement services of FSA.

## 39

The services of FSA have also been expanded to cover the purchase requirements of 39 educational institutions.



# WHY TRADEWINDS POWER CORP

## TRADEWINDS IS A PREMIUM PROVIDER OF UTILITY POWER

Tradewinds Power Corp UL 2200 self-contained standby generator sets are the unique solution for one-stop standby systems.



## TRADEWINDS PROVIDES PEACE OF MIND

By choosing Tradewinds Power Corp from the FSA approved vendors list you have a provider with a proven track record for reliability and quality power.



## TRADEWINDS COMPLIES WITH ALL REGULATIONS

Tradewinds Power Corp works closely with cooperative buyers, such as the FSA, to ensure specifications comply with best practice and applicable codes.







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