

10. APPROVAL TO PURCHASE MERIDIAN ARCHER 1200 BARRIERS

Staff recommends City Council approve the purchase of two Meridian Archer Trailer Kits from the Meridian Rapid Defense Group in the amount of \$269,318.48; and authorize the City Manager to execute the purchase with any amendments, provided there is adequate funding in the budget and it is within the City Manager's signing authority, on behalf of the City, in a form approved by the City Attorney.



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

Quote

#QUO-S-11437

GSA Contract #47QSWA19D001F

02/27/2025

**Bill To**

City of Norwalk  
 Richard Newton  
 12700 Norwalk Blvd  
 Norwalk CA 90650  
 United States

**Ship To**

City of Norwalk  
 Richard Newton  
 12700 Norwalk Blvd  
 Norwalk CA 90650  
 United States

| Date       | Expires    | Shipping Method | Sales Rep    |
|------------|------------|-----------------|--------------|
| 02/27/2025 | 05/28/2025 |                 | Perrin S Lee |

| Item                |   | Price Level | Quantity | Rate      | Amount       |
|---------------------|---|-------------|----------|-----------|--------------|
| <b>TRLKIT1000</b>   | Meridian Archer Trailer Kit 1000        |             | 2        | 0.00      |              |
| <b>T1000</b>        | Archer T-1000 Drop Deck Trailer         | GSA         | 2        | 34,247.85 | \$68,495.70  |
| <b>AB1200</b>       | Archer 1200 Barrier                     | GSA         | 16       | 6,513.75  | \$104,220.00 |
| <b>AMHA003-2</b>    | Archer Manual Hauler 2.0                | GSA         | 2        | 1,925.18  | \$3,850.36   |
| <b>AFTB001</b>      | Archer Field Tow Bar                    | GSA         | 4        | 574.18    | \$2,296.72   |
| <b>AACN4F022</b>    | Archer Arrestor Cable – 4 ft.           | GSA         | 14       | 574.18    | \$8,038.52   |
| <b>RG</b>           | Archer Rapid Gate Kit                   | GSA         | 2        | 12,540.18 | \$25,080.36  |
| <b>WAYF-001</b>     | Wayfinding Frame                        | GSA         | 16       | 574.18    | \$9,186.88   |
| <b>WF1RC</b>        | Caution - Road Closed                   | GSA         | 16       | 37.24     | \$595.84     |
| <b>WF2STP</b>       | Caution - Stop                          | GSA         | 16       | 37.24     | \$595.84     |
| <b>WF3C</b>         | Caution - Caution                       | GSA         | 16       | 37.24     | \$595.84     |
| <b>WF4PTO</b>       | Caution - Pedestrian Traffic Only       | GSA         | 16       | 37.24     | \$595.84     |
| <b>ACP003ADA</b>    | 3 Channel ADA Cable Protector (1 Piece) | GSA         | 28       | 287.09    | \$8,038.52   |
| <b>End of Group</b> |   |             |          | 0.00      | \$231,590.42 |
| <b>MCTR002</b>      | Annual Certified Training               |             | 1        | 3,995.00  | \$3,995.00   |
| <b>F</b>            | Freight Charges                         |             | 1        | 9,995.00  | \$9,995.00   |

**Subtotal** \$245,580.42  
**Tax (10.25%)** \$23,738.06

**Total** \$269,318.48

**Notes:****Payment Terms:**

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



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**GSA Contract #47QSWA19D001F**

**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-11437

## Interoffice Memorandum

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### Department of Public Safety

**Date:** March 20, 2025

**To:** Jana Stuard, Director of Finance & City Treasurer

**From:** Richard Newton, Emergency Preparedness Manager

**Subject:** **Sole Source Justification for the Purchase of Meridian Archer 1200 Barriers**

The purpose of this memorandum is to justify the sole source purchase of Meridian Archer 1200 Barriers. These barriers are essential for ensuring enhanced public safety and security for large public events, crowd control, vehicle mitigation, and similar activities. After conducting thorough research, it has been determined that Meridian Archer 1200 Barriers are the only product meeting the operational requirements necessary for our application.

The Meridian Archer 1200 Barrier is a mobile, modular, and rapidly deployable security solution designed to mitigate vehicle threats in high-risk environments. The barriers are engineered to meet stringent safety standards and offer the following advantages:

- Certified and tested to ASTM and PAS 68 standards for hostile vehicle mitigation.
- Rapidly deployable and easily reconfigurable without the need for heavy equipment or permanent installations.
- Provides non-lethal, passive security without impeding pedestrian access.
- Fully modular system allowing for customized configurations based on security needs.
- Requires minimal maintenance and operational oversight.

The purchase of Meridian Archer 1200 Barriers as a sole source acquisition is justified based on the following criteria:

- **Unique Features & Performance:** The Meridian Archer 1200 Barriers incorporate proprietary technology and are the only known barriers capable of meeting both the Department's mobility and safety requirements. The ability to deploy and reposition the barriers quickly without requiring power, hydraulics, or permanent fixtures makes them uniquely suited for our operational needs.
- **Compatibility with Leased Equipment:** The City has already deployed Meridian Archer 1200 Barriers in past security operations. Acquiring additional units ensures seamless integration with existing infrastructure,

eliminating the need for retraining personnel and modifying operational protocols.

- **Lack of Viable Alternatives:** Market research has confirmed that no other vendor produces a mobile, modular, and certified vehicle mitigation barrier with equivalent performance characteristics. Competing products either require permanent installation or rely on electronic/hydraulic mechanisms.
- **Manufacturer is Sole Distributor:** Meridian Rapid Defense Group is the exclusive manufacturer and distributor of the Archer 1200 Barrier. There are no third-party resellers authorized to provide the product, thereby eliminating competitive procurement options.

Based on the aforementioned factors, the purchase of Meridian Archer 1200 Barriers as a sole source acquisition is in the best interest of the City. The barriers provide the most effective, mobile, and temporary solution for vehicle threat mitigation, ensuring the safety of personnel and the public.