

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division

# Contract Award Notification

Title: **Vehicle Warning Lights, Light Bars, Sirens, Consoles & Accessories- Discount OFF Manufacturers List Price**

Contract Period: April 1, 2023 through March 31, 2024 with 2 one-year option  
**Extended through March 31, 2025 w/ 1-yr option**

Original Date of Issue: April 12, 2023

Date of Revision: March 6, 2024

**BID No:** **RFB-RC-2023-020**

**Ordering Method:** **Order by Special Request**

Authorized Users: County Agencies, Political Subdivisions, State Agencies

Address Inquiries To:

Name: Richard Ryan  
Title: Purchaser II  
Phone: (845) 364-3817  
Fax: (845) 364-3809  
E-mail: ryanri@co.rockland.ny.us

**Description**

This contract is to provide a percent discount off of the manufacturers list price for vehicle warning lights, light bars, and electronic sirens.

To obtain Manufacturer's Price Lists please contact the vendor directly, or Richard Ryan at 364-3817.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 23-020	0000021003	<b>East Coast Emergency Lighting</b> 200 Meco Drive Millstone Township, NJ 08535 Contact: Dawn Bazzurro <a href="mailto:dawnb@ecelighting.com">dawnb@ecelighting.com</a>	732-940-2211 Ext. 1  <b>FAX:</b> 609-490-9801
BID 23-020-A	0000018513	<b>Island Tech Services LLC</b> 980 So. 2 <sup>nd</sup> Street Ronkonkoma, NY 11779 Contact: Robert Gronenthal <a href="mailto:Robert@itsg.us.com">Robert@itsg.us.com</a>	631-447-2442 Ext 236  <b>FAX:</b> 634-447-2514
BID 23-020-B	0000007660	<b>General Sales Administration t/a Major Police Supply</b> 47 North Dell Avenue Kenvil, NJ 07847 Contact: Gregg Glann <a href="mailto:gglenn@majorpolicesupply.com">gglenn@majorpolicesupply.com</a>	862-219-0743  <b>FAX:</b> 973-584-5022
BID 23-020-C	0000028016	<b>Dana Safety Supply, Inc.</b> 4809 Koger Blvd Greensboro, NC 27407 Contact: Christopher Rocha <a href="mailto:bids@danasafetysupply.com">bids@danasafetysupply.com</a>	813-320-2406
BID 23-020-D	0000028018	<b>Nielsen Fleet Inc.</b> 31 Williams Parkway East Hanover, NJ 07936 Contact: Jim Longobardi <a href="mailto:jiml@nielsenfleet.com">jiml@nielsenfleet.com</a>	973-319-7000 Ext. 6816  <b>FAX:</b> 973-884-2650

COUNTY OF ROCKLAND  
DGS – PURCHASING DEPARTMENT  
BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD  
POMONA, NY 10970  
TELEPHONE NO.: 845-364-3820  
FAX NO.: 845-364-3809

LINE NO.	DESCRIPTION	ESTIMATED SPEND	ITEM NUMBER	PERCENT DISCOUNT	EXTENDED COST	VENDOR-Awarded	Catalog date
1	Percent Discount from Manufactures Current Published List and/or Current Year Catalog Price for Whelen Products and Parts	10000	05557	53.10%	\$4,690.00	East Coast Emergency Lighting	2/1/23-6/30/23
2	Percent Discount from Manufactures Current Published List and/or Current Year Catalog Price for Federal Signal Corp. Products and Parts	2000	05557	47.20%	\$1,056.00	Island Tech Services	May-22
3	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Code 3 Products and Parts	2000	05557	52.60%	\$948.00	Island Tech Services	Jan-23
4	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Star Headlight & Lantern Company Products and Parts	2000	05557	40.00%	\$1,200.00	Nielsen Fleet	Jan-23
5	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Grote Products and Parts	2000	05557	NO AWARD	NO AWARD	NO AWARD	NO AWARD
6	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Trucklite Products and Parts	5000	05557	NO AWARD	NO AWARD	NO AWARD	NO AWARD
7	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Havis Products and Parts	10000	05557	41.80%	\$5,820.00	East Coast Emergency Lighting	12/2022-12/2023
8	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Fenix Products and Parts	1000	05557	40.00%	\$420.00	General Sales Admin -Major Police	Mar-23
9	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Setina Products and Parts	5000	05557	25.00%	\$3,000.00	General Sales Admin -Major Police	Dec-22
10	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Progard Products and Parts	5000	05557	30.00%	\$2,800.00	Dana Safety Supply	1/1/2023-6/1/2023
11	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Hint Peripherals Products and Parts	2000	05557	37.40%	\$1,064.20	Island Tech Services	Mar-23
12	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Blac Rac Products and Parts	2000	05557	20.90%	\$1,582.00	East Coast Emergency Lighting	8-2022-8-2023
13	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Able-2 Products and Parts	2000	05557	41.00%	\$826.00	Nielsen Fleet	Jan-23

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**TITLE: Vehicle Warning Lights, Light Bars, Sirens  
Consoles and Accessories-Discount Off Manufacturers  
List Price**

**RFB-RC-2023-020**

**SPECIFICATIONS**

**1. SCOPE**

1.1. The County of Rockland Department of General Services - Purchasing Division is requesting bids from interested organizations to provide Vehicle Warning Lights, Electronic Sirens, and Light Bars to satisfactorily support the County’s Law Enforcement, Emergency Services, Public Works, and Fire Departments as well as other public agencies supported under this contract. This Invitation to Bid is issued on behalf of the County of Rockland and members of the Empire State Purchasing Group.

1.2. To establish an annual agreement for a Percent Discount Off of the Current Published Price List and/or Catalog price for vehicle warning lights, electronic sirens, and light bars purchased by various Rockland County Departments and other Local Government Agencies throughout New York State. Discounted pricing is being requested for the following manufacturers/brands.

- Whelen
- Federal Signal
- Code 3
- Star Headlight & Lantern Company
- Grote
- Trucklite
- Havis
- Feniex
- Setina
- ProGard
- Hint Peripherals
- Blac Rac
- Able -2

1.3. The following governments are participating in this cooperative contract:

- County of Dutchess
- County of Orange
- County of Putnam
- County of Rockland
- County of Ulster
- County of Westchester
- City of Yonkers
- City of New Rochelle
- Town of Greenburg
- Town of Ramapo
- Town of Scarsdale
- Town of Walkill

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Rockland County has historically purchased approximately \$15,000 worth of products in this commodity group on an annual basis. It is anticipated that the other counties and cities participating in this solicitation would have similar purchase volumes annually. Estimated annual purchases for the participating governments noted above are in excess of \$100,000 annually.

In addition, any other government within the State of New York and United States of America may purchase through the resulting contracts at the prices provided in the contract award.

Also, the Contractor may, but is not required to, extend the prices, terms, and conditions of this contract to any state agency, political subdivision or district located in New York State or other state within the United States. Usage of this contract by any of these other entities will have to be coordinated between that entity and the Contractor. Orders placed against this contract by other entities will be contracts solely between the Contractor(s) and those entities. Rockland County will not be responsible for, nor will it have any liability or other obligation for, such contract between the Contractor(s) and any third party.

This Cooperative Bid is intended to achieve the following objectives:

- 1. Provide a comprehensive competitively solicited County Contract offering Products to Participating Public Agencies;
- 2. Establish the County Contract as a Supplier’s primary offering to Participating Public Agencies in the Hudson Valley area and State of New York;
- 3. Achieve cost savings for Suppliers and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids;
- 4. Combine the volumes of Participating Public Agencies to achieve cost effective pricing;

**1.4. Therefore, respondents to this acquisition must give due consideration to the potential market when providing bid prices.**

1.5. Individual purchases that exceed \$10,000 or other large quantity purchases, that may bring additional discounts because of quantity or price, may be bid or quoted separately by any participating organization.

**2. GENERAL CONDITIONS**

2.1. The successful Bidders shall be required to ensure timely and complete deliveries of product. Repeated delayed or partial deliveries shall be interpreted as failure to meet contractual obligation and cause for cancellation of the contract.

2.2. All parts not specifically mentioned which are necessary for the unit to be complete and ready for operation or which are normally furnished as standard equipment shall be furnished by the vendor. All parts shall conform in strength, quality and workmanship to the accepted standards of the industry.

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- 2.3. The unit provided shall meet or exceed all Federal and State regulations and standards in effect which are applicable to the equipment at the time of manufacture.
- 2.4. The vendor must have experience in warranty repair work as well as be a factory authorized dealer. Vendor shall provide documentation that they are a factory authorized dealer with their Bid submission.

**3. SPECIAL TERMS AND CONDITIONS**

- 3.1. The successful Bidder shall be responsible for making the distribution of a new Current Published Price List and/or Catalog after award of Contract to any government agency upon request. Any additions or updates to Current Published Price List and/or Catalog shall be furnished as soon as available to the County of Rockland and all other government agencies that have been furnished a copy of the original price list.
- 3.2. Percentage discount shall remain firm throughout the Contract period.
- 3.3. Vendors shall be able to provide products within (21) days of receipt of order.

**4. PRICE**

- 4.1. Bid prices shall be in a form of a percent discount off prices from the manufacturers Current Published Price List and/or Catalog price. Such discounts as quoted shall apply to all unit levels such as each; case, dozen, gross, etc. as shown in the manufacturers current Published Price List and/or Catalog. Bid prices shall be provided for Inside Delivery on a F.O.B. Empire State Purchasing Group area basis; to any location within Dutchess County, Putnam County, Westchester County, Rockland County, Orange County and Ulster County, New York.
- 4.2. The Bidder shall provide the County of Rockland with one (1) copy of the Bidder's Current Published Price List and/or current year Catalog with their bid and updates as they become available. Failure to provide one (1) Current Published Price List and/or current Catalog with the Bid may deem the bid non-responsive. Price lists may be submitted in a digital format on a CD-ROM.
- 4.3. Successful bidders shall be required to notify the Rockland County Purchasing Division of any revisions to catalogs and to supply updated catalogs or price lists.
- 4.4. Price increases listed in new catalogs shall be allowed only after updated catalogs or price lists have been provided to the Rockland County Purchasing Division.
- 4.5. Bidder shall offer current promotional sales pricing, when the promotional sale pricing is lower than the percentage-off discount awarded under this contract.
- 4.6. All discounts bid must include freight/shipping. There shall be no additional allowance for freight/shipping.

**5. BILLING PROCEDURE**

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.

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5.1. All invoices for items sold to any authorized agency as a result of this contract must provide the following information: Purchaser Order #, Quantity, Description of Item Purchased, Stock or Catalog #, Manufacturers List or Catalog Price, Discount, Net Price per item and total price per invoice. ALL INVOICES MUST CONTAIN THE PURCHASE ORDER NUMBER.

**6. WARRANTY**

- 6.1. All warranties from the manufacturer shall apply. Bidder shall, as part of its bid furnish its warranty/guarantee for all goods/services to be furnished hereunder. As a minimum, Bidder shall warrant all goods for a period of one year from date of acceptance. Bidder shall be obligated to repair or replace all defects in material or workmanship which are discovered or exist during said period. All labor, parts and transportation shall be at Bidder's expense.
- 6.2. The bidder shall be able to perform warranty service or have access to a manufacture warranty facility that can service all government agencies participating in this bid.
- 6.3. Bidders shall provide the name and address of the warranty facility for each manufacturer/brand that they bid on.

**7. REPORT OF PURCHASES**

7.1. The Contractor must, upon request, provide the Rockland County Purchasing Division with detailed information showing products (with pricing) delivered to any and all agencies under this contract. This includes deliveries to not only the County of Rockland but any other municipality or agency which orders from this contract.

**8. AWARD OF CONTRACT**

- 8.1. Bid will be awarded line by line, to the responsible/responsive Bidders who offer the highest percent discount off of each manufacturer's price list or catalog.
- 8.2. It is the intent of the County of Rockland to make multiple awards (for all brands listed) on this Bid due to requirements of various local government agencies.

**INSURANCE: THE BID NUMBER IS TO APPEAR ON ALL INSURANCE CERTIFICATES**

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone : (845) 364-3820 Fax : (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, CPPO**  
*Director of Purchasing*

**ADDENDUM # 3**

**RFB-RC-2023-020:**

**To clarify Addendum #1 regarding section 2.5, please supply any restrictions that the manufacturer you are bidding on has imposed regarding distribution limitations.**

**In addition, the following question was asked:**

**Will manufacturers Soundoff Signal and Blac-Rac be added to the Bid?**

**Answer:** Blac-Rac is on the bid # 12 of proposal pages and noted in section 1.2 of bid pages. Soundoff Signal is not being added to this bid.

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

3/15/23



**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

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*Director of Purchasing*

**ADDENDUM # 1**

**RFB-RC-2023-020: Vehicle Warning Lights**

**Addition to section 2 of bid: General Conditions**

**2.5 Supplier must provide authorized dealer certificate for any manufacturers they are going to bid a percent discount on. Certificate must specify counties/state that they are authorized to distribute within.**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

2/17/23