

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Law Enforcement, EMS, Fire & Emergency Services, Equipment and Related Supplies-Percent Discount from Manufacturers Price List**

Contract Period: **March 18, 2024, through March 17, 2027**

Original Date of Issue: March 22, 2024

Date of Revision:

BID No: **RFB-RC-2024-008**

Catalog: **Special Request**

Authorized Users: County Agencies, all Political Subdivisions

Address Inquires To:

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

Description

This is a percent discount contract off Law Enforcement, EMS, Fire & Emergency Services, Equipment and Related Supplies.

| Contract # | Vendor Number | Contractor & Address | Telephone No. |
|-------------------|----------------------|--|--|
| BID 24-008 | 0000018653 | Atlantic Tactical 763 Corporate Circle New Cumberland, PA 17070 Contact: Thomas A. Caruso Tom.Caruso@atlantictactical.com Or Chris Mesley Chris.mesley@atlantictactical.com | 717-774-3339 Ext. 151142 FAX: 717-774-4463 |
| BID 24-008-A | 0000011000 | State Line Fire & Safety, Inc. 50 Park Ave Park Ridge, NJ 07656 Attn: Jeanette N. Riberio info@statelinefireandsafety.com | 201-391-3290 |
| BID 24-008-B | 0000007371 | Sirchie Acquisition Company, LLC 100 Hunter Place Youngsville, NC 27596 Contact: Dan O'Neil bids@sirchie.com | 919-554-2244 Fax: 800-899-8181 |
| BID 24-008-C | 0000028016 | Dana Safety Supply, Inc. 4809 Kroger Blvd. Greensboro, NC 27407 Contact: Christopher Rocha bids@danasafetysupply.com | 813-320-2406 |

See attached how to use this bid instructions.

HOW TO FOR: RFB-RC-2024-008 Law Enforcement, EMS, Fire and Emergency Services, Equipment and Related Supplies-Percent Off

- 1) A specific Item number has been assigned to each supplier and should be entered directly into PeopleSoft using that generic number
- 2) An official quote should be obtained from the vendor indicating the MSRP price and showing the percent discount with discounted contract price. The quote should be attached to the PO when processing.
- 3) Purchases may only be made through the vendor who was awarded that specific manufacturer.
- 4) Price sheets will be attached as one file for each manufacturer to the bid.
- 5) When utilizing the attached price sheets, the associated percent discount should be taken from the manufacturer's suggested prices on each price sheet.
- 6) If a vendor has been awarded multiple manufacturers, only one Purchase order needs to be issued with the various manufacturer items listed that are awarded to that vendor.
- 7) **EX. A Purchase order to Atlantic Tactical may have 5.11- Blauer-Boots-Bates- or any manufacturer awarded to them all on one Purchase order.**

Atlantic Tactical – Item #68000000001

State Line Fire & Safety, Inc. – Item #68000000005

Sirchie Acquisition Company, LLC - Item #68000000007

Dana Safety Supply, Inc. - Item #68000000006

**COUNTY OF ROCKLAND
DGS – PURCHASING DEPARTMENT
BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD
POMONA, NY 10970
TELEPHONE NO.: 845-364-3820
FAX NO.: 845-364-380**

| LINE NO. | BRAND | ESTIMATED QUANTITY | ITEM NUMBER | UNIT of MEASURE | PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE | Vendor |
|-------------------|------------------|--------------------|-------------|------------------|---|--------------------------|
| SECTION -1 | | | | | | |
| 1-1 | 511 | 5000 | 68000000001 | PERCENT DISCOUNT | 25.00% | Atlantic Tactical |
| 1-2 | ASP | 1500 | 68000000001 | PERCENT DISCOUNT | 43.00% | Atlantic Tactical |
| 1-3 | AXON/TASER | 10000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-4 | BATES | 6000 | 68000000001 | PERCENT DISCOUNT | 30.00% | Atlantic Tactical |
| 1-5 | BAYCO | 2000 | 68000000005 | PERCENT DISCOUNT | 36% | State line Fire & Safety |
| 1-6 | BLACK HAWK | 5000 | 68000000006 | PERCENT DISCOUNT | 36.20% | Dana Safety Supply |
| 1-7 | BLACKINGTON | 3500 | 68000000006 | PERCENT DISCOUNT | 36.80% | Dana Safety Supply |
| 1-8 | BLAUER | 15000 | 68000000001 | PERCENT DISCOUNT | 33% | Atlantic Tactical |
| 1-9 | CMC RESCUE | 2000 | 34000 | PERCENT DISCOUNT | | No Award |
| 1-10 | DECATUR | 2000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-11 | DESANTIS | 2000 | 68000000001 | PERCENT DISCOUNT | 34% | Atlantic Tactical |
| 1-12 | DICKIES | 2500 | 20000 | PERCENT DISCOUNT | | No Award |
| 1-13 | DON HUME LEATHER | 1500 | 68000000006 | PERCENT DISCOUNT | 31% | Dana Safety Supply |

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| LINE NO. | BRAND | ESTIMATED QUANTITY | ITEM NUMBER | UNIT of MEASURE | PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE | Vendor |
|----------|--------------------------|--------------------|-------------|------------------|---|--------------------|
| 1-14 | ELBECO BRAND | 1500 | 68000000001 | PERCENT DISCOUNT | 33.00% | Atlantic Tactical |
| 1-15 | FECHHEIMER | 3000 | 68000000001 | PERCENT DISCOUNT | 33% | Atlantic Tactical |
| 1-16 | FEDERAL AMMUNITION | 2000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-17 | FERNO | 2000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-18 | FLYING CROSS | 5000 | 68000000001 | PERCENT DISCOUNT | 33% | Atlantic Tactical |
| 1-19 | FORCE ONE | 3000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-20 | GLOBAL | 1500 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-21 | GOULD & GOODRICH LEATHER | 1500 | 68000000006 | PERCENT DISCOUNT | 41% | Dana Safety Supply |
| 1-22 | HORACE SMALL | 1000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-23 | JP LEATHER | 1500 | 68000000006 | PERCENT DISCOUNT | 36.20% | Dana Safety Supply |
| 1-24 | LYNN PEAVEY | 1500 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-25 | MOBILE FLEET | 1500 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-26 | OXFORD | 1000 | 68000 | PERCENT DISCOUNT | | No Award |

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|----------|------------------|--------------------|-------------|------------------|---|--------------------------|
| 1-27 | PACA BODY ARMOR | 2500 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-28 | PARATECH | 1500 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-29 | RAE SYSTEMS | 2500 | 34000 | PERCENT DISCOUNT | | No Award |
| 1-30 | ROCKY | 1500 | 68000000001 | PERCENT DISCOUNT | 10.00% | Atlantic Tactical |
| 1-31 | SABRE | 2000 | 68000000001 | PERCENT DISCOUNT | 27.40% | Atlantic Tactical |
| 1-32 | SAFARILAND | 3500 | 68000000001 | PERCENT DISCOUNT | 25.00% | Atlantic Tactical |
| 1-33 | SENTRY | 2000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-34 | SIGNATURE BADGES | 1000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-35 | SIMUNITION | 6000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-36 | SIRCHIE | 1500 | 68000000007 | PERCENT DISCOUNT | 10% - The item categories that are excluded for this discount are: vehicles, cameras, forensic fuming chambers, drying cabinets & RUVIS units | Sirchie |
| 1-37 | SMITH & WARREN | 2500 | 68000000005 | PERCENT DISCOUNT | 38.00% | State line Fire & Safety |
| 1-38 | SPEEDWELL | 2000 | 68000000001 | PERCENT DISCOUNT | 12.50% | Atlantic Tactical |

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| LINE NO. | BRAND | ESTIMATED QUANTITY | ITEM NUMBER | UNIT of MEASURE | PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE | Vendor |
|----------|-------------------|--------------------|-------------|------------------|---|--------------------------|
| 1-39 | STERLING ROPE | 1000 | 68000 | PERCENT DISCOUNT | | No Award |
| 1-40 | STRATTON | 2000 | 68000000001 | PERCENT DISCOUNT | 20.00% | Atlantic Tactical |
| 1-41 | STREAM LIGHT | 1000 | 68000000005 | PERCENT DISCOUNT | 42% | State line Fire & Safety |
| 1-42 | SUREFIRE | 1000 | 68000000006 | PERCENT DISCOUNT | 27% | Dana Safety Supply |
| 1-43 | WATCH GUARD VIDEO | 1000 | 68000 | PERCENT DISCOUNT | | No Award |

Upon receipt of all required approvals a Contract shall be deemed executed and created with the successful Bidder(s) upon the Commissioner's mailing or electronic communication to the address on the bid of:
i) a Letter of Acceptance; or ii) a fully executed contract; or iii) a Purchase Order authorized by the Commissioner

Print Name: _____
Name of person responsible for this solicitation

By signing this solicitation, I acknowledge that I have downloaded, read, and accept Appendix A (Revised 08/2010) - General Terms and Conditions for this solicitation

Signature: _____

Email Address: _____

Direct Phone Number: _____

Fax Number: _____

COUNTY OF ROCKLAND - DGS-PURCHASING
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

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PURCHASES BY OTHER

LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State’s Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: www.rcpurchasing.com
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County’s contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State’s contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division’s website at www.rcpurchasing.com. The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County’s specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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TITLE: Law Enforcement, EMS, Fire & Emergency Services, Equipment and Related Supplies- Percent Discount from Manufacturers Price List

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SPECIFICATIONS

1. SCOPE

1.1. The scope of this bid is to establish a three-year agreement for a percent discount off the current manufacturer’s price list for various Law Enforcement, EMS and Fire & Emergency Services equipment & related supplies purchased by various departments and other authorized users.

2. MANUFACTURER’S

- 2.1. The County of Rockland will only accept discounts from manufacturer’s suggested retail/list pricing.
- 2.2. The County of Rockland prefers web-based manufacturers with published pricing.
- 2.3. Bidders are to be submitted as a percent discount off offers against the identified manufacturers on the proposal pages.
- 2.4. Those bidders wishing to offer discounts from other manufacturers of an equivalent quality may submit their offers on **Schedule A** to be included with your physical bid. Unless there is competition for a specific manufacturer listed on the Schedule A, no award will be made.
- 2.5. Bidders are limited to listing three (3) additional manufacturers on the Schedule A.

3. PRICING/DISCOUNTS

3.1. The price bid must be in the form of a percent discount from manufacturer’s suggested retail list price. Suggested retail list price shall be defined as that published on the manufacturer’s current web page or in their latest standard printed price list for that specific year. Bidders are to enter, in the space provided on the proposal pages, the applicable discount which will remain firm for the life of the contract.

- 3.1.1. Bidders will submit a current manufacturer’s URL or their suggested retail price list along with a catalog for each manufacturer bid.
- 3.1.2. If price list shows more than one (1) column of prices, **bidders are to clearly mark which price column is applicable.**
- 3.1.3. Industry wide increases, as reflected in newly published manufacturer’s price listings will be honored.
- 3.1.4. The Division of Purchasing will utilize the current price list once it is received, it is the responsibility of the successful bidder to ensure that the current years price sheets are forwarded to the Division of Purchasing as only the price list currently in the department’s possession will be utilized to obtain MSRP (manufacturer’s suggested retail price) and discounted price.
- 3.1.5. Under the authority of any resultant award hereto, the County of Rockland specifically reserves the right to award any such additional items as may be required for its operations.
- 3.1.6. Successful bidders are required to send at least three additional copies of catalogs and price sheets as required within one week of notice of award.
- 3.1.7. Price increases will not be allowed unless the Division of Purchasing is in possession of the current price sheets.

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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- 3.1.8. All discounts must be firm and fixed for the specified contract period.
- 3.1.9. Discounts offered must be represented as a percent discount for each line item. Offers containing chain or multiple discounts be expressed may be considered and evaluated based on the primary discount offered.
- 3.1.10. If there is not a percent discount offered for a particular manufacturer, indicate "No Bid".

4. RESTRICTIONS

- 4.1. Bids containing restrictions will not be acceptable unless the Rockland County Purchasing Division deems the restrictions conform to the County of Rockland requirements.

5. RESERVATIONS

- 5.1. Items of the manufacturers specified herein of unusual quantities which the County of Rockland considers other than "routine requirements" may, at the discretion of the Purchasing Officer, be re-submitted to public bid on an individual item basis whenever, in the opinion of the Purchasing Division, the best interest of the County of Rockland will be served.

6. BRAND NAME OR EQUAL SPECIFICATIONS

- 6.1. The use of brand names for this solicitation is for the purpose of describing the standard of quality, performance and characteristics described and are not intended to limit or restrict competition.

7. DELIVERY TIME

- 7.1. All deliveries shall be made between the hours of 8:00 AM – 12:00 PM and 1:00 PM – 4:00 PM, local time Monday through Friday, excluding holidays.

8. INVOICING

- 8.1. Suppliers who are awarded this bid must use current manufacturer price list less discount and date of purchase order when determining actual price of merchandise.

8.1.1. All invoices are to contain:

- 8.1.1.1. Purchase Order Number
- 8.1.1.2. Item description, Number and Manufacturer
- 8.1.1.3. Manufacturer's List Price
- 8.1.1.4. Discount

9. FREIGHT

- 9.1. All shipments must be FOB Destination

10. UNIFORM SIZING

- 10.1. Bidders submitting clothing items must provide sizing and fitting of all clothing items on-site at no additional cost.
- 10.2. End Users will ensure that they have a minimum of 5 personnel prior to requesting on-site sizing and fitting.

11. CUSTOMIZING

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11.1. Awarded vendors are required to provide a list and discounted pricing for all customization available on uniform items bid. EX: (Hemming, Hidden snaps, Velcro added, Patch attaching etc.)

12. AWARD

12.1. Awards will be made for each brand listed, on the proposal pages, to the bidder(s) whose offer results in the highest percent discount. to the County of Rockland.

12.2. Awards may be made for additional manufacturers listed on Schedule A which must be included with your bid. Any awards made from Schedule A will be at the sole discretion of the County of Rockland.

12.3. Where a manufacturer limits competition by only allowing a single distributor to bid, based on geographic or other criteria, the County reserves the right not to award a contract for that brand or manufacturer, as pricing competition has not been achieved.

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, NIGP-CPP, CPPO
Director of Purchasing

ADDENDUM # 1

RFB-RC-2024-008

**Law Enforcement, EMS, Fire & Emergency Services, Equipment and Related Supplies-
Percent Discount from Manufacturers Price List**

How many departments/locations ?

A minimum of 5 departments located in New city and Pomona N.Y

What type of uniform items are you looking for?

Law Enforcement

How many people per department/location?

Approximately 325 in New City split between two departments and 50 in Pomona for the other three departments

How many days a week do the employees work?

Five

Will the laundering service be utilized, meaning we would need to get a circulation inventory- or will you only need enough items to supply someone for 1 work week?

There are no laundering services associated with 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, NIGP-CPP, CPPO
DIRECTOR OF PURCHASING

ADDENDUM

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, NIGP-CPP, CPPO
Director of Purchasing

ADDENDUM # 2

RFB-RC-2024-008:

**Law Enforcement, EMS, Fire & Emergency Services, Equipment and Related
Supplies- Percent Discount from Manufacturers Price List**

**The attached Schedule -A was left off original bid documents and is being
added for suppliers to add up to three manufacturers with you bid submission.**

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

1/8/24

**LAW ENFORCEMENT, EMS, FIRE AND EMERGENCY SERVICES,
EQUIPMENT AND RELATED SUPPLIES-PERCENT DISCOUNT**

SCHEDULE A

VENDOR: _____

**COUNTY OF ROCKLAND
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POMONA, NY 10970
TELEPHONE NO.: 845-364-3820
FAX NO.: 845-364-3809**

| LINE NUMBER | BRAND | ITEM NUMBER | UNIT | PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE | MANUFACTURER'S WEB ADDRESS |
|-------------|-------|-------------|------------------|---|----------------------------|
| 1 | | 68000 | percent discount | | |
| 2 | | 68000 | percent discount | | |
| 3 | | 68000 | percent discount | | |

