

**COUNTY OF ROCKLAND**  
Department of General Services  
**Purchasing Division**

# Contract Award Notification

**Title:** Firefighters Equipment & Protective Clothing-% Discount Off  
Manufacturer's List Price

**Contract Period:** April 16, 2024 through April 15, 2025 w/ (4) 1-year options  
**Extended through April 15, 2026, w/ (3) 1-year options**

**Original Date of Issue:** April 5, 2024

**Date of Revision:** March 26, 2025

**BID No:** RFB-RC-2024-026

**Ordering Method:** Special Requisition

**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](mailto:ryanri@co.rockland.ny.us)

## Description

This is a cooperative bid for Rockland County and other Government Agencies and Fire Districts for Percent Discount off of Firefighters Equipment and Protective Clothing

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 24-026	0000019592	Haight Fire Equipment 199 Little Britain Road Newburgh, NY 12550 Contact: Stephen Joslin Contac: Angela Fuschetto <a href="mailto:sjoslin@haightfire.com">sjoslin@haightfire.com</a> <a href="mailto:afuschetto@haightfire.com">afuschetto@haightfire.com</a>	845-562-6485      FAX: 845-562-6482
BID 24-026-A	0000011000	State Line Fire & Safety, Inc. 50 Park Avenue Park Ridge, NJ 07656 Contact: Jeanette N. Riberio <a href="mailto:jeanette@statelinefireandsafety.com">jeanette@statelinefireandsafety.com</a>	201-391-3290    FAX: 201-391-6487
<del>BID 24-026-B</del>	<del>0000009246</del> <b>VENDOR NAME CHANGE</b>	<del>Municipal Emergency Services Inc.</del> <del>66 Fireman's Way</del> <del>Poughkeepsie, NY 12603</del> <del>Contact: Terese M. Dillon</del> <del><a href="mailto:tdillon@mesfire.com">tdillon@mesfire.com</a></del>	<del>203-304-4104</del>
BID 24-026-C	0000029407 <b>REVISED VENDOR</b>	MES I Acquisition Inc. d/b/a MES Service Company, LLC 12 Turnberry Lane, 2 <sup>nd</sup> Flr Sandy Hook, CT 06488 Contact: Terese M. Dillon <a href="mailto:tdillon@mesfire.com">tdillon@mesfire.com</a> <a href="mailto:wpetrie@mesfire.com">wpetrie@mesfire.com</a>	203-364-0620      FAX: 203-264-3325

Please see how to use this contract. Also, the URLs on the award page will take you directly to the webpage. They are all linked to their webpage.

**FIREFIGHTERS EQUIPMENT AND PROTECTIVE CLOTHING-PERCENT DISCOUNT OFF MANUFACTURERS PUBLISHED PRICE LIST**

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

LINE NO.	BRAND	ESTIMATED SPEND	ITEM NUMBER	UNIT	PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE	MANUFACTURER'S WEB ADDRESS	AWARDED VENDOR
2	Akron Brass Companies	1000	34000	percent discount	25%	<a href="http://www.akronbrass.com">www.akronbrass.com</a>	Haight Fire
5	Black Diamond Group	1000	34000	percent discount	25%	<a href="http://www.blackdiamondequipment.com">www.blackdiamondequipment.com</a>	Stateline Fire
6	Cairns	1000	34000	percent discount	22%	<a href="http://www.msasafety.com">www.msasafety.com</a>	Stateline Fire
7	CMC Rescue	2500	34000	percent discount	9%	<a href="http://www.cmcpro.com">www.cmcpro.com</a>	MES I Acquisition Inc
9	Draeger Inc.	1500	34000	percent discount	25% SCBA 15% Gas Detection	<a href="http://www.draeger.com">www.draeger.com</a>	Haight Fire
10	E D Bullard Fire & Rescue	1500	34000	percent discount	34%	<a href="http://www.bullard.com">www.bullard.com</a>	MES I Acquisition Inc
15	Fire Dex LLC	10000	34000	percent discount	45%	<a href="http://www.firedex.com">www.firedex.com</a>	MES I Acquisition Inc
20	Haix	10000	34000	percent discount	25%	<a href="http://www.haixusa.com">www.haixusa.com</a>	Haight Fire
22	Hurst Jaws of Life	5000	34000	percent discount	26%	<a href="http://www.hurstjaws.com">www.hurstjaws.com</a>	Stateline Fire
25	Junkin Safety	1000	34000	percent discount	14%	<a href="http://www.junkinsafety.com">www.junkinsafety.com</a>	MES I Acquisition Inc
32	Majestic Fire	1000	34000	percent discount	14.00%	<a href="http://www.majhoods.com">www.majhoods.com</a>	MES I Acquisition Inc
35	Morning Pride - Helmets	10000	34000	percent discount	15%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a>	MES I Acquisition Inc
36	Morning Pride - Turnout Gear	10000	34000	percent discount	21%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a>	MES I Acquisition Inc
37	Nasco	2000	34000	percent discount	7%	<a href="http://www.nascoinc.com">www.nascoinc.com</a>	MES I Acquisition Inc
39	Petzl	1500	34000	percent discount	9.00%	<a href="http://www.petzl.com">www.petzl.com</a>	MES I Acquisition Inc
40	PGI Wildland	1000	34000	percent discount	14.00%	<a href="http://www.pmirope.com">www.pmirope.com</a>	MES I Acquisition Inc
41	Pigeon Mountain	1000	34000	percent discount	4.00%	<a href="http://www.pgi-inc.com">www.pgi-inc.com</a>	MES I Acquisition Inc
44	CrewBoss	1500	34000	percent discount	30%	<a href="http://www.crewbosspe.com">www.crewbosspe.com</a>	Haight Fire
49	RIT Safety Solutions	1500	34000	percent discount	25%	<a href="https://ritsafety.com">https://ritsafety.com</a>	MES I Acquisition Inc
50	Rock N Rescue	1500	34000	percent discount	15.00%	<a href="http://www.rocknrescue.com">www.rocknrescue.com</a>	Stateline Fire
51	Scott Aviation - Personal Alert System	1500	34000	percent discount	16%	<a href="http://www.3mscott.com">www.3mscott.com</a>	MES I Acquisition Inc
52	Scott Safety - SCBA	10000	34000	percent discount	16%	<a href="http://www.3mscott.com">www.3mscott.com</a>	MES I Acquisition Inc
54	Simulaid	1500	34000	percent discount	7%	<a href="https://simulaid.co.uk">https://simulaid.co.uk</a>	MES I Acquisition Inc
55	Sterling FCX	1500	34000	percent discount	15.5%	<a href="http://www.sterlingrope.com">www.sterlingrope.com</a>	MES I Acquisition Inc
56	Sterling Rope Co.	2000	34000	percent discount	15.5%	<a href="http://www.sterlingrope.com">www.sterlingrope.com</a>	MES I Acquisition Inc

**FIREFIGHTERS EQUIPMENT AND PROTECTIVE CLOTHING-PERCENT DISCOUNT OFF MANUFACTURERS PUBLISHED PRICE LIST**

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

LINE NO.	BRAND	ESTIMATED SPEND	ITEM NUMBER	UNIT	PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE	MANUFACTURER'S WEB ADDRESS	AWARDED VENDOR
57	Task Force Tips	1000	34000	percent discount	25%	<a href="http://www.tft.com">www.tft.com</a>	Stateline Fire
58	Tech Trade	1000	34000	percent discount	20%	<a href="http://www.techradellc.com">www.techradellc.com</a>	Stateline Fire
59	Tempest Tech Corp	1000	34000	percent discount	19%	<a href="http://www.tempest.com">www.tempest.com</a>	MES I Acquisition Inc
62	Warrington	1000	34000	percent discount	15%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a>	MES I Acquisition Inc
63	Yates Gear	1000	34000	percent discount	4%	<a href="http://www.yatesgear.com">www.yatesgear.com</a>	MES I Acquisition Inc

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

## **HOW TO FOR: RFB-RC-2024-026**

### **Firefighters Equipment & Protective Clothing Percent Off Manufacturers Published Price List**

- 1) Contact Distributor to obtain written Quotation for items to be purchased.  
County Departments should enter a special requisition for each purchase related to this contract.  
Fire Districts should issue their own purchase order for each items to be purchased. Purchase Order sent directly to Distributor with a copy to Richard Ryan in the County's Purchasing Division [ryanri@co.rockland.ny.us](mailto:ryanri@co.rockland.ny.us) or Fax 845-364-3809
- 2) Purchases may only be made through the supplier who has been awarded that specific manufacturer.
- 3) Price lists will be added to the Rockland County purchasing website as a guide, but all quotes should be obtained from the supplier before placing a requisition and attached to requisition for verification.
- 4) We have provided URL's for each manufacturer. When using URL's to obtain pricing, an official quote should be obtained from the supplier indicating the manufacturers item #, MSRP price, contract percent discount and discounted contract price. The contract # should also be on quote. The quote should be attached to the requisition referencing the contract # as well.
- 5) If a vendor has been awarded multiple manufacturer's, only one requisition needs to be issued with the various manufacturer items listed that that vendor was awarded. EX: **A requisition to MES I Acquisition Inc. for Morning Pride, Sterling Rope and Yates can be put on one requisition.**

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

**TITLE: FIREFIGHTERS EQUIPMENT & PROTECTIVE  
 CLOTHING-PERCENT OFF MANUFACTURERS  
 PUBLISHED PRICE LIST**

**RFB-RC-2024-026**

## **SPECIFICATIONS**

- 1.1. The scope of this bid is to establish an agreement with various distributors for a percent discount off the current manufacturer's price list for various firefighting rescue equipment, related supplies and protective clothing purchased by various volunteer and municipal fire departments and other authorized users throughout New York State and the United States. All estimated spends are estimates and will vary by year.

### **2. MANUFACTURER'S PRODUCT LINES**

- 2.1. Manufacturers listed on the proposal pages represent the brands currently utilized by many volunteer and municipal fire departments.
- 2.2. This solicitation requires discounts from manufacturers published suggest retail/list price lists.
- 2.3. Discounts may also be applied to manufacturers published online pricing.
- 2.4. Bidder shall submit percent discount off bid on manufacturers identified on the proposal pages.

### **3. PRICING/DISCOUNTS**

- 3.1. The price bid shall be in the form of a percent discount from manufacturer's current (at the time of order) suggested retail list price. Suggested retail list price shall be defined as that published on the manufacturer's current website or in their latest standard printed price list. Bidders shall enter, in the space provided on the proposal pages, the applicable discount which shall remain firm for the life of the contract.
  - 3.1.1. Bidders shall submit a current manufacturer's URL or a copy of the manufacturers' 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. In as much as the price list in the possession of the Division of Purchasing shall be the governing copy, it shall be the responsibility of the successful bidder to ensure that the current price sheets are forwarded to the Division of Purchasing.
  - 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 shall be 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.
  - 3.1.8. All discounts shall be firm and fixed for the specified contract period.

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**RFB-RC-2024-026**

3.1.9. Discounts offered must as a single percent (%) figure for each line item. Offers containing chain or multiple discounts be expressed may be considered non-responsive.

3.1.10. If there is not a percent discount offered for a 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. Purchases 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. E-MAIL ADDRESS**

7.1. Vendor to include company e-mail address and indicate any web site locations.

7.1.1. **E-Mail:** \_\_\_\_\_

7.1.2. **Web Site:** \_\_\_\_\_

#### **8. DELIVERY TIME**

8.1. 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.

#### **9. FREIGHT**

9.1. FOB Destination

#### **10. AWARD**

10.1. Awards will be made for each brand listed, on the proposal pages, to the bidder(s) whose discount results in the lowest net cost to the County of Rockland while meeting the specifications.

10.2. 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.

#### **11. TARGET DISCOUNTS**

11.1 See following page for various target discounts.

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**RFB-RC-2024-026**

Manufacturer	Minimum Target Discount	Manufacturer	Minimum Target Discount
Air & Gas Technologies		Majestic Fire	
Akron Brass Companies	30.0%	Mine Safety Personal Alert System	
American Firewear		Mine Safety SCBA	
Amkus Inc.		Morning Pride - Helmets	45%
Black Diamond Group		Morning Pride - Turnout Gear	45%
Carins	15.0%	Paratech	20%
CMC Rescue	20.0%	Petzl	
Cutters Edge Fire		PGI Wildland	
Draeger Inc.		Pigeon Mountain	10%
E D Bullard Fire & Rescue	30.0%	Powerhawk	
E D Bullard Thermal	30.0%	Quaker Safety	30%
Euramco		Quest Fire	
EVAC Systems		Ranger Boots	
Ferno	15.0%	Ranger Turnout Gear	
Fire Dex LLC	45%	Rescue Tech	
Fire Quip		RIT Safety Solutions	
Globe Boots	25.0%	Rock N Rescue	
Globe Turnout Gear	40.0%	Scott Aviation - Personal Alert System	16%
Grace Industries		Scott Aviation - SCBA	16%
Haix	25.0%	Servus	
Holmatro		Sterling FCX	
Hurst Jaws of Life	25.0%	Sterling Rope Co.	15%
Innotex	25.0%	Task Force Tips	
Janesville Turnout Gear		Tech Trade	
Junkin Safety		Tempest Tech Corp	
LifeLiner		TNT Rescue Tools	
Lion Apparel - Gloves	30.0%	Ultra-Motion Turnout Gear	
Lion Apparel - Helmets	30.0%	Warrington	
Lion Apparel - Turnout Gear	30.0%	Yates Gear	40%

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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RFB-RC-2024-026

Lion Apparel - Boots

30.0%



**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-2024-026:**

**FIREFIGHTERS EQUIPMENT & PROTECTIVE CLOTHING-PERCENT OFF  
MANUFACTURERS PUBLISHED PRICE LIST.**

**Bids are to be submitted through the Bonfire Portal per the instructions in the bid documents. Please do not upload any bids to the Bidnet website.**

**Bids may also be sent in as a physical submission to the County of Rockland Division of Purchasing at 50 Sanatorium Rd. Bldg. A 6<sup>th</sup> Floor Pomona N.Y. 10970. They must be received prior to the 3/21/2024 3:00 P.M. deadline.**

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

3/5/24