

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division



CONTRACT AWARD

Title: Vehicle Warning Lights, Light Bars, Electronic Sirens, Consoles
& Accessories-Percent Discount off of Manufacturer's List
Price

Contract Period: April 1, 2026 through March 31, 2027 w/3-1 year terms

Original Date of Issue: April 23, 2026

Date of Revision: 07/22/26

BID No: RFB-RC-EPC-2026-014

EPC Contract #: 0000460 (Bear), 0000461 (Elite Emergency), 0000462 (Emergency
Responder), 0000463 (Island Tech), 0000464 (Vehicle Maint.),
0000465 (YP Signal Corp)

Ordering: Order by Special Request

Authorized Users: United States Agencies, Other States & Political Subdivisions Therein,
Local Governments, School Districts & Non-Profit Agencies

Address Inquiries To:

Name: Justin Listwan
Title: Purchaser I
Phone: 845-364-3334
Fax: 845-364-3809
E-mail: listwanj@co.rockland.ny.us

Description

This contract is a percent discount off manufacturer's list price for Vehicle Warning Lights,
Light Bars, Electronic Sirens, Consoles and Accessories.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID EPC 26-014	0000030319	Bear Communications Inc. 221 North Greenbush Road Troy, NY 12180 Contact: Lee Beck & Imran Rizvi lee.beck@bearcom.com Imran.rizvi@bearcom.com	518-874-9835
BID EPC 26-014-A	0000029873	Elite Emergency Lights LLC Dba Elite Vehicle Solutions 4168 Dunroamin Rd Wall, NJ 07727 Contact: Doreen Sharry ar@elitevehicle.com	732-534-2377
BID EPC 26-014-B	0000022188	Emergency Responder Products 260 Spagnoli Rd 2 nd Fl Melville, NY 11747 Contact: Viena Ludewig sales@911erp.com	516-490-8501
BID EPC 26-014-C	0000018513	Island Tech Services LLC 980 S 2 nd Street Ronkonkoma, NY 11779 Contact: Robert Gronenthal bids@itsg.us.com	631-935-9513
BID EPC 26-014-D	0000008793	Vehicle Maintenance Program 3595 N Dixie Hwy Bay 7 Boca Raton, FL 33431 Contact: Lindi Brooks lindi@vmpparts.com	561-362-6080
BID EPC 26-014-E	0000030315	YP Signal Corp 29 Bloomingburg Rd Middletown, NY 10940 Contact: Yiddi Paplanos yiddi@ypsignal.com	845-217-1013

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	VENDOR	REGION(S) Note all regions you are applying pricing to -or- note "STATEWIDE" if for the entire State
1	Percent Discount from Manufactures Current Published List and/or Current Year Catalog Price for Whelen Products and Parts	58000	05557	53.50	YP Signal Corp	Statewide
2	Percent Discount from Manufactures Current Published List and/or Current Year Catalog Price for Federal Signal Corp. Products and Parts	12000	05557	45.00	Island Tech	Statewide
3	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Code 3 Products and Parts	12000	05557	52.80	YP Signal Corp	Statewide
4	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Star Headlight & Lantern Company Products and Parts	12000	05557	40.00	ERP	Statewide
5	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Grote Products and Parts	12000	05557	45.00	ERP	Statewide

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	VENDOR	REGION(S) Note all regions you are applying pricing to -or- note "STATEWIDE" if for the entire State
6	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Trucklite Products and Parts	29000	05557	0.703	Vehicle Maintenance	Statewide
7	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Havis Products and Parts	58000	05557	43.20	Bear	Statewide
8	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Feniex Products and Parts	6000	05557	50.00	Bear	Statewide
9	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Setina Products and Parts	29000	05557	26.50	Bear	Statewide
10	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Progard Products and Parts	29000	05557	35.00	Bear	Statewide
11	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Hint Peripherals Products and Parts	11500	05557	40.00	Elite	Statewide

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LINE NO.	DESCRIPTION	ESTIMATED SPEND	ITEM NUMBER	PERCENT DISCOUNT	VENDOR	REGION(S) Note all regions you are applying pricing to -or- note "STATEWIDE" if for the entire State
12	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Blac Rac Products and Parts	11500	05557	35.00	Bear	Statewide
13	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Able-2 Products and Parts	11500	05557	42.00	YP Signal Corp	Statewide
14	Percent Discount from Manufactures Current Published List and/or current Year Catalog Price for Soundoff Signal Products and Parts	11500	05557	58.00	Bear	Statewide

EMPIRE STATE COOPERATIVE PROCUREMENT ALLIANCE

The Counties of Chemung, Orange, Rockland, and Ulster (“Organizing Local Governments”), all being municipal corporations in the State of New York, have organized the Empire State Cooperative Procurement Alliance (“Alliance”) to serve all public participating entities (as discussed below) through the creation of a procurement cooperative to issue cooperative bids, operate and maintain an e-sourcing, contract management and marketplace e-procurement system, and enable Alliance members to be in compliance with New York State bidding requirements, in identifying suppliers of commodities, good and services, and to realize the potential economies, including administrative cost savings.

The Organizing Local Governments of the Alliance have acted in accordance with section 119-o of the New York State General Municipal Law to cooperatively create the Alliance to fulfill their respective public and governmental purposes, needs, objectives and programs, and have additionally determined that public participating entities as described below shall be permitted to join the Alliance.

The purpose of this Request for Bids is to establish contracts with qualified bidder(s)/offeror(s) to provide competitive pricing for **Vehicle Warning Lights, Light Bars, Sirens Consoles and Accessories-Discount Off Manufacturers List Price** to all public participating entities (as discussed below). The County of Rockland (“County”) is requesting offers for Motorola Radios and Services in furtherance of the Alliance. This solicitation intends to replace expiring contracts awarded by the State of New York. The Request for Bids will be used to create a new contract for the County and all Alliance Members (as defined below). Any contract resulting from this solicitation will be a permissive cooperative contract (“Contract”) that may be used by public participating entities as described below.

This Request for Bid is designed to provide interested persons/organizations with sufficient information to submit bids/offers meeting the requirements. It is not intended to be comprehensive. Bidders/offerors are responsible for determining all factors necessary to submit a comprehensive offer. Bidders/offerors are encouraged to expand upon the specifications to add service and value consistent with Alliance’s requirements.

Public Participating Entities

New York State political subdivisions and others authorized by New York State law may participate in the resulting Contract from this solicitation. These include, but are not limited to, local governments, public authorities, public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations through the Empire Procure Connect Marketplace administered by the Alliance. There are currently 57 counties (outside NYC), 62 cities, 933 towns, 531 villages 690 school districts, 37 boards of cooperative educational services, 36 community colleges, 411 library districts, and 1803 fire companies/departments located in New York State that can make purchases through contracts awarded by the County on behalf of the Empire State Cooperative Procurement Alliance and made available through its online marketplace - **Empire Procure Connect Marketplace (“EPC Marketplace”)**. Visit www.empireprocureconnect.info for more information.

Empire Procure Connect and the EPC Marketplace have been developed in partnership with Periscope (as defined below) to streamline the selling process for public participating entities in New York. It is both a technology system and a cooperative purchasing program. Suppliers can establish their marketplace presence in the EPC Marketplace by utilizing Empire Procure Connect for this solicitation. In partnership with the Alliance, Periscope can develop additional marketing campaigns to promote the product and services awarded under this solicitation in the EPC Marketplace.

To be eligible for the award, the bidder/offeror agrees, by submission of an offer, to fully cooperate with the Alliance and Periscope (and any authorized agent) to integrate the bidder’s/offeror’s presence in the EPC Marketplace.

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.

EMPIRE STATE COOPERATIVE PROCUREMENT ALLIANCE'S TERMS AND CONDITIONS

These terms and conditions are incorporated into the awarding County's contractual terms and conditions and apply to the awarding contract. All references below to "Contractor" shall mean the bidder/offeror awarded the Contract.

1. Empire State Cooperative Procurement Alliance

- a. Alliance is a county cooperative purchasing program in the State of New York facilitated by the Empire State Cooperative Procurement Alliance, which is comprised of Chemung, Orange, Rockland, and Ulster counties. The Contract is a permissive cooperative contract that may be used by other Public Participating Entities as described below.

2. Public Participating Entities

- a. New York State political subdivisions and others authorized by New York State law may participate in the Contract. These include, but are not limited to, local governments, public authorities, boards of cooperative educational services (BOCES), public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations through the Empire Procure Connect Marketplace administered by the Alliance.
- b. "Alliance Member" means a public participating entity conducting purchases pursuant to a cooperative contract established by the Alliance. The County is also an Alliance Member and may be included in references to same herein.

3. Quarterly Sales Reporting

As of the effective date of the Contract awarded from this solicitation, the Contractor shall be required to submit a quarterly report documenting all Sales made under the Contract ("Quarterly Sales Report"). "Sales" shall mean total invoices for Net Purchases. "Net Purchases" means the total gross purchases, less any credits, taxes, regulatory fees, and separately stated shipping charges not included in unit prices, procured by Alliance Participant, regardless of whether the EPC Marketplace is used as part of the purchase process. The Quarterly Sales Report shall be submitted directly to Periscope using the Reconciler portal (Periscope's reporting tool to which a link shall be provided to Contractor), or otherwise as reasonably directed by Periscope and/or the County, no later than thirty (30) calendar days after the end of each calendar quarter. The calendar quarters will end September 30th, December 31st, March 31st, and June 30th each year. The Quarterly Sales Report will include periods less than a full calendar quarter if the Contract does not start on the first day of a quarter or end on the last day of the quarter. Contractor shall submit one Quarterly Sales Report for each contract for each reporting period. The Quarterly Sales Report must contain the following information:

- a. Complete and accurate details of all sales, credits, returns, refunds, and the like for the reporting quarter.
- b. Purchasing Alliance Member and type.
- c. Product/service description, unit price, quantity and total sale amount.
- d. Invoice number and date.
- e. Total Supplier Convenience Fee (as defined below), which is the amount due for the reporting quarter. This fee is calculated by multiplying the quarterly Sales by 1.75%.

- f. For all Sales made under or utilizing the pricing or other terms of the Contract that have been invoiced, the Contractor shall remit a fee in the amount of one and one-three quarter percent (1.75%) of all such Sales (“Supplier Convenience Fee”) to Periscope; and
- g. Such other information as the County and/or Periscope may reasonably request.

If no sales were made during the reporting quarter, then a Quarterly Sales Report shall still be submitted showing zero sales and zero Supplier Convenience Fee due.

The Contractor is responsible for initiating and submitting the Quarterly Sales Report without prompting or notification from Periscope or the County. Periscope and the County assume no responsibility for Contractor’s failure to meet its sales reporting and fee remittance obligations. The County reserves the right to contact the Contractor at any time to request that the Contractor attests to the amounts reported to have been paid to them by an Alliance Member.

The County and Periscope shall have a perpetual, irrevocable, non-exclusive, royalty-free, transferable right to display, modify, copy, and otherwise use reports, data, and information provided.

4. Remittance of the Supplier Convenience Fee

- a. Every quarter, and at the same time as the submission of the Quarterly Sales Report as provided above, the Contractor shall remit the Supplier Convenience Fee via automated clearing house (ACH) transaction directly to Periscope using the Reconciler portal, or as otherwise reasonably directed by Periscope or the County, no later than thirty (30) days after the end of each calendar quarter. The calendar quarters will end September 30th, December 31st, March 31st, and June 30th each year. Periscope’s or the County’s receipt or acceptance of any Quarterly Sales Report and/or Supplier Convenience Fee furnished pursuant to the Contract shall not preclude Periscope or the County from challenging the validity thereof at any time. Failure to submit the Quarterly Sales Report and/or Supplier Convenience Fee in a timely and accurate manner may result in the Contractor’s goods and/or services being made ineligible for purchase through the EPC Marketplace. Continued non-compliance by the Contractor may result in the Contractor being found in default of the Contract. Assistance with Supplier Convenience Fee remittance is available from Periscope Customer Service by email or telephone and contact information shall be provided during the Contractor’s onboarding.

5. Retention and Inspection of Records and Audit

- a. The Contractor shall keep records of all sales made to an Alliance Member in sufficient detail to enable the County to determine the Supplier Convenience Fee payable by the Contractor. **The County and/or Periscope** may examine and audit, at its own expense, the Contractor’s sales records and Quarterly Sales Reports for completeness and accuracy. If such examination reveals underpayment of the Supplier Convenience Fee, the Contractor shall immediately pay Periscope the deficiency amount. If the examination reveals an underpayment of 5% or more, then the Contractor shall reimburse the **County and/or Periscope** for the cost of the audit.

6. Empire State Procurement Alliance Cooperative Program Marketing, Training, and Performance Review

- a. Contractor agrees to work cooperatively with County and Periscope personnel. The Contractor agrees to present plans to the County for the education of the Contractor’s contract administrator(s) and sales/marketing workforce regarding the Contract, including the competitive nature of the Alliance’s procurements, the Contract, and the way qualifying entities can participate in the Contract.

- b. Contractor agrees to notify the County and Periscope of any contractual most-favored-customer provisions in third-party contracts or agreements that may affect the promotion of the Contract or whose terms provide for adjustments to future rates or pricing based on rates, pricing in, or orders from the Contract. Upon request of the County or Periscope, the Contractor shall provide a copy of any such provisions.

7. Contractor's Compliance and Termination of Access

- a. The Contractor hereby acknowledges and agrees that the Alliance reserves the right to remove, suspend, or bar Contractor from using the EPC Marketplace if, in the Alliance's sole discretion, the Contractor fails to strictly adhere to: (i) The Alliance's rules, regulations, and policies, as may be updated from time to time, (ii) the laws and regulations of the using Alliance Member, and (iii) the laws and regulations of the State of New York. Failure to adhere includes violations of terms of use/service, code of conduct breaches, or any actions that contravene applicable local, county, or state laws.
- b. The Alliance may take immediate action to remove, suspend, or bar Contractor if the Alliance determines that the Contractor's continued use of the Alliance poses a risk to other users, the integrity of the Alliance and/or the EPC Marketplace, or violates any applicable laws or regulations.
- c. The duration and terms of removal, suspension, or barring shall be determined by the Alliance based on the severity and frequency of the violation(s). The Alliance reserves the right to permanently bar a Contractor for repeated or severe violations.
- d. The Contractor agrees that the Alliance's determination in these matters is final and binding.

Empire Procure Connect

1. Empire Procure Connect General Terms and Conditions

- a. The Alliance entered into a multi-year agreement with Periscope Holdings, Inc. ("Periscope"), whereby Periscope will provide electronic marketplace hosting and management services to enable an Alliance Member to access a central online website to view and/or shop the goods and services available from existing Alliance cooperative contracts. The central online website is referred to as "Empire Procure Connect."
- b. The Contractor will have visibility in Empire Procure Connect with a marketplace presence that contains the Contractor's Contract and contact information. Marketplace presence implementation is also available to the Contractor at no additional cost to provide customers with information about the Contractor's products and services in a shoppable format. At a minimum, the Contractor is required to participate in Empire Procure Connect by creating a marketplace presence in the EPC Marketplace. The Contractor can implement a catalog in the marketplace as described below.
- c. Marketplace Presence - If the Contractor does not have a product listing to create a hosted catalog or a punchout catalog, they should establish a marketplace presence by providing marketing materials and website URLs showcasing their awarded products and services. Any pricing displayed must align with the prices listed in the Contract, ensuring consistency and transparency for potential buyers.

- d. At a minimum, the Contractor agrees to the following timeline: Periscope staff shall provide a written request to the Contractor to begin the onboarding process. Contractor shall: 1) attend a vendor onboarding meeting with Periscope within thirty (30) days of the date of execution of the Contract, and 2) complete marketplace presence or catalog approval process(es) within ninety (90) calendar days of the date of execution of the Contract. Contractor shall cooperate with the County and Periscope for any other reasonable requests to ensure an accurate depiction of the Contract in the EPC Marketplace.
- e. The Contractor shall ensure that any information or marketplace appearance complies with the Contract's scope and terms and conditions. Any identified deviation from the Contract must be corrected immediately. Any information or marketplace appearance that does not comply with the Contract's scope and terms and conditions can lead to a breach of contract and be escalated to the County for review and possible action. Any changes to the Contractor's marketplace presence permitted by the Contract must be pre-approved in writing by the County.

EPC Marketplace

1. Catalog Implementation

- a. These terms and conditions apply whenever a catalog is implemented, either through a Periscope-hosted or Contractor-hosted catalog with Empire Procure Connect.
- b. Periscope does not have an additional charge to the Contractor for creating a marketplace catalog.
- c. These terms and conditions govern the Contractor's use of Empire Procure Connect, whether the Contractor creates a catalog through Periscope-hosted or Contractor-hosted ("punchout catalog") options. Alternatively, the Contractor may establish a marketplace presence if a hosted catalog is unsuitable for their needs.

2. The Contractor must collaborate with the County and/or Periscope as needed, including attending meetings, to establish and continuously maintain an EPC Marketplace catalog featuring products and services aligned with the contract items. The Contractor has the flexibility to select one of the available catalog options.

- a. **Hosted Catalog** – Contractor shall provide a list of its awarded products and services (including product name, descriptions, images, relevant specifications, keyword search terms, etc.) and pricing consistent with the Contract and in the electronic format provided by Periscope. The product and service list may only provide the awarded products and services at prices listed in the Contract, including quantity and other discounts. To maintain the most up-to-date version of the product and service list in compliance with Contract's terms and conditions, the Contractor must provide updated product and service pricing information via electronic format approved by Periscope at least annually but no more than four times per year or as otherwise permitted by the Contract.
- b. **Punchout Catalog** – Contractor shall "punch out" to its own online catalog, provided that its online catalog can be integrated with the EPC marketplace via Commerce extensible Markup Language. Contractor's punchout catalog may only provide the awarded products and services

at prices listed in the Contract, including quantity and other discounts. Contractor must validate that the punchout catalog is current by providing a written update to Periscope every four (4) months (or as otherwise provided in the Contract), verifying that Contractor has audited the offered products and services and pricing

3. Any price stated by the Contractor under the Contract (including in its hosted or punchout catalog) shall be inclusive of the Supplier Convenience Fee, which the Contractor shall not reflect as a separate line item on customer quotes and invoices.
4. The catalog implementation must be strictly limited to the Contractor's awarded contract offering (e.g., products and/or services not authorized through the resulting cooperative contract should not be viewable by Empire Procure Connect users).

5. Revising Pricing and Product Offerings

- a. Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the County and shall be subject to any other applicable restrictions concerning the frequency or amount of such revisions as stated in the solicitation.

6. Applicability

The Contractor agrees that the Alliance solely controls which contracts appear in the EPC Marketplace and may elect at any time to remove any or all the Contractor's offering from the EPC Marketplace.

- a. The County reserves the right to approve the pricing on the EPC Marketplace. This marketplace review right is solely for the benefit of the County and participating entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Contract.
- b. County-approved price changes are only effective once implemented within the EPC Marketplace. Errors in the Contractor's submitted pricing files will delay this process.

7. Contractor Support

- a. Periscope will provide contact information for implementation and support services through ongoing communications to all contractors and publicly available online resources.

8. Minimum Requirements

When the Contractor is providing a catalog for the EPC Marketplace, the Contractor agrees to meet the following requirements:

- a. The catalog must contain the current County approved contract pricing, including all applicable administrative fees and/or discounts built into the pricing, as well as the most County approved up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
- b. The catalog must include County's contract identification number; and
- c. The catalog must include detailed product line-item descriptions; and
- d. The catalog must include pictures.

- 9. NIGP/UNSPC Requirements:** Contractor shall support using either the National Institute of Government Procurement (NIGP) or United Nations Standard Products and Services Code (UNSPC) commodity codes. NIGP is the preferred commodity code. NIGP/UNSPC versions that must be adhered to are driven by Periscope for the contractors and are upgraded yearly. Empire State Cooperative Procurement Alliance reserves the right to migrate to future versions of the NIGP/UNSPC Commodity Codes, and the

Contractor shall be required to support the migration effort. All line items, goods, or services in the resulting contract must be associated with a NIGP/UNSCP Commodity Code. All line items must be identified at the most detailed NIGP/UNSPC Commodity Code level indicated by segment, family, class, and commodity.

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

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

RFB #: RFB-RC-EPC-2026-014

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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SPECIFICATIONS

A Virtual Pre-Bid via Microsoft Teams will be hosted on February 24, 2026 at 11:00am - To Participate select the link below.

Microsoft Teams Meeting Link:

[Click here for Pre-Bid Meeting](#)

Meeting ID: 238 067 795 112 1
 Passcode: 2ny2iT6E

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
 - SoundOff Signal

Rockland County has historically purchased approximately \$25,000 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 \$300,000 annually. These are estimates and actual amounts may be higher or lower.

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

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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;

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

1.4. 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.
- 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.
- 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.

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.

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- 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. If a vendor is unable to meet this delivery timing, the County of Rockland reserves the right to reach out to the next lowest bidder to provide the products under this contract.

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

- 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.

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

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

RFB #: RFB-RC-EPC-2026-014

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 as indicated below, 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.

Award: The County's intent is to award this solicitation as:

- ☐ A statewide contract award to a single supplier; or
- ☐ Regional awards based on the regions listed below:
- ☒ A line-item Award to a single or multiple suppliers.

Region	Area	Counties
Region 1	Long Island	Nassau, Suffolk
Region 2	New York City	Bronx, Kings (Brooklyn), New York, Queens, Richmond (Staten Island)
Region 3	Hudson Valley East	Dutchess, Putnam, Westchester
Region 4	Hudson Valley West	Rockland, Orange, Ulster, Sullivan
Region 5	Albany/Capital	Albany, Columbia, Delaware, Fulton, Greene, Montgomery, Otsego, Rensselaer, Schenectady, Schoharie
Region 6	Adirondack	Clinton, Essex, Franklin, Hamilton, Saratoga, Warren, Washington
Region 7	Syracuse	Cayuga, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence
Region 8	Finger Lakes	Broome, Chemung, Chenango, Cortland, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Tioga, Tompkins, Wayne, Yates
Region 9	Buffalo	Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, Wyoming
Statewide	All Areas	All Counties

The County reserves the right to award this solicitation in the manner that is in the best interest of the County.