

  
**Procurement Center of Excellence**  
**ROCKLAND COUNTY**

## Contract Award Notification

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

**Contract Period:** April 16, 2019 through April 15, 2020 w/4-1-year options  
 Extended through 4/15/21 w/3-1-year options  
 Extended through 4/15/22 w/2-1 year options  
**Extended through 4/15/23 w/ one-year option**

**Original Date of Issue:** April 15, 2019

**Date of Revision:** 03/17/2022

**BID No:** RFB-RC-2019-011

**Ordering Method:** Special Requisition

**Authorized Users:** County Agencies, All Political Subdivisions

**Address Inquires To:**

**Name:** Richard Ryan  
**Title:** Purchaser I  
**Phone:** 845-364-3817  
**Fax:** 845-364-3809  
**E-mail:** 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 19-011	0000019592	Haight Fire Equipment 199 Little Britain Road Newburgh, NY 12550 Contact: Stephen Joslin <a href="mailto:sjoslin@haightfire.com">sjoslin@haightfire.com</a>	845-562-6485  FAX: 845-562-6482
BID 19-011-A  <b>NOT RENEWED</b>	0000018419	Hi-Tech Fire & Safety Inc. 158 Allen Blvd. Suite A Farmingdale, NY 11735 Contact: Karen Mandel <a href="mailto:k.mandel@hitechfireny.com">k.mandel@hitechfireny.com</a>	631-777-5170  FAX: 631-777-5171
BID 19-011-B	0000009246	Municipal Emergency Services Inc. 66 Firemens Way Poughkeepsie, NY 12603 Contact: Ellen Cavanaugh <a href="mailto:ecavanaugh@mesfire.com">ecavanaugh@mesfire.com</a>	203-304-4104  FAX: 800-440-3459

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.

## HOW TO FOR: RFB-RC-2019-011

### 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 Municipal Emergency for Akron Brass, Euramco, Quest Fire can be put on one requisition.**

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

**COUNTY OF ROCKLAND  
DGS – PURCHASING DEPARTMENT  
BLDG. A, 2ND FLOOR, 50 SANATORIUM ROAD  
POMONA, NY 10970  
TELEPHONE NO.: 845-364-3820  
FAX NO.: 845-364-380**

LINE NO.	BRAND	ITEM NUMBER	UNIT	PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE	MANUFACTURER'S WEB ADDRESS	VENDOR
2	Akron Brass Companies	34000	percent discount	35%	<a href="http://www.akronbrass.com">www.akronbrass.com</a>	Municipal Emergency
5	Black Diamond Group	34000	percent discount	15%	<a href="http://www.blackdiamondequipment.com">www.blackdiamondequipment.com</a>	Haight
6	Cairns	34000	percent discount	18% helmets and fronts only	<a href="http://www.msasafety.com">www.msasafety.com</a>	Haight
8	Cutters Edge Fire	34000	percent discount	12%	<a href="http://www.cutteredge.com">www.cutteredge.com</a>	Municipal Emergency
9	Draeger Inc.	34000	percent discount	20%	<a href="http://www.draeger.com">www.draeger.com</a>	Haight
10	E D Bullard Fire & Rescue	34000	percent discount	30%	<a href="http://www.bullard.com">www.bullard.com</a>	Municipal Emergency
12	Euramco	34000	percent discount	21%	<a href="http://www.ramfan.com">www.ramfan.com</a>	Municipal Emergency
13	EVAC Systems	34000	percent discount	15.5%	<a href="http://www.evacsystems.com">www.evacsystems.com</a>	Municipal Emergency
15	Fire Dex LLC	34000	percent discount	45%	<a href="http://www.firedex.com">www.firedex.com</a>	Municipal Emergency
16	Fire Quip	34000	percent discount	20%	<a href="http://www.firequip.com">www.firequip.com</a>	Municipal Emergency
19	Grace Industries	34000	percent discount	15.20%	<a href="http://www.gracewildfire.com">www.gracewildfire.com</a>	Municipal Emergency
20	Haix	34000	percent discount	25%	<a href="http://www.haixusa.com">www.haixusa.com</a>	Haight
22	Hurst Jaws of Life	34000	percent discount	15% 0-\$5000 25% \$5001-\$25000 30% \$25001-\$100,000 30% \$101,000+	<a href="http://www.hurstjaws.com">www.hurstjaws.com</a>	Municipal Emergency
25	Junkin Safety	34000	percent discount	5%	<a href="http://www.junkinsafety.com">www.junkinsafety.com</a>	Municipal Emergency
27	Lion Apparel - Gloves	34000	percent discount	14.25%	<a href="http://www.lionprotects.com">www.lionprotects.com</a> NOT RENEWED	High Tech Fire & Saftey

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

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31	Majestic Fire	34000	percent discount	21.5%	<a href="http://www.majhoods.com">www.majhoods.com</a>	Municipal Emergency
34	Morning Pride - Helmets	34000	percent discount	52%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a> NOT RENEWED	High Tech Fire & Saftey
35	Morning Pride - Turnout Gear	34000	percent discount	55%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a>	Municipal Emergency
37	Petzl	34000	percent discount	27.5%	<a href="http://www.petzl.com">www.petzl.com</a>	Municipal Emergency
38	PGI Wildland	34000	percent discount	15%	<a href="http://www.pgi-inc.com">www.pgi-inc.com</a>	Municipal Emergency
39	Pigeon Mountain	34000	percent discount	5% \$0-%5000 20% \$5001-\$25000 28% \$25001-\$100,00 28% -\$100,001+	<a href="http://www.pmirope.com">www.pmirope.com</a>	Municipal Emergency
41	Quaker Safety	34000	percent discount	30%	<a href="http://www.quakersafety.com">www.quakersafety.com</a>	Haight
42	Quest Fire	34000	percent discount	62.5%	<a href="http://www.questfireapparel.com">www.questfireapparel.com</a>	Municipal Emergency
43	Ranger Boots	34000	percent discount	45%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a> NOT RENEWED	High Tech Fire & Saftey
44	Ranger Turnout Gear	34000	percent discount	55%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a> NOT RENEWED	High Tech Fire & Saftey
45	Rescue Tech	34000	percent discount	12%	<a href="http://www.rescuetech1.com">www.rescuetech1.com</a>	Municipal Emergency
46	RIT Safety Solutions	34000	percent discount	10%	<a href="http://www.ritsafetysolutions.com">www.ritsafetysolutions.com</a>	Municipal Emergency
47	Rock N Rescue	34000	percent discount	13%	<a href="http://www.rocknrescue.com">www.rocknrescue.com</a>	Municipal Emergency
48	Scott Aviation - Personal Alert System	34000	percent discount	16%	<a href="http://www.3msscott.com">www.3msscott.com</a>	Municipal Emergency

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<b>LINE NO.</b>	<b>BRAND</b>	<b>ITEM NUMBER</b>	<b>UNIT</b>	<b>PERCENT DISCOUNT FROM MANUFACTURER'S LIST PRICE</b>	<b>MANUFACTURER'S WEB ADDRESS</b>	<b>VENDOR</b>
49	Scott Safety - SCBA	34000	percent discount	16%-\$0-\$5000 25%-\$5001-\$25000 28%-\$25001-\$100,000	<a href="http://www.3mscott.com">www.3mscott.com</a>	Municipal Emergency
51	Sterling FCX	34000	percent discount	15%	<a href="http://www.sterlingrope.com">www.sterlingrope.com</a>	Municipal Emergency
52	Sterling Rope Co.	34000	percent discount	15%	<a href="http://www.sterlingrope.com">www.sterlingrope.com</a>	Municipal Emergency
53	Task Force Tips	34000	percent discount	37%	<a href="http://www.tft.com">www.tft.com</a>	Municipal Emergency
54	Tech Trade	34000	percent discount	13%	<a href="http://www.techtradellc.com">www.techtradellc.com</a>	Haight
55	Tempest Tech Corp	34000	percent discount	20%	<a href="http://www.tempest.us.com">www.tempest.us.com</a>	Municipal Emergency
57	Ultra Motion Turnout Gear	34000	percent discount	55%	<a href="http://www.honeywellsafety.com">www.honeywellsafety.com</a> NOT RENEWED	High Tech Fire & Safety
58	Warrington	34000	percent discount	45%	<a href="http://www.honeywellfirstresponder.com">www.honeywellfirstresponder.com</a>	Municipal Emergency
59	Yates Gear	34000	percent discount	15.2%	<a href="http://www.yatesgear.com/en">www.yatesgear.com/en</a>	Municipal Emergency

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
BLDG. A., 2ND 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**

**BID NUMBER:  
RFB-RC-2019-011**

## **BACKGROUND**

In April of 2017 the State of New York created the Shared Services Mandate, requiring county executives to convene, and mayors and supervisors to join, countywide "Panels" to seek tax savings through new forms of cooperation among local governments.

The exploration of the advantages of shared services in purchasing has advanced well beyond initial interest in aggregating purchasing of office paper to include E-Procurement, procurement policy reform ("best value"), standardization of specifications among similar departments to aggregate bids for equipment (highway and police vehicles, LED streetlights), alignment of service contracts to facilitate joint bidding (recycling), and other areas. Enhanced management of procurement can potentially bring cost savings to virtually any governmental entity or department

The Rockland County Purchasing Division has formed a *Procurement Center of Excellence* to assist local governments and all public agencies to reduce the cost of goods and services through cooperative solicitations that combine the volumes and purchasing power of public and non-profit agencies within Rockland County, Statewide and Nationally.

The resulting contract from this solicitation will contain the appropriate language authorizing all Local, State and Federal government agencies to make purchases under said contract.

## **PURPOSE AND GOALS**

The purpose and goal of this solicitation is to establish the most competitively priced contract for Firefighting Rescue Equipment & Protective Clothing available nationally, to state and local government firefighting and rescue agencies.

Many of the manufacturers brands detailed in this solicitation may have previously been awarded other government contracts. This solicitation will also contain target discounts which represent contract pricing that may be currently available or may have been previously available for each manufacturer. Respondents are encouraged to offer discounts greater than the target discount provided for in this solicitation.

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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](http://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](http://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**

### **1. SCOPE**

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.

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

- 2.1. Manufacturer's 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.
  - 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.



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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 referenced on page #2.

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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%
Lion Apparel - Boots	30.0%		

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.