



**ARLINGTON
VIRGINIA**

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201**

NOTICE OF RIDER CONTRACT

TO: ATLANTIC EMERGENCY SOLUTIONS 12350 JEFFERSON AVE STE. 370 NEWPORT NEWS, VA 23602	DATE ISSUED: CURRENT REFERENCE NO: CONTRACT TITLE:	<u>MARCH 13, 2024</u> <u>24-DES-R-504</u> <u>FIRE APPARATUS, AMBULANCE OEM PARTS, SERVICE AND WARRANTY</u>
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THIS IS A NOTICE OF A RIDER CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Arlington rides the Lead Agency's contract referenced below for the goods and services so referenced. The contract documents consist of this notice and terms and conditions of the Lead Agency Agreement including any attachments or amendments thereto.

LEAD AGENCY NAME: FAIRFAX COUNTY
LEAD AGENCY CONTRACT NUMBER: 4400010718
EFFECTIVE DATE: MARCH 13, 2024
EXPIRES: AUGUST 31, 2025
RENEWALS: THREE (3) ONE (1) YEAR RENEWALS REMAINING
LIVING WAGE: N

ATTACHMENTS:
ATTACHMENT A –FAIRFAX COUNTY CONTRACT #4400010718

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: BRUCE WILSON
VENDOR TEL. NO.: (703) 396-4864
EMAIL ADDRESS: BWILSON@ATLANTICEMERGENCY.COM

COUNTY CONTACT: CRISTIAN DAVILA, DES
COUNTY CONTACT EMAIL: CMDAVILA@ARLINGTONVA.US
COUNTY TEL. NO.: (703) 228-6467



**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VA 22201**

RIDER AGREEMENT NO. 24-DES-R-504

THIS AGREEMENT (hereinafter "Agreement") is made, on the date of its execution by the County, between Atlantic Emergency Solutions ("Contractor"), a Virginia corporation with a place of business at 12350 Jefferson Ave Ste 370, Newport News, VA 23602 authorized to transact business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia ("County"). The County and the Contractor, for the consideration specified herein or specified in a County Purchase Order referencing this Agreement, agree as follows:

1. CONTRACT DOCUMENTS

The Contract Documents consist of this Acceptance Agreement, Exhibit A. Fairfax County Contract # 4400010718. This Agreement rides a contract awarded to the Contractor by Fairfax County and extended by the Contractor to the County on the same terms and conditions as the Contractor's agreement with Fairfax County. Where the terms of this Agreement vary from the terms and conditions of the other Contract Documents, the terms and conditions of this Agreement shall prevail.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either of them has made any representation or promise with respect to the parties' agreement which is not contained in the Contract Documents.

2. CONTRACT TERM

The Contractor's provision of goods and services for the County ("Work") shall commence upon the execution of the Agreement by the County", and shall be completed no later than August 31, 2027 ("Contract Term"), subject to any modifications as provided for in the Contract Documents regarding the Contract Term. No aspect of the Work shall be deemed complete until it is accepted by the County's Project Officer.

Upon satisfactory performance by the Contractor, if the County of Fairfax renews their agreement identified in Exhibit A, the County may elect to renew this Agreement under the same contract terms for three (3) one-year renewal periods from September 1, 2024 to August 31, 2025 ("Subsequent Contract Term"). However, if the County of Fairfax County does NOT renew their agreement identified in Exhibit A, this Agreement shall automatically expire on the contract expiration date.

3. PAYMENT

Payment will be made by the County to the Contractor within forty-five (45) days after receipt by the County Project Officer of an invoice detailing the Work provided by the Contractor and accepted by the County. All payments will be made from the County to the Contractor via ACH. Each invoice must certify that the invoice submitted is a true and accurate accounting of the work performed and goods and/or services provided and must be signed and attested to by the Contractor or authorized designee. The Project Officer will either approve the invoice or require corrections. The number of the County Purchase Order pursuant to which authority goods or services have been performed or delivered shall appear on all invoices.

4. SCOPE OF WORK

The Contractor agrees to perform the goods and/or services described in the Contract Documents (hereinafter “the Work”). The primary purpose of the Work is to provide Fire Apparatus, Ambulance OEM Parts, Service and Warranty.

The Contract Documents set forth the minimum Work estimated by the County and the Contractor to be necessary to complete the Work. It shall be the Contractor’s responsibility, at the Contractor’s sole cost, to provide the specific Work set forth in the Contract Documents sufficient to fulfill the purposes of the Work. Nothing in the Contract Documents shall be construed to limit the Contractor’s responsibility to manage the details and execution of the Work.

5. PROJECT OFFICER

The performance of the Contractor is subject to the review and approval of the County Project Officer (“Project Officer”) who shall be appointed by the Director of the Arlington County department or agency which seeks to obtain the Work pursuant to this Contract. However, it shall be the responsibility of the Contractor to manage the details of the execution and performance of its Work pursuant to the Contract Documents.

6. COUNTY PURCHASE ORDER REQUIREMENT

County purchases are authorized only if a County Purchase Order is issued in advance of the transaction. A Purchase Order must indicate that the ordering agency has sufficient funds available to pay for the purchase. Such a Purchase Order is to be provided to the Contractor by the ordering agency. The County will not be liable for payment for any purchases made by its employees without appropriate purchase authorization issued by the County Purchasing Agent. If the Contractor provides goods or services without a signed County Purchase Order, it does so at its own risk and expense.

7. NON-APPROPRIATION

All funds for payments by the County to the Contractor pursuant to this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County, Virginia. In the event of non-appropriation of funds by the County Board of Arlington County, Virginia for the goods or services provided under this Contract or substitutes for such goods or services which are as advanced or more advanced in their technology, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the then current fiscal year or when the appropriation made for the then current year for the services covered by this Contract is spent, whichever event occurs first. If funds are not appropriated at any time for the continuation of this Contract, cancellation will be accepted by the Contractor on thirty (30) days prior written notice, but failure to give such notice shall be of no effect and the County shall not be obligated under this Contract beyond the date of termination specified in the County’s written notice.

8. APPLICABLE LAW, FORUM, VENUE AND JURISDICTION

This Contract and the work performed hereunder shall be governed in all respects by the laws of the Commonwealth of Virginia, and the jurisdiction, forum, and venue for any litigation with respect thereto shall be in the Circuit Court for Arlington County, Virginia, and in no other court. In performing its Work pursuant to this Contract, the Contractor shall comply with applicable federal, state, and local laws, ordinances and regulations.

9. NOTICES

Unless otherwise provided herein, all notices and other communications required by this Contract shall be deemed to have been given when made in writing and either (a) delivered in person, (b) delivered by an agent, such as an overnight or similar delivery service, or (c) deposited in the United States mail, postage prepaid, certified or registered, addressed as follows:

TO THE CONTRACTOR:

Bruce Wilson, Vice President- Risk Management
12351 Randolph Ridge Lane
Manassas, Virginia 20109
Phone: 703 396-4864
Email: bwilson@atlanticemergency.com

TO THE COUNTY:

Carmen Lehman, DES Project Officer
2701 South Taylor Street
Arlington, Virginia, 22206
Phone: 703 228-6465
Email: clehman@arlingtonva.us

AND

Dr. Sharon T. Lewis, LL.M, MPS, VCO, CPPB
Purchasing Agent
Arlington County, Virginia
2100 Clarendon Boulevard, Suite 500
Arlington, Virginia 22201
Phone: (703) 228-3294
Email: slewis1@arlingtonva.us

TO COUNTY MANAGER'S OFFICE (FOR PROJECT CLAIMS):

Mark Schwartz, County Manager
Arlington County, Virginia
2100 Clarendon Boulevard, Suite 318
Arlington, Virginia 22201

10. ARLINGTON COUNTY BUSINESS LICENSES

The Contractor must comply with the provisions of Chapter 11 ("Licenses") of the Arlington County Code, if applicable. For information on the provisions of that Chapter and its applicability to this Contract, the

Contractor must contact the Arlington County Business License Division, Office of the Commissioner of the Revenue, 2100 Clarendon Blvd., Suite 200, Arlington, Virginia, 22201, telephone number (703) 228-3060, or e-mail business@arlingtonva.us.


11. COUNTERPARTS

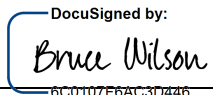
This Agreement may be executed in one or more counterparts and all of such counterparts shall together constitute one and the same instrument. Original signatures transmitted and received via facsimile or other electronic transmission, (e.g., PDF or similar format) are true and valid signatures for all purposes hereunder and shall be effective as delivery of a manually executed original counterpart.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

ATLANTIC EMERGENCY SOLUTIONS, INC.

AUTHORIZED SIGNATURE: 
534895682496484...
Meloni Hurley

AUTHORIZED SIGNATURE: 
@C0107F6AC3D446...
Bruce Wilson

NAME: _____
Assistant Purchasing Agent

NAME: _____
VP- Risk Management

TITLE: _____

TITLE: _____

DATE: 3/13/2024

DATE: 2/27/2024



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

Date of Award: 9/1/2021

Atlantic Emergency Solutions, Inc.
12351 Randolph Ridge Lane
Manassas, VA 20109

Attention: Bruce Wilson, Vice President

Reference: IFB2000003331; Fire Apparatus, Ambulance OEM Parts, Service and Warranty

Acceptance Agreement

Contract Number: 4400010718

This acceptance agreement signifies a contract award for Fire Apparatus, Ambulance OEM Parts, Service and Warranty, as follows:

AWARD:

Section I (County Issued Parts): Items 1, 2, 6, 7, 8, 9, 10, 11, 12, 13,14, 15, 16, 17, 18, 19, 20, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35

Section II (OEM Service): Items 36 through 48

Section III (OEM Parts): Items 49 through 63

Section IV (Misc. Parts): Items 64 through 78

The period of the contract shall be two years from the Date of Award with three (3) one-year renewal options.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement;
- 2) The Terms and Conditions of IFB2000003331; and
- 3) Your Bid dated July 27, 2021.

Please note that this is not an order to proceed. A Purchase Order constituting your notice to proceed will be issued to your firm. Please provide your Insurance Certificate according to Special Provision, Section 15 within 10 days after receipt of this letter. All questions in regards to this contract shall be directed to the Contract Specialist, Krystyna Watts at 703-324-3279 or via e-mail at krystyna.watts@fairfaxcounty.gov.

Sincerely,

DocuSigned by:

Cathy A. Muse, CPPO
Director/County Purchasing Agent

Department of Purchasing & Supply Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpsm

Phone 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228



County of Fairfax, Virginia

NOTICE OF AWARD

Date of Award: 9/1/2021

CONTRACT TITLE: Fire Apparatus, Ambulance OEM Parts, Service, and Warranty

CONTRACT NUMBER(S): See Below

RFX NUMBER: IFB 2000003331

NIGP CODES: 92812 (Service) 06074 (Parts)

CONTRACT PERIOD: Two (2) Years from the Date of Award

RENEWALS: Three (3) One-Year Options

SUPERSEDES CONTRACT: 4400005668-4400005670; 4400005691-4400005697

CONTRACTOR:
 Atlantic Emergency Solutions
 12351 Randolph Ridge Lane
 Manassas, VA 20109

SUPPLIER CODE:
 1000007631

CONTRACT NO:
4400010718

Primary Contract Contact: Bruce Wilson
 Telephone: 703-396-4964
 Email: contracts@atlanticemergency.com

Primary Ordering Contact: Scotty Williams
 Telephone: 703-396-4977
 Email: swilliams@atlanticemergency.com

DELIVERY: STOCK/NON-STOCK – 10-85 DAYS

CONTRACTOR:
 Equipment Works, Inc.
 8192 Newington Rd.
 Lorton, VA 22079

SUPPLIER CODE:
 1000000207

CONTRACT NO:
4400010719

Primary Contract Contact: Stephen Welch
 Telephone: 703-550-2685
 Email: equipmentworks@msn.com

Primary Ordering Contact: Dennys Solis
 Telephone: 703-550-2685
 Email: dsolis@equipmentworksinc.com

Notice of Award
Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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TERMS: Net 30 Days
FOB: Destination
PRICES: See Attached Pricing Schedule

DPMM CONTACT: Krystyna Watts, Contract Specialist I
Telephone: (703) 324-3279
Fax: (703) 324-3228
E-mail: Krystyna.Watts@fairfaxcounty.gov

ORDERING INSTRUCTIONS:

County Departments may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.



Krystyna Watts
Contract Specialist I

DISTRIBUTION:

Finance – Accounts Payable/e
DVS – Steve Slaustas/e

Contract Specialist – Krystyna Watts
ACS, Team 1 – Cynthia Parker
DPMM, Supplier Diversity – Chris McGough/e

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 Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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PRICING SCHEDULE

SECTION I – County Issued Parts

Item No.	Item Description	Part Number	Unit Price	Contractor(s)
1	Cover, Auto Eject, Red	091-3RD	\$69.03	Atlantic Emergency Solutions 4400010718
2	Auto Eject	091-55-20-120	\$425.08	Atlantic Emergency Solutions 4400010718
3	Chain Wheel, LH	0925-AL	\$234.19	Equipment Works, Inc. 4400010719
4	Chain Wheel, RH	0925-AR	\$234.19	Equipment Works, Inc. 4400010719
5	Chain Wheel, Insta Chain	961	290.90	Equipment Works, Inc. 4400010719
6	Switch, Float	1303737	\$111.39	Atlantic Emergency Solutions 4400010718
7	Glass. Sight Power Steering	1504046	\$26.36	Atlantic Emergency Solutions 4400010718
8	LED Panel Light	2267766	\$175.64	Atlantic Emergency Solutions 4400010718
9	Switch	2732834	\$75.90	Atlantic Emergency Solutions 4400010718
10	LED Marker Light, Red	61-5098	\$27.51	Atlantic Emergency Solutions 4400010718
11	Proxy Switch	63-4915	\$232.82	Atlantic Emergency Solutions 4400010718
12	Stanchion	80-0024	\$41.12	Atlantic Emergency Solutions 4400010718
13	Door Arm	80-4040	\$52.02	Atlantic Emergency Solutions 4400010718
14	Fan, Cooling	99-3093	\$439.52	Atlantic Emergency Solutions 4400010718
15	Air Bag	352-8203	\$230.26	Equipment Works, Inc. 4400010719

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 Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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PRICING SCHEDULE

SECTION I – County Issued Parts (Continued)

Item No.	Item Description	Part Number	Unit Price	Contractor(s)
16	Pedestal	1330353	\$187.89	Atlantic Emergency Solutions 4400010718
17	Auto Eject Cover	091-3YW	\$69.03	Atlantic Emergency Solutions 4400010718
18	Charger	091-9C-HO	\$755.90	Atlantic Emergency Solutions 4400010718
19	Pump, Auto (Jockey)	091-9B-1	\$871.46	Atlantic Emergency Solutions 4400010718
20	Bowl, Drain Jockey Pump	BI-BOWL	\$60.46	Atlantic Emergency Solutions 4400010718
21	Joint, Angle	1005-A	\$71.73	Equipment Works, Inc. 4400010719
22	Cylinder	1037-B	\$289.39	Equipment Works, Inc. 4400010719
23	Cylinder, Air	1038	\$320.74	Equipment Works, Inc. 4400010719
24	Chain Wheel	1392AL8	\$224.16	Equipment Works, Inc. 4400010719
25	Chain Wheel	1392AR8	\$224.16	Equipment Works, Inc. 4400010719
26	Bellcrank, Right	1855218	\$32.06	Atlantic Emergency Solutions 4400010718
27	Hose, Coolant, 90 Degree Sili	1685578	\$179.99	Atlantic Emergency Solutions 4400010718
28	Cap, Radiator, 15 Lb.	1760210	\$62.93	Atlantic Emergency Solutions 4400010718
29	Spring, Hood	1837651	\$196.63	Atlantic Emergency Solutions 4400010718
30	Belt	2535548	\$83.80	Atlantic Emergency Solutions 4400010718
31	Gas Strut, Hood Support	3012422	\$44.10	Atlantic Emergency Solutions 4400010718
32	Light	61-5092	\$31.82	Atlantic Emergency Solutions 4400010718
33	Cable, Battery, Positive	63-1726	\$68.54	Atlantic Emergency Solutions 4400010718
34	Cable, Battery, Negative	63-1727	\$70.60	Atlantic Emergency Solutions 4400010718
35	8 Button Membrain Switch	63-4706-0002	\$592.48	Atlantic Emergency Solutions 4400010718

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 Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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PRICING SCHEDULE

SECTION II – Original Equipment Manufacturer (OEM) Service

Item No.	Item Description	Percentage (%) Discount	Labor Rate Per Hour	Contractor(s)
36	American LaFrance	0%	\$124.91	Atlantic Emergency Solutions 4400010718
37	Braun	0%	\$124.91	
38	E-One	0%	\$124.91	
39	Freightliner	0%	\$124.91	
40	International	0%	\$124.91	
41	Hale	0%	\$124.91	
42	Horton	0%	\$124.91	
43	Mack	0%	\$124.91	
44	Marion	0%	\$124.91	
45	Medic Master	0%	\$124.91	
46	Pierce	0%	\$124.91	
47	Spartan	0%	\$124.91	
48	Waterous	0%	\$124.91	

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 Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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PRICING SCHEDULE

SECTION III - Original Equipment Manufacturer (OEM) Parts

Item No.	Item Description	Percentage (%) Discount	Contractor(s)
49	American LaFrance	0%	Atlantic Emergency Solutions 4400010718
50	Braun	0%	
51	E-One	0%	
52	Elkhart Brass Products	35%	
53	Freightliner	0%	
54	International	0%	
55	Hale	0%	
56	Horton	0%	
57	Mack	0%	
58	Marion	0%	
59	Medic Master	0%	
60	Pierce	0%	
61	Spartan	0%	
62	Task Force Tips Products	35%	
63	Waterous	0%	

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 Fire Apparatus, Ambulance OEM Parts, Service, and Warranty
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PRICING SCHEDULE

SECTION IV – Additional Miscellaneous Parts

Item No.	Item Description	Percentage (%) Discount	Contractor(s)
64	Akron Brass	NO AWARD	
65	Alco-Lite	20%	Atlantic Emergency Solutions 4400010718
66	Blowhard	0%	
67	Blue Sea	0%	
68	Circle D	10%	
69	Class 1	0%	
70	Duo Safety	20%	
71	Flo-Da-Tank	15%	
72	Harrington	48%	
73	Idex	35%	
74	Key Fire Hose	48%	
75	National Foam	20%	
76	Performance Advantage Company	15%	
77	Turtle Plastics	10%	
78	Zico	15%	

IMPORTANT NOTICE

THIS IS AN ELECTRONIC PROCUREMENT (eBID)

SUBMISSIONS WILL ONLY BE ACCEPTED ELECTRONICALLY VIA THE BONFIRE PORTAL (<https://fairfaxcounty.bonfirehub.com>)

Fairfax County Government uses a procurement portal powered by Bonfire Interactive for accepting and evaluating bids. To register, visit <https://fairfaxcounty.bonfirehub.com>. Additional assistance is also available at Support@GoBonfire.com.

Submitting bids via the Bonfire portal is **mandatory**. Fairfax County will not accept bids submitted by paper, telephone, facsimile (“FAX”) transmission, or electronic mail (e-mail) in response to this IFB. Reference section titled “SUBMISSION OF BIDS” in the Special Provisions.

Fairfax County strongly encourages bidders to submit bids well in advance of the bid submission deadline. A bid submission is not considered successful unless all necessary files have been uploaded and the ‘Submit & Finalize’ step has been completed. Bidders are responsible for the consequences of any failure to plan ahead in the submission of its bid.

SPECIAL PROVISIONS

1. SCOPE:

- 1.1. The purpose of this solicitation is to establish a term contract(s) for Fire Apparatus, Ambulance OEM Parts, Service, and Warranty for all departments and activities of the County of Fairfax for the requirements listed in this solicitation on an "as needed" basis.

2. REQUIRED DOCUMENTATION

- 1.2. Bidders are required to include the following with their bid:

- DPMM32 Cover Sheet (with Vendor Legal Authorized Signature)
- Attachments A1-A4
- Bid Tables (All Bid Tables are required to be submitted in Bonfire, but bidders may choose not to bid on all items in the Bid Tables by selecting "No Bid")
- Technical Support; Warranty; Stock and Non-Stock Parts Documentation

Failure to provide these items will result in rejection of the bid.

- 1.3. Bidders are requested to include the following in their bid:

- Copies of current Published National Standard Manufacturer's Price Lists
- Letters of Authorization or Certification from the Manufacturer allowing distribution of OEM Parts and service

Failure to provide these items may result in rejection of the bid.

2. PERIOD OF CONTRACT:

- 2.1. The period of this contract shall be two (2) years from the Date of Award.
- 2.2. Automatic contract renewals are prohibited. Contract renewals must be authorized by and coordinated through the County's purchasing department. The County reserves the right to renew the contract for three (3) additional (1) year periods based on satisfactory contractor performance and if agreeable to all parties.
- 2.3. The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this Invitation for Bid is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.

SPECIAL PROVISIONS

3. PRICES AND PRICE ADJUSTMENT:

- 3.1. All parts prices/discounts shall be F.O.B. Destination and shall include all charges that may be imposed in fulfilling the terms of this contract. FOB (Freight on Board) Destination is a shipping term which means that the seller retains the legal title to the goods until they reach the location of the buyer. In this case, the seller pays for the transportation of the freight pays any additional freight charges and is responsible for the goods until they reach the buyer) to Fairfax County Facilities and shall include all charges that may be imposed in fulfilling the terms of this contract. Fairfax County may authorize the contractor to expedite delivery for a critical item through air freight, UPS, transit bus or other means, on a case-by-case basis. The cost of special shipping will be borne by Fairfax County. By no means shall the price of the item be increased for this service.
- 3.2. If labor rates are requested, the rates specified by the bidder shall include all direct and indirect overhead costs including but not limited to transportation, general and administrative cost, shop supplies, hazardous waste material disposal costs, environmental fee, etc. Labor rates will be paid on the basis of time at the site.
- 3.3. Any Bidder that enters \$0 or N/A in a pricing blank or leaves it blank shall be considered nonresponsive.
- 3.4. The Contractor agrees that for unit price contracts, prices shall remain firm for 365 days. Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. The contractor shall fill all orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.
- 3.5. The request for a change in the unit price shall include as a minimum, (1) the cause for the adjustment; (2) proposed effective date; and, (3) the amount of the change requested with documentation to support the requested adjustment (i.e., appropriate Bureau of Labor Statistics index, change in manufacturer's price, etc.)
- 3.6. Price decreases shall be made in accordance with paragraph 40 of the General Conditions and Instructions to Bidders.

4. ESTIMATED QUANTITIES/PROJECTED REQUIREMENTS:

- 4.1. The quantities specified in this solicitation are estimates only and are given for the information of bidders and for the purpose of bid evaluation. They do not indicate the actual quantity that will be ordered since the actual volume will depend upon requirements that develop during the contract period. Waiver of ten percent (10%) limitation in paragraph 28, General Conditions and Instructions to Bidders, is acknowledged.
- 4.2. Authorized individuals will place orders for specific quantities of items covered in the resultant contract, as requirements arise. Please refer to the Special Provisions paragraph entitled, METHOD OF ORDERING.

SPECIAL PROVISIONS

5. DELIVERY/TIME OF PERFORMANCE:

- 5.1. Fairfax County requires that delivery be made at destination within the shortest time frame possible for stock and non-stock items. For STOCK items, deliveries shall not exceed five (5) calendar days. Bidders must insert a definitive time frame, IN DAYS, on the Pricing Schedule within which delivery will be made after receipt of order (ARO). Indefinite terms such as "promptly," "stock," "without delay," etc., will not be given consideration. If manufacturing and shipment delays are expected to exceed your timeline, the Vendor must notify the County agency requesting the product or service before the stated delivery date passes. **FAILURE TO PROVIDE A DEFINITIVE DELIVERY TIME WILL RESULT IN THE DISQUALIFICATION OF THE BIDDERS' BID IN ITS ENTIRETY OR FOR THE ITEM SPECIFIED.**
- 5.2. Fairfax County requires that repairs be made within the shortest time frame possible. Repair of fire vehicles require a maximum 10-day turnaround from the date of vehicle arrival at the vendor's service location.
- 5.3. The place of delivery of items ordered under this contract shall be agreed upon between the authorized representative placing the order and the Contractor at the time the order is placed. Deliveries will be made to various locations in Fairfax County between the hours of 8:30 A.M. and 3:30 P.M. on regular County business days.
- DVS Alban Facility, 7245 Fullerton Rd., Springfield, VA 22150
 - DVS Newington Facility, 8201 Cinderbed Rd. Lorton, VA 22079
 - DVS Jermantown Facility, 3609 Jermantown Rd. Fairfax, VA 22030
 - DVS West Ox Facility, 4620 West Ox Rd., Fairfax, VA 22030
- 5.4. The County may pick up orders from the vendor when it is in the best interest of the County. In these instances, the Contractor shall release the materials only to the designated representatives of the County Agency authorized to place and pick up orders.

6. WARRANTY:

- 6.1. Bidders must extend the Manufacturer standard warranty agreement on all new parts.

7. QUOTATION LIMITATION:

- 7.1. Bidders shall offer only ONE ITEM AND PRICE for each line item bid. No alternatives will be accepted, unless requested by the County. If an "or equal" item is to be bid, the bidder must select the brand and model that meets or exceeds the specified item and submit their bid for that item. A discount price offered for a quantity purchase of the same manufacturer and model would not be considered a limitation; however, only the unit price requested will be considered in award.

8. INTERPRETATION OF BID:

- 8.1. Any questions pertaining to this solicitation shall be directed to:

Krystyna Watts, Contract Specialist
Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013
Telephone Number: (703) 324-3279
E-mail: krystyna.watts@fairfaxcounty.gov

SPECIAL PROVISIONS

9. PRODUCT INFORMATION:

- 9.1. The bidder is responsible for clearly and specifically identifying the product being offered and enclosing complete and detailed descriptive literature, catalog cuts and specifications with the bid to enable the County to determine if the product offered meets the requirements of the solicitation. Failure to do so may cause the bid to be considered non-responsive.

10. SUBMISSION OF BIDS:

- 10.1. Bids must be received electronically through Fairfax County's online Procurement Portal at: <https://fairfaxcounty.bonfirehub.com>, on or before the Submittal Deadline. Bids will only be accepted through the portal. Fairfax County will not accept bids submitted by paper, telephone, facsimile ("FAX") transmission, or electronic mail (i.e., e-mail) in response to this IFB. Bid submissions and registration are free of charge. Bidders can register for a free account at: <https://fairfaxcounty.bonfirehub.com>, which will be required when preparing a bid. Documents may be uploaded at any time during the open period. The official time used for receipt of bids/modifications is the time stamp within the Bonfire portal. No other clocks, calendars or timepieces are recognized. For technical questions related to a submission contact Bonfire at Support@GoBonfire.com.
- 10.2. If, at the time of the scheduled bid closing Fairfax County Government is closed due to inclement weather or another unforeseeable event, the bid closing will still proceed electronically through the Bonfire system.
- 10.3. Technical Information: Uploading large documents may take time, depending on the size of the file(s) and your Internet connection speed. You will receive an email confirmation receipt with a unique confirmation number once you finalize your submission. Minimum system requirements for the Bonfire portal - Internet Explorer 11, Microsoft Edge, Google Chrome, or Mozilla Firefox. JavaScript must be enabled. Browser cookies must be enabled.
- 10.4. Each bidder must use the Bid Table functionality provided in the Bonfire portal to submit pricing for their bid. For each line item in the Bid Table, bidders must submit all requested information for that line item (this could include unit pricing, percentage discounts and/or labor rates). By executing the Cover Sheet, the bidder acknowledges they have read this solicitation, understand it, and agree to be bound by its terms and conditions

11. ADDENDA:

- 11.1. Bidders are reminded that changes to the bid, in the form of addenda, are often issued between the issue date and within three (3) days before the due date. The last chance to submit questions to be addressed in addenda is 12:00 pm, five (5) business days before the due date of the solicitation. All addenda shall be signed and submitted before the due date/time or must accompany the bid. Questions submitted after the "Questions Due Date" will not be addressed.
- 11.2. Notice of addenda will be posted on eVA and the Bonfire Portal. It is the bidder's responsibility to monitor the Bonfire Portal for the most current addenda.

SPECIAL PROVISIONS**12. BID OPENING:**

- 12.1. All bids received in response to an Invitation for Bid (IFB) will be opened at the date and time specified, read publicly, and made available for inspection as provided in Paragraph 64 of the General Conditions and Instructions to Bidders. Bidders may view the bid opening on August 6, 2021 at 2:00 P.M. by Zoom web conferencing. Please register to join <https://us02web.zoom.us/meeting/register/tZEqfuyorD4vHtJEw6Rn9UadJ9WQg6pMDcVX>
- 12.2. A copy of the record/bid tabulation shall be made available on the DPMM website at <http://www.fairfaxcounty.gov/procurement/bid-tab/>.

13. BID EVALUATION/CONTRACT AWARD:

- 13.1. Section I – County Issued Parts – The sample items listed on the Bid Table are for evaluation purposes only. These items do not indicate the complete list of items or quantities that the County may purchase on the resulting contract. Items in this section shall be awarded to the lowest, most responsive and responsible bidder based on the lowest unit price.
- 13.2. Section II – Original Equipment Manufacturer (OEM) Service – All items listed shall be awarded to the bidder(s) offering the lowest labor rate combined with the greatest percentage discount from the most current Published National Standard Manufacturer's Price Lists. The evaluation for this section will be based on the lowest sum of ten (10) hours labor time at the bidder's hourly rate, plus a parts list price of \$200 less the bidder's percentage discount (in decimals), if any.

Sample Evaluation Formula:

- Labor rate: 10 hours X \$50.00= \$500.00
- Parts: \$200.00 x 0.25 (25%) discount=\$150.00
- Evaluation total for that line item = \$650.00

- 13.3. Section III – Original Equipment Manufacturer (OEM) Parts and Section IV – Additional Misc. Parts – All items listed shall be awarded to the most responsive and responsible bidder(s) offering the greatest percentage discount from the most current Published National Standard Manufacturer's Price Lists. Bidders may offer additional manufacturers they provide that are not already listed, under the "Additional Responses" tab of Section IV of the Bid Table.
- 13.4. Where basis of award is "discount from Price List, the Price List Sheets shall be the currently Published National Standard Manufacturer's Price Lists. Each Bidder shall quote the percentage discount from the Price List cited above and furnish a copy with their bid submission. The percentage discount, bid by each bidder, must be a single percentage discount applicable to all PARTS and/or EQUIPMENT items. The percentage discounts shall remain firm for the duration of the contract.
- 13.5. The County may request Manufacturer Price Sheets from the bidders before or after award and anytime during the term of this contract.
- 13.6. The county reserves the right to award the contract in the aggregate, by line item, by section, or by Manufacturer and to award multiple contracts in order to meet the requirements of the county.

SPECIAL PROVISIONS**14. BID ACCEPTANCE PERIOD:**

- 14.1. Any bid in response to this solicitation shall be valid for 90 days. At the end of the days the bid may be withdrawn at the written request of the bidder. If the bid is not withdrawn at that time it remains in effect until an award is made or the solicitation is cancelled.

15. CONTRACT INSURANCE PROVISIONS

- 15.1. The Contractor shall be responsible for its work and every part thereof, and for all materials, tools, equipment, appliances, and property of any and all description used in connection therewith. The Contractor assumes all risk of direct and indirect damage or injury to the property or persons used or employed on or in connection with the work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, commission or operation under the contract.
- 15.2. The Contractor shall, during the continuance of all work under the contract provide the following:
- a. Maintain statutory Workers' Compensation and Employer's Liability insurance in limits of not less than \$100,000 to protect the Contractor from any liability or damages for any injuries (including death and disability) to any and all of its employees, including any and all liability or damage which may arise by virtue of any statute or law in force within the Commonwealth of Virginia.
 - b. The Contractor agrees to maintain Commercial General Liability insurance in the amount of \$1,000,000 per occurrence/aggregate, to protect the Contractor, its subContractors, and the interest of the County, its officers and employees against any and all injuries to third parties, including bodily injury and personal injury, wherever located, resulting from any action or operation under the Contract or in connection with the contracted work.

The General Liability insurance shall include the Broad Form Property Damage endorsement, in addition to coverages for explosion, collapse, and underground hazards, where required. Completed operations liability endorsement shall continue in force for three years following completion of the contract.

- c. The Contractor agrees to maintain owned, non-owned, and hired Automobile Liability insurance, in the amount of \$1,000,000 per occurrence/aggregate, including property damage, covering all owned, non-owned, borrowed, leased, or rented vehicles operated by the Contractor. In addition, all mobile equipment used by the Contractor in connection with the contracted work, will be insured under either a standard Automobile Liability policy, or a Commercial General Liability policy. The Garage Keeper's Liability coverage shall also be maintained where appropriate.
- d. Contractor agrees to maintain Contractors Liability insurance in the amount of \$1,000,000 per occurrence/aggregate to insure against loss due to liability imposed upon an owner/Contractor for acts arising out of the operations of independent Contractors/subcontractors or out of an owner's/Contractor's supervisory activity.

SPECIAL PROVISIONS

e. Liability Insurance "Claims Made" basis:

If the liability insurance purchased by the Contractor has been issued on a "claims made" basis, the Contractor must comply with the following additional conditions. The limit of liability and the extensions to be included as described previously in these provisions, remain the same. The Contractor must either:

1. Agree to provide certificates of insurance evidencing the above coverage for a period of two years after final payment for the contract. This certificate shall evidence a "retroactive date" no later than the beginning of the Contractor's or sub-contractor's work under this contract, or
2. Purchase the extended reporting period endorsement for the policy or policies in force during the term of this contract and evidence the purchase of this extended reporting period endorsement by means of a certificate of insurance or a copy of the endorsement itself.

f. Liability insurance may be arranged by General Liability and Automobile Liability policies for the full limits required, or by a combination of underlying Liability policies for lesser limits with the remaining limits provided by an Excess or Umbrella Liability policy.

g. The Contractor agrees to provide insurance issued by companies admitted within the Commonwealth of Virginia, with the Best's Key Rating of at least A:VI.

h. European markets including those based in London, and the domestic surplus lines markets that operate on a non-admitted basis are exempt from this requirement provided that the Contractor's broker can provide financial data to establish that a market is equal to or exceeds the financial strengths associated with the A.M. Best's rating of A:VI or better.

i. Hold-harmless and Indemnification: Article 58 of the General Conditions and Instructions to Bidders shall apply where DPSM form is used. If not, following paragraph shall be inserted:

"The Contractor hereby agrees to indemnify and hold harmless Fairfax County, Virginia, its officers, agents and all employees and volunteers, from any and all claims for bodily injury, and personal injury and/or property damage, including cost of investigation, all expenses of litigation, including reasonable attorney fees, and the cost of appeals arising out of any claims or suits which result from errors, omissions, or negligent acts of the Contractor, his subcontractors and their agents and employees".

j. The Contractor will provide an original, signed Certificate of Insurance citing the contract number and such endorsements as prescribed herein.

k. The Contractor will secure and maintain all insurance certificates of its subcontractors, which shall be made available to the County on demand.

l. The Contractor will provide on demand certified copies of all insurance policies related to the contract within ten business days of demand by the County. These certified copies will be sent to the County from the Contractor's insurance agent or representative.

SPECIAL PROVISIONS

- 15.3. No change, cancellation, or non-renewal shall be made in any insurance coverage without a 30 day written notice to the County. The Contractor shall furnish a new certificate prior to any change or cancellation date. The failure of the Contractor to deliver a new and valid certificate will result in suspension of all payments until the new certificate is furnished.
- 15.4. Compliance by the Contractor and all subcontractors with the foregoing requirements as to carrying insurance shall not relieve the Contractor and all subcontractors of their liabilities provisions of the contract.
- 15.5. Contractual and other liability insurance provided under this contract shall not contain a supervision, inspection or engineering services exclusion that would preclude the County from supervising and/or inspecting the project as to the end result. The Contractor shall assume all on-the-job responsibilities as to the control of persons directly employed by it and of the subcontractors.
- 15.6. Nothing contained in the specifications shall be construed as creating any contractual relationship between any subcontractor and the County. The Contractor shall be as fully responsible to the County for the acts and omissions of the subcontractors and of persons employed by them as it is for acts and omissions of person directly employed by it.
- 15.7. Precaution shall be exercised at all times for the protection of persons (including employees) and property.
- 15.8. The Contractor and all subcontractors are to comply with the Occupational Safety and Health Act of 1970, Public Law 91-596, as it may apply to this Contract.
- 15.9. The County, its officers and employees shall be named as an "additional insured" in the Automobile and General Liability policies and it shall be stated on the Insurance Certificate that this coverage "is primary to all other coverage the County may possess."
- 16. METHOD OF ORDERING:**
- 16.1. The County may use two (2) different methods of placing orders from the final contract: Purchase Orders (PO's) and approved County procurement cards.
- 16.2. A Purchase Order (PO) may be issued to the Contractor on behalf of the County agency ordering the items/services covered under this contract. The purchase order indicates that sufficient funds have been obligated as required by Title 15.2-1238 of the Code of the Commonwealth of Virginia.
- 16.3. Procurement Card orders and payments may also be made by the use of a Fairfax County or Fairfax County Public Schools "Procurement" Card. The Procurement card is currently a MasterCard. Contractors are encouraged to accept this method of receiving orders.
- 16.4. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
- 16.5. Performance under this contract is not to begin until receipt of the purchase order, Procurement Card order, or other notification to proceed by the County Purchasing Agent and/or County agency to proceed. Purchase requisitions shall not be used for placing orders.

SPECIAL PROVISIONS

17. CORRESPONDENCE:

- 17.1. All communications between the parties relating to material contractual issues shall be through the Contract Specialist and must be in writing to be deemed binding.

18. ADDITIONS/DELETIONS:

- 18.1. The County reserves the right to add similar items/services or delete items/services specified in the resultant contract as requirements change during the period of the contract. Fairfax County and the Contractor will mutually agree to prices for items/services to be added to the contract. Contract amendments will be issued for all additions or deletions.

19. CANCELLATION OF ORDERS:

- 19.1. Time is of the essence in furnishing the items ordered. The County reserves the right to cancel the order and/or to refuse delivery if the items ordered are not furnished within the period of time specified in this contract.

20. EMERGENCY PURCHASES:

- 20.1. Should the Contractor be unable to furnish the required item within the period of time specified in the contract the County reserves the right to make emergency purchases from other sources.

21. SALES/DELIVERY TICKETS:

- 21.1. Orders placed under this contract for delivery placed by PO, Procurement Card or for pick up by an authorized representative, shall be supported by the Contractor's Sales/Delivery Ticket. The Contractor's Sales/Delivery Ticket shall contain the following information:
1. Contractor's Name
 2. Purchase Order and Contract No.
 3. Date of Purchase
 4. Itemized list of supplies furnished
 5. Quantity, unit price and extension of each item, and total, less any applicable trade discount in accordance with the Contract.
 6. Name of authorized representative ordering the supplies
 7. Name of Fairfax County Agency receiving the supplies
- 21.2. In all instances, the Contractor will prepare a Sales/Delivery Ticket, whether delivery is made by the Contractor or pick up is made by a Fairfax County representative at the Contractor's place of business. The Contractor's Sales/Delivery Ticket will be signed, by the Fairfax County representative, with a copy being retained by the Contractor.

SPECIAL PROVISIONS

22. SERVICE INVOICES

1. Contractor's Name
2. Contract Number
3. Purchase Order
4. Date of Service
5. Itemized list of supplies furnished
6. Quantity, unit price and extension of each item, and total, less any applicable trade discount in accordance with the Contract.
7. Name of authorized representative ordering the service
8. Name of Fairfax County Agency receiving the service
9. Labor hours and labor rate must be indicated on the invoice

23. INVOICING PROCEDURE:

- 23.1. The Contractor shall submit a Summary Invoice once each month, listing the Sales/Delivery Ticket numbers covering deliveries made during the monthly billing period and submitted to the BILL TO address shown on the Purchase Order. The invoice must be accompanied by one copy of each signed Sales/Delivery Ticket.
- 23.2. The invoice shall contain the applicable Purchase Order number and the name of the Agency receiving the supplies. Payment will be made once each month.

24. ORDER OF PRECEDENCE:

- 24.1. In the event of conflict, the Acceptance Agreement and the Special Provisions of this solicitation shall take precedence over the General Conditions and Instructions to Bidders or any other contract document.

25. SUBCONTRACTING:

- 25.1. If one or more subcontractors are required, the Contractor is encouraged to utilize small, minority-owned, and women-owned business enterprises. For assistance in finding subcontractors, contact the Virginia Department of Small Business and Supplier Diversity <https://www.dbsd.virginia.gov>; local chambers of commerce and other business organizations.

26. USE OF CONTRACT BY OTHER PUBLIC BODIES:

- 26.1. Reference Paragraph 71, General Conditions and Instructions to Bidders, Cooperative Purchasing: Bidders are advised that the resultant contract(s) may be extended, with the authorization of the Bidder, to other public bodies, or public agencies or institutions of the United States to permit their use of the contract at the same prices and/or discounts and terms and conditions of the resulting contract. If any other public body decides to use the final contract, the Contractor(s) must deal directly with that public body concerning the placement of orders, issuance of the purchase orders, contractual disputes, invoicing and payment. The County of Fairfax acts only as the "Contracting Agent" for these public bodies. Failure to extend a contract to any public body will have no effect on consideration of your bid.
- 26.2. It is the Contractors responsibility to notify the public body(s) of the availability of the contract(s).

SPECIAL PROVISIONS

- 26.3. Other public bodies desiring to use this contract must make their own legal determination as to whether the use of this contract is consistent with their laws, regulations, and other policies.
- 26.4. Each public body has the option of executing a separate contract with the Contractor(s). Public bodies may add terms and conditions required by statute, ordinances, and regulations, to the extent that they do not conflict with the contract's terms and conditions. If, when preparing such a contract, the general terms and conditions of a public body are unacceptable to the Contractor, the Contractor may withdraw its extension of the award to that public body.
- 26.5. Fairfax County shall not be held liable for any costs or damages incurred by another public body as a result of any award extended to that public body by the Contractor.
- 27. NEWS RELEASES BY VENDORS:**
- 27.1. As a matter of policy, the County does not endorse the products or services of a Contractor. A Contractor will not make news releases concerning any resultant contract from this solicitation without the prior written approval of the County. All proposed news releases will be routed to the Purchasing Agent for review and approval.
- 28. AMERICANS WITH DISABILITIES ACT REQUIREMENTS:**
- 28.1. Fairfax County is committed to a policy of nondiscrimination in all County programs, services, and activities and will provide reasonable accommodations upon request. Bidders requesting special accommodations should call the Department ADA representative (703) 324-3201 or TTY 711. Please allow seven (7) working days in advance of the event to make the necessary arrangements.
- 28.2. Fairfax County Government is fully committed to the Americans with Disabilities Act (ADA), which guarantees non-discrimination and equal access for persons with disabilities in employment, public accommodations, transportation, and all County programs, activities and services. Fairfax County Government Contractors, subcontractors, vendors, and/or suppliers are subject to this ADA policy. All individuals having any County contractual agreement must make the same commitment. Your acceptance of this contract acknowledges your commitment and compliance with ADA.
- 29. HIPAA COMPLIANCE:**
- 29.1. Fairfax County Government has designated certain health care components as covered by the Health Insurance Portability and Accountability Act of 1996. The successful vendor will be designated a business associate pursuant to 45 CFR part 164.504(e) of those agencies identified as health care components of the County, including the Fairfax-Falls Church Community Services Board, upon award of contract. The successful vendor shall be required to execute a Fairfax County Business Associate Agreement and must adhere to all relevant federal, state, and local confidentiality and privacy laws, regulations, and contractual provisions of that agreement. These laws and regulations include, but are not limited to: (1) HIPAA – 42 USC 201, et seq., and 45 CFR Parts 160 and 164; and (2) Va Code – Title 32.1, Health, § 32.1-1 et seq. The vendor shall have in place appropriate administrative, technical, and physical safeguards to ensure the privacy and confidentiality of protected health information.
- 29.2. Further information regarding HIPAA Compliance is available on the County's website at <http://www.fairfaxcounty.gov/HIPAA>.

SPECIAL PROVISIONS

30. STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:

- 30.1. Pursuant to *Code of Virginia*, §2.2-4311.2 subsection B, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Any bidder or offeror that fails to provide the required information may not receive an award.



County of Fairfax, Virginia

AMENDMENT

Date: 8/31/2023

AMENDMENT NO. 1

CONTRACT TITLE: Fire Apparatus, Ambulance OEM Parts, Service, and Warranty

CONTRACTOR

Atlantic Emergency Solutions
12351 Randolph Ridge Lane
Manassas, VA 20109

SUPPLIER CODE

100007631

CONTRACT NO.

4400010718

By mutual agreement, the above contract is renewed, effective September 1, 2023, through September 30, 2023, with 3% price increase applicable only to the labor rate detailed in Attachment A. All other prices, terms, and conditions remain the same.

Contractor shall provide a current Certification of Insurance (COI) in accordance with the CONTRACT INSURANCE PROVISIONS within ten (10) days upon receipt of the executed amendment.

ACCEPTANCE:

BY:

(Signature)

John Hollingsworth
(Printed)

CFo / Treasurer
(Title)

8/30/2023
(Date)

DocuSigned by:

Lee Ann Pender

E239B762E600465

Lee Ann Pender
Director/County Purchasing Agent

DISTRIBUTION:

DOF – Accounts Payable/e

DVS – Steven Slaustas/e

Contractor – contracts@atlanticemergency.com

Contractor - jhollingsworth@atlanticemergency.com

Contract Specialist – Chan Park
ACS, Team 1 –

DS
JP

DS
AJ

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/procurement

Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3228

Contract 4400010718
 Amendment 1
 Attachment A

Pricing Schedule

Item No.	Item Description	Percentage (%) Discount	Old Labor Rate Per Hour	New Labor Rate Per Hour	Contractor(s)
36	American LaFrance	0%	\$124.91	\$128.66	Atlantic Emergency Solutions 4400010718
37	Braun	0%	\$124.91	\$128.66	
38	E-One	0%	\$124.91	\$128.66	
39	Freightliner	0%	\$124.91	\$128.66	
40	International	0%	\$124.91	\$128.66	
41	Hale	0%	\$124.91	\$128.66	
42	Horton	0%	\$124.91	\$128.66	
43	Mack	0%	\$124.91	\$128.66	
44	Marion	0%	\$124.91	\$128.66	
45	Medic Master	0%	\$124.91	\$128.66	
46	Pierce	0%	\$124.91	\$128.66	
47	Spartan	0%	\$124.91	\$128.66	
48	Waterous	0%	\$124.91	\$128.66	



County of Fairfax, Virginia

AMENDMENT

Date: 9/28/2023

AMENDMENT NO. 2

CONTRACT TITLE: Fire Apparatus, Ambulance OEM Parts, Service, and Warranty

CONTRACTOR
Atlantic Emergency Solutions
12351 Randolph Ridge Lane
Manassas, VA 20109

SUPPLIER CODE
100007631

CONTRACT NO.
4400010718

By mutual agreement, the above contract is hereby amended as follows:

1. To renew the above contract for one (1) year at effective October 1, 2023, through August 31, 2024. This is the first of three renewal options.
2. To increase labor rate pricing by 30.5% as shown in Attachment A.

All other prices, terms, and conditions remain the same.

Provide a current Certification of Insurance (COI) in Accordance with the CONTRACT INSURANCE PROVISIONS within ten (10) days after receipt of the executed amendment.

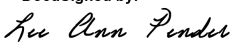
ACCEPTANCE:

BY: 
(Signature)

CFO
(Title)

John Hollingsworth
(Printed)

9/27/2023
(Date)

DocuSigned by:

E239B762E600465...
Lee Ann Pender
Director/County Purchasing Agent

DISTRIBUTION:

DOF – Accounts Payable/e
DVS – Steven Slaustas/e
Contractor – contracts@atlanticemergency.com
Contractor - jhollingsworth@atlanticemergency.com

Contract Specialist – Chan Park
ACS, Team 1 –

DS JP DS SP DS AJ

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/procurement
Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3228

Contract 4400010718
 Amendment 2
 Attachment A

Pricing Schedule

Item No.	Item Description	Percentage (%) Discount	Old Labor Rate Per Hour (Period ending 8/31/2023)	New Labor Rate Per Hour	Contractor(s)
36	American LaFrance	0%	\$124.91	\$163.11	Atlantic Emergency Solutions 4400010718
37	Braun	0%	\$124.91	\$163.11	
38	E-One	0%	\$124.91	\$163.11	
39	Freightliner	0%	\$124.91	\$163.11	
40	International	0%	\$124.91	\$163.11	
41	Hale	0%	\$124.91	\$163.11	
42	Horton	0%	\$124.91	\$163.11	
43	Mack	0%	\$124.91	\$163.11	
44	Marion	0%	\$124.91	\$163.11	
45	Medic Master	0%	\$124.91	\$163.11	
46	Pierce	0%	\$124.91	\$163.11	
47	Spartan	0%	\$124.91	\$163.11	
48	Waterous	0%	\$124.91	\$163.11	