

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

NOTICE OF AWARD OF CONTRACT

TO: Heroes Supply, Inc
PO Box 1245
Huntingtown, MD 20639

DATE ISSUED: August 31, 2016

CURRENT CONTRACT NO: 16-217-ITB-5

CONTRACT TITLE: Fire Department
Personal Protective
Equipment, Garments,
Supplies & Other
Related Equipment

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Your firm is awarded the above referenced contract in accordance with the response submitted by you on July 14, 2016. The contract term covered by this Notice of Award is effective August 31, 2016 and expires on August 1, 2019. Upon satisfactory performance by the Contractor and with the concurrence of the Contractor, the County may, through issuance of an amendment executed by the parties, authorized continued operations of the Contractor under the same contract prices for not more than Six (6) additional twelve (12) month periods from August 2, 2019 to August 1, 2025 (each such period shall be referred to as "Subsequent Contract Term.")

This is the 1st year award notice of a possible Nine (9) year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 16-217-ITB and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:

- 1) REFER TO 16-217-ITB (ATTACHED)
- 2) PRICING FIRM UNTIL SEPTEMBER 1, 2017

ATTACHMENTS: Collective Bid Tab & Manufacturer's Discount Listing

EMPLOYEES NOT TO BENEFIT:

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

VENDOR CONTACT: Tom Miller TELEPHONE NO.: 240-495-5011
VENDOR PAYMENT TERMS: NET 30 DAYS EMAIL ADDRESS: tom@heroessupply.com
COUNTY CONTACT: William Earley TELEPHONE NO.: 703-228-5567
EMAIL ADDRESS: wearley@arlingtonva.us

CONTRACT AUTHORIZATION
Shawn Brooks
Shawn Brooks, Esq., CPPB
Procurement Officer

9/2/16
date

DISTRIBUTION
VENDOR: 1
BID FOLDER: 1
COUNTY CONTACT 1

AMENDED BID FORM - PART TWO

THE COUNTY RESERVES THE RIGHT TO MAKE A MULTIPLE AWARD FOR PART TWO (2).

A. STATION GARMENTS AND OTHER RELATED EQUIPMENT

The Contract will be awarded to the lowest responsive and responsible bidder PER section.

1. Station Garments

Station Garments				
Description	Technical Specifications See Attachment B, eVA Download	Estimated Quantity	Discounted Price	Extended Total
Workrite 720NX45	4.5 oz. Nomex IIIA Short Sleeve Fire Officer Shirt Made with 4.5 oz. Nomex® IIIA	100 each	\$_____	\$_____
Workrite 725NX45	4.5 oz. Nomex IIIA Long Sleeve Fire Officer Shirt Made with 4.5 oz. Nomex® IIIA	100 each	\$_____	\$_____
Workrite 721NX45	4.5 oz. Nomex IIIA Short Sleeve Women's Fire Officer Shirt	100 each	\$_____	\$_____
Workrite 706NX45	4.5 oz. Nomex IIIA Long Sleeve Women's Fire Officer Shirt	100 each	\$_____	\$_____
Workrite 402NX75	7.5 oz. Nomex IIIA Full-Cut Industrial Pant Made from 7.5 oz. Nomex® IIIA	100 each	\$_____	\$_____
Workrite 401NX75	7.5 oz. Nomex IIIA Women's Industrial Pant Made with 7.5 oz. Nomex® IIIA	100 each	\$_____	\$_____
5.11	1/4 Zip Job Shirt Style 72314	100 each	\$_____	\$_____
5.11	Tactical Pants Style 74251	50 each	\$_____	\$_____
5.11	Tactical Pants-Women's Style 64358	50 each	\$_____	\$_____
5.11	Tactical Shirt-Long Sleeve Style 72157	50 each	\$_____	\$_____
5.11	Tactical Shirt-Short Sleeve Style 71152	50 each	\$_____	\$_____

Station Garments				
Description	Technical Specifications See Attachment B, eVA Download	Estimated Quantity	Discounted Price	Extended Total
5.11	Tactical Jersey Polo-Women's Short Sleeve Style 61164	25 each	\$ _____	\$ _____
5.11	Professional Polo-Long Sleeve Style 42056	25 each	\$ _____	\$ _____
5.11	Professional Polo-Short Sleeve Style 41060	25 each	\$ _____	\$ _____
FLAME RESISTANT BASE LAYER T-SHIRT	Crew Neck style, 5.5 oz. minimum.	1200 each	\$ _____	\$ _____
EXTENDED TOTAL				<u>\$ No Bid</u>

Supplemental Information (Optional Brand Name and Manufacturer's Discount)

Station Garments	
Manufacturer	Manufacturer's Discount
5.11 Tactical gear	_____ %
Blauer	_____ %
Blackhawk	_____ %
Dickies	_____ %
Drifire	_____ %
Fire Craft	_____ %
Fire Eagle	_____ %
GH Armor Systems	_____ %
Lion apparel	_____ %
Horace Small	_____ %

Reeves	_____ %
Wolfpack Gear	_____ %
LA Fire Gear	_____ %
Stream Light	_____ %
Dragon Fire	_____ %
Drifire	_____ %
Hexarmor	_____ %
Honeywell	_____ %
Majestic	_____ %
Shelby	_____ %
Ringers	_____ %
Glove Crafters/Veridian Gloves	_____ %
Superior Gloves	_____ %

Station Garments	
Imsalliance	_____ %
Lakeiland	_____ %
Propper	_____ %
Red Kap	_____ %
R&R Fabrication	_____ %
Smith & Warren	_____ %
Tier-One Quality	_____ %
Workrite	_____ %

2. Related Equipment

Related Equipment				
Description	Technical Specifications (Specification – Part Two)	Estimated Quantity	Discounted Price	Extended Price
Lightning X Deluxe 3XL Turnout Gear Bag	Shall be available in red	100 each	\$ _____	\$ _____
Hawkepaks Compact EMS 2	Shall be available in black with red/orange reflective stripe.	100 each	\$ _____	\$ _____
GSP Aluminized Helmet Shell for Traditional helmets	Must be available for Lion, Cairns, and Morning Pride helmets	25 each	\$ _____	\$ _____
Glove Strap by Boston Leather	Leather Velcro brand Glove Strap	300 each	\$ _____	\$ _____
Glove Strap by Foxfire	Illuminating Leather Glove strap	300 each	\$ _____	\$ _____
Radio Strap Boston Leather	Leather Firefighter's Radio Strap <u>Size Regular</u>	50 each	\$ _____	\$ _____
ESS FirePro- 1971 EX-2 Structural Firefighting	Meet or exceed all NFPA, protection standards	25 each	\$ _____	\$ _____

Related Equipment				
Description	Technical Specifications (Specification – Part Two)	Estimated Quantity	Discounted Price	Extended Price
Goggle Kit Snap Mounts				
Safety Glasses, ESS crossbow	Clear lens	150 each	\$ _____	\$ _____
Safety Glasses, ESS crosshair	Clear lens	150 each	\$ _____	\$ _____
EXTENDED TOTAL				\$ <u>No Bid</u>

Supplemental information (Optional Brand Name and Manufacturer's Discount)

Related Equipment	
Manufacturer	Manufacturer's Discount
Blackhawk	_____ %
Blackinton	_____ %
Boston Leather	_____ %
Drifire	_____ %
ESS	_____ %
GH Armor Systems	_____ %
Horace Smail	_____ %
Imsalliance	_____ %
Lowa	_____ %
Smith & Warren	_____ %
Tier-One Quality Solutions	_____ %
Tru-Spec	_____ %
Uncle Mike's	_____ %

AMENDED BID FORM - PART THREE

THIS SECTION WILL BE AWARDED BY LINE ITEM.

THE COUNTY RESERVES THE RIGHT TO MAKE A MULTIPLE AWARD FOR PART THREE (3).

A. FOOTWEAR, HELMETS, HELMET SPARE/REPLACEMENT PARTS, HELMET SHEILDS & IDENTIFIERS, PERSONAL PROTECTIVE HOODS, AND GLOVES

The Contract shall be awarded to the lowest responsive and responsible bidder per LINE ITEM. PARTIAL BIDS ARE ALLOWED FOR PART THREE (3). The County reserves the right to apply the Manufacturer's or Wholesaler's Discount in Bid Tab Part 1 and 2 to UNLISTED BRAND NAME ITEMS. The lowest responsive and responsive bidder will be determined by the following formula:

County Estimated Quantity x Discounted Price = Extended Total

The Bidder with the lowest Extended Total PER LINE ITEM will be awarded that LINE ITEM.

1. Footwear

Footwear				
Description	Technical Specifications	Estimated Quantity	Discounted Price	Extended Price (County Net Price Quantities)
Pro Warrington 3009	Meet or Exceed NFPA 1971 and 1992 Standard	100 each	\$_____	\$_____
Lion Marshal 14" pull on leather structural Fire boot	Meet or Exceed NFPA 1971 and 1992 Standard	100 each	\$_____	\$_____
Haix Special Firefighters USAR	Meet or Exceed NFPA 1971 and 1992 Standard	25 each	\$_____	\$_____
Fire-Dex leather pull on structural Fire boot	Meet or Exceed NFPA 1971 and 1992 Standard	100 each	\$249.09	\$24,909.00
Black Diamond or equivalent hip boots	Structural rubber ¾" hip boots	100 each	\$_____	\$_____
Black diamond rubber boots	Meet or Exceed NFPA 1971 and 1992 Standard	100 each	\$_____	\$_____
Black diamond Firefighters USAR	Meet or Exceed NFPA 1971 and 1992 Standard	25 each	\$_____	\$_____
Thorogood knockdown elite bunker boot	Meet or Exceed NFPA 1971 and 1992 Standard	100 each	\$_____	\$_____

Footwear				
Description	Technical Specifications	Estimated Quantity	Discounted Price	Extended Price (County Net Price Quantities)
Honeywell 16" Quad-Certified Rubber Pull on Boots	NFPA 1971, 2013 Edition for Structural Firefighting, Proximity Firefighting, and Liquid Splash/Hazardous	100 each	\$ _____	\$ _____
Haix Airpower R2 Station/EMS Boot	Meets NFPA 1999-2013 edition, ASTM F 2413-05, CAN/CSA Z 195-2002	300 each	\$ _____	\$ _____
Warrington Pro 3003 8" Wildland/Station	NFPA Certified 1977 Wildland.	300 each	\$ _____	\$ _____
EXTENDED TOTAL				\$ <u>24,909.00</u>

2. Helmets

Helmets				
Description	Technical Specifications *Shall be available in black, white and red. Optional Colors of yellow, blue, orange, natural where applicable. Bourke Eye Shield and ESS goggles except "Pacific R3 Kiwi Rescue Helmet"	Estimated Quantity	Discounted Price	Extended Price (County Net Price Quantities)
Lion, American Classic	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Cairns N6A Sam Houston Helmet	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Morning Pride Ben 2 Low Rider	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Pacific R3 Kiwi Rescue Helmet	Meet or Exceed NFPA 1971 Standard. Does not include "Bourke Eye Shield and ESS Goggles.	100 each	\$ _____	\$ _____
Bullard traditional fire helmet	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Phenix TL-2 Traditional Helmet	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Fire-Dex 1910 Deluxe Helmet	Meet or Exceed NFPA 1971 Standard	100 each	\$ <u>213.18</u>	\$ <u>21,318.00</u>

Helmets				
Description	Technical Specifications *Shall be available in black, white and red. Optional Colors of yellow, blue, orange, natural where applicable. Bourke Eye Shield and ESS goggles except "Pacific R3 Kiwi Rescue Helmet"	Estimated Quantity	Discounted Price	Extended Price (County Net Price Quantities)
Carins 1044 Helmet	Meet or Exceed NFPA 1971 Standard	100 each	\$_____	\$_____
PT A-Bravo, 4811931MIL	Matte Black Helmet with Rail Mounts and 200 LMN Tactical Light. Does not include "Bourke Eye Shield and ESS Goggles.	50 each	\$_____	\$_____
EXTENDED TOTAL				\$2,318.00

3. Helmet Spare/Replacement Parts

The Bidder shall offer a Manufacturer's Discount for the spare/replacement parts for Helmets listed in this section.

Helmets Spare/Replacement Parts	
Manufacturer	Manufacturer's Discount
Lion, American Classic	____ %
Cairns N6A Sam Houston Helmet	____ %
Morning Pride Ben 2 Low Rider	____ %
Pacific R3 Kiwi Rescue Helmet	____ %
Bullard traditional fire helmet	____ %
Phenix TL-2 Traditional Helmet	____ %
Fire-Dex 1910 Deluxe Helmet	43 %

4. Helmet Shields & Identifiers

Helmet Shields & Identifiers				
Description	Technical Specifications (available as a separate download in eVA)	Estimated Quantity	Discounted Price	Extended Price
The Fire Store FS6202	See Attachment C, eVA Download	100 each	\$_____	\$_____
The Fire Store FS6002	See Attachment C, eVA Download	100 each	\$_____	\$_____
The Fire Store FS6212	See Attachment C, eVA Download	100 each	\$_____	\$_____
The Fire Store GL004	See Attachment C, eVA Download	100 each	\$_____	\$_____
The Fire Store GL006	See Attachment C, eVA Download	100 each	\$_____	\$_____
MSA/Cairns 6 inch Front #23	See Attachment C, eVA Download	100 each	\$_____	\$_____
MSA/Cairns 6 inch Front #745 Engine Turned Gold Leaf	See Attachment C, eVA Download	100 each	\$_____	\$_____
MSA/Cairns 6 inch Front #46	See Attachment C, eVA Download	100 each	\$_____	\$_____
Paul Conway 6-2	See Attachment C, eVA Download	100 each	\$_____	\$_____
Royce Shields FX Shield	See Attachment C, eVA Download	100 each	\$_____	\$_____
Detroit Shields	Beveled Custom Shield as Presentation Shield	50 each	\$_____	\$_____
Red House Leather	Kansas City Traditional Leather Shield as Presentation Shield	50 each	\$_____	\$_____
EXTENDED TOTAL				<i>\$ No Bid</i>

5. Personal Protective Hoods

Personal Protective Hoods				
Description	Technical Specifications	Estimated Quantity	Discounted Price	Extended Price
Stanfield's, Life Liners, KL23 Protective Hood	Meet or exceed NFPA Standard #1971	200 each	\$ _____	\$ _____
Spentexs Captain Jim Fire Hood	Meet or exceed NFPA Standard #1971	200 each	\$ _____	\$ _____
Innotex INNO334	Meet or exceed NFPA Standard #1971	200 each	\$ _____	\$ _____
Fire Dex H41 Interceptor	Meet or exceed NFPA Standard #1971	200 each	\$ <u>170.00</u>	\$ <u>34,000.00</u>
PGI/Cobra BarriAire	Meet or exceed NFPA Standard #1971	200 each	\$ _____	\$ _____
Majestic PAC II – 3ply Ultra 3 C6	Meet or exceed NFPA Standard #1971	200 each	\$ _____	\$ _____
EXTENDED TOTAL				\$ <u>34,000.00</u>

6. Gloves

Gloves				
Description	Technical Specifications	Estimated Quantity	Discounted Price	Extended Price
Honeywell 9SSO Fire Mate Kangaroo/Elk,	Meet or Exceed NFPA 1971 Standard	200 each	\$ _____	\$ _____
Lion Commander Leather and Kovenex	Meet or Exceed NFPA 1971 Standard	200 each	\$ _____	\$ _____
Innotex INNO795	Meet or Exceed NFPA 1971 Standard	200 each	\$ _____	\$ _____
Hex Armor EXT Rescue Barrier 4014 Glove	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Ringers Barrier 1 Extrication Gloves	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Shelby 5291 Felx-Tuff Glove	Meet or Exceed NFPA 1971 Standard	200 each	\$ _____	\$ _____

Gloves				
Description	Technical Specifications	Estimated Quantity	Discounted Price	Extended Price
Pro-Tech 8 Titan Structural Firefighting Glove Kangaroo Leather	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Dragon fire Alpha-X glove	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
Veridian Fire Armor gloves	Meet or Exceed NFPA 1971 Standard	100 each	\$ _____	\$ _____
PIP: Cowhide drivers glove w/Keystone Thumb	All leather top grain cowhide construction.	200 each	\$ _____	\$ _____
Shelby cowhide cleanup glove	Premium grain cowhide, gunn cut, straight thumb with welt, shirred elastic back and bound hem	200 each	\$ _____	\$ _____
EXTENDED TOTAL				\$ <u>No Bid</u>

The undersigned understands and acknowledges the following:

The official, true, and complete copy of the solicitation documents, WHICH SHALL INCLUDE ALL ADDENDUMS THERETO, is the electronic copy of the solicitation documents provided at the County Purchasing Agent's website (<http://www.arlingtonva.us/purchasing>).

Each bidder is responsible for determining the accuracy and completeness of ALL solicitation documents they receive, including documents obtained from the County, and documents obtained from all other sources.

BIDDER NAME: Heroes Supply, LLC

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by a bidder in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, Section 4-111 of the Arlington County Purchasing Resolution states that the bidder must invoke the protection of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.

Please mark one:

- No, the bid I have submitted does not contain any trade secrets and/or proprietary information.
- Yes, the bid I have submitted does contain trade secrets and/or proprietary information.

If Yes, you must clearly identify below the exact data or other materials to be protected and list all applicable page numbers of the bid containing such data or materials:

State the specific reason(s) why protection is necessary:

If you fail to identify the data or other materials to be protected and state the reasons why protection is necessary in the space provided above, you will not have invoked the protection of Section 4-111 of the Purchasing Resolution. Accordingly, effective upon the award of contract, the bid will be open for public inspection consistent with applicable law.

CERTIFICATION OF NON-COLLUSION: The undersigned certifies that this bid is not the result of, or affected by, any act of collusion with another person (as defined in the Code of Virginia § 59.1-68.6 et seq.), engaged in the same line of business or commerce; or any act of fraud punishable under the Virginia Governmental Frauds Act (Code of Virginia § 18.2-498.1 et seq.).

BIDDER NAME: Heroes Supply, LLC

16-217-ITB

CONTACT PERSON AND MAILING ADDRESS FOR DELIVERY OF NOTICES

Provide the name and address of the person designated by the Bidder to receive notices and other communications (Refer to section headed Notices in the Contract Terms and Conditions of this solicitation for further details):

Tom Miller
Heroes Supply, LLC
Po Box 1245
Huntingtown, MD 20639

THE PROPER LEGAL NAME OF THE FIRM OR ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE PROVIDED BELOW. THIS BID FORM, AND ALL OTHER DOCUMENTS REQUIRED BY THE INVITATION TO BID TO BE SUBMITTED WITH THIS BID FORM, INCLUDING, BUT NOT LIMITED TO ALL ISSUED ADDENDUMS, MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

AUTHORIZED SIGNATURE: Tom Miller

PRINT NAME AND TITLE: Tom Miller, Manager

INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS BID AND THE CONTRACT, IF AWARDED (I.E. PROJECT MANAGER):

NAME (PRINTED): Tom Miller TITLE: Manager

E-MAIL ADDRESS: tom@heroessupply.com TEL. NO.: 240-495-5011

SUBMITTED BY: (LEGAL NAME OF ENTITY)		Heroes Supply, LLC	
ADDRESS:		PO Box 1245	
CITY/STATE/ZIP:		Huntingtown, MD 20639	
TELEPHONE NO.:	240-495-5011	FACSIMILE NO.:	
THIS FIRM IS A: • INSERT NAME OF STATE <u>Maryland</u> <input type="checkbox"/> CORPORATION, <input type="checkbox"/> GENERAL PARTNERSHIP, <input type="checkbox"/> LIMITED PARTNERSHIP, <input type="checkbox"/> UNINCORPORATED ASSOCIATION, <input checked="" type="checkbox"/> LIMITED LIABILITY COMPANY, <input type="checkbox"/> SOLE PROPRIETORSHIP			
IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA?			Yes
IDENTIFICATION NO. ISSUED TO THE FIRM BY THE SCC:		VS0000184948	
ANY BIDDER EXEMPT FROM SCC AUTHORIZATION REQUIREMENT SHALL INCLUDE A STATEMENT WITH ITS BID WHY THEY ARE NOT REQUIRED TO BE SO AUTHORIZED			
IS YOUR FIRM OR ANY OF ITS PRINCIPALS CURRENTLY DEBARRED FROM SUBMITTING BIDS TO ARLINGTON COUNTY, VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION?			No
BIDDER STATUS:	MINORITY OWNED:	WOMAN OWNED:	NEITHER:
		X	

ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT

INVITATION TO BID NO. 16-217-ITB

ADDENDUM A

Arlington County Invitation to Bid No. 16-217-ITB for PROVISION OF FIRE DEPARTMENT PERSONAL PROTECTIVE EQUIPMENT, GARMENTS, SUPPLIES, AND OTHER RELATED EQUIPMENT is amended as follows:

A. The following questions were received:

1. Contract Pricing pg. 27 A.4. – Most manufacturers will only held pricing for 1 year. Arlington is requesting prices be held for 2 years. Is this possible to request for prices to remain firm until August 1, 2017 Instead of 2018?

RESPONSE: The County shall amend Paragraph Four (4) of Part III, Contract Terms and Conditions as follows:

CONTRACT PRICING WITH OPTIONAL PRICE ADJUSTMENT

The Contract amount/unit price(s) shall remain firm until September 1, 2017 ("Price Adjustment Date"). To request a price adjustment, the Contractor or the County must submit a written request to the other party not less than sixty (60) days prior to the Price Adjustment Date. Requests for adjustment(s) to Contract amount/unit price(s) for ensuing years shall not exceed the percentage of escalation / de-escalation in the U.S. Department of Labor, Consumer Price Index, All Items, Unadjusted, Urban Areas ("CPI-U") for the twelve (12) month period ending in June of each year of the Contract.

The Contractor shall submit a copy of the manufacturer's or wholesaler's current catalog prices at each subsequent renewal for this Contract. The manufacturer's or wholesaler's discount provided at the time of this Bid will apply to all Personal Protective Equipment and other related Equipment provided in the manufacturer's or wholesaler's catalog until the expiration of this Contract.

2. The options for the Globe Personal Protective Garments are not listed on the bid form. The written specifications request options for Brigade and Kombat Flex outer shells, Quantum 3D SL2i and Caldura NPi thermal liners, Crosstech 3-layer moisture barrier, Project Fires 2 trlm style, Sew-on Letter Patch, Half High Expansion Pockets, Fairfax Spanner/Radio with ID Pocket, and 3 pack tool compartment, but there is not a place to price them on the bid form.

RESPONSE: Please see the amended Bid Form which is available as a separate download in eVA, Amended Bid Form. This Addendum A separates the various options for the requested coats and pants. See Attachments A-3 and A-4. The options LISTED in the amended Bid Form shall be Individually priced. The options UNLISTED in the amended Bid Form, which include but not limited to: radio pocket or tool compartment, will be priced at catalog price minus the provided manufacturer's or wholesaler's discount.

3. Does a bidder have to supply a discount off of list for all of the supplemental information in Part 1 and Part 2 to be considered for award?

RESPONSE: No. The Bidder shall ONLY provide a manufacturer or wholesaler's discount on all items they are authorized to sell or service. No partial award will be accepted for items LISTED in Part One (1) and Part Two (2) of the Bid Form. Part Two (2) shall be awarded separately per section.

4. Due to the multiple manufacturers in Part 2, will the County be willing to award this Part by Line Item or Manufacturer/Brand?

RESPONSE: The County shall NOT award Part Two (2) of the Bid Form by Line Item or Manufacturer/Brand. Amended Part Two (2) of the Bid Form now only includes Stations Garments and Other Related Equipment. This Amended Part Two (2) shall be awarded to the Bidder with the lowest responsive bid per section. Each section, Station Garments and Other Related Equipment, shall be awarded separately per section.

5. Will the Classic Metro Spec include the components that are part of Arlington's current spec as the primary options since they have been proven over years of wear in the field specifically Crosstech Black Moisture barrier?

RESPONSE: Yes. See the amended Attachment A-3, A-4, and Bid Form. The County's elected options have been included into the amended specifications and Bid Form. The options that are UNLISTED in the amended Bid Form, will be purchased at catalog price minus the provided manufacturer's or wholesaler's discount.

6. Will this spec also include other components that are not currently listed? (e.g. Defender M thermal liner)

RESPONSE: Yes. See the amended Attachment A-3, A-4, and Bid Form. The County's elected options have been included into the amended specifications and Bid Form. The options that are UNLISTED in the amended Bid Form, will be purchased at catalog price minus the provided manufacturer's or wholesaler's discount.

7. If I understand it correctly, I must bid on all the gloves in part II section II to be compliant correct? What if I can only bid two brands?

RESPONSE: The County amends Part Two (2) of the Bid Form to remove Gloves. Amended Part Two (2) of the Bid Form now only includes Stations Garments and Other Related Equipment. Gloves shall be included into Part Three (3) and shall be awarded by Line Item.

- B. The County amends Part I, Instructions to Bidders

Paragraph 27 of Part I, Method of Award, sub-paragraph, A, Bid Tab 1: Globe Personal Protective Garments & Footwear is deleted and amended as follows:

The Contract will be awarded to the lowest responsive and responsible bidder for this section. The lowest responsible and responsive bidder will be determined by the following formula:
County Estimated Quantity x Discounted Price = Extended Total

Add all Extended Totals in this Section. The Bidder with the lowest Extended Total will be awarded this section.

- C. The County amends Part III, General Terms and Conditions as follows:

Paragraph Three (3) of Part III, Contract Terms and Conditions is amended as follows:

CONTRACT TERM

The Work shall commence on the date of the issuance of the Notice of Award, and shall be completed no later than September 1, 2019 ("Initial Contract Term"), subject to any modifications as provided for in the Contract Documents. Upon satisfactory performance by the Contractor and with the concurrence of the Contractor, the County may, through issuance of an amendment executed by the parties, authorize continued operations of the Contractor for not more than six (6) additional twelve (12) month periods from September 2, 2019 to September 1, 2025 (each such period shall be referred to as "Subsequent Contract Term").

- D. The County amends Attachments available as separate attachments in eVA (A-3 and A-4). The County also amends the Bid Form and adds it as a separate attachment in eVA, Amended Bid Form.

1. The County adds the following helmets and additional requirement to Part Three (3) of the Bid Form:

Carins 1044 Helmet. This helmet shall be available in colors: black, red, and white. The optional colors for this helmet are yellow, blue, and orange. This helmet shall include ESS Goggles and Bourke Eye Shields.

PT A-Bravo, 4811931MIL. This helmet shall be available in Matte Black with Rail Mounts and 200 LMN Tactical Light.

The County also adds the requirement for Bourke Eye Shield and ESS goggles all helmets except "Pacific R3 Kiwi Rescue Helmet" and "PT A-Bravo, 4811931MIL.

2. Attachment A-1 and A-2, GXtreme 3.0 and Technical Rescue Jacket and Pants were not modified. The Bid Form, available as a separate download in eVA, is amended to allow the Bidder to provide prices for LISTED options specified in Attachments A-1.
3. Attachments A-3 and A-4, specifications for Classic Metro Jacket and Pants and IH Pants, available as a separate download in eVA, are amended to provide options for additional thermal liners, outershells, and moisture barriers. The Bid Form, available as a separate download in eVA, is amended to allow the Bidder to provide prices for LISTED options specified in Attachments A-3 and A-4.
4. The Bid Form, available as a separate download in eVA, is amended to remove the Gloves from Part Two (2) and move to Part Three (3). The Gloves sections will be awarded by line item. The Bidder shall also provide a manufacturer's discount to Items UNLISTED in this section.
5. THE AMENDED BID FORM IS A REQUIRED SUBMITTAL WITH THIS ADDENDUM A.

The balance of the solicitation remains unchanged.

Arlington County, Virginia

Shawn Brooks

Shawn Brooks
Procurement Officer
sbrooks@arlingtonva.us

RETURN THIS PAGE, FULLY COMPLETED AND SIGNED, WITH YOUR BID:

RECEIPT OF ADDENDUM A IS ACKNOWLEDGED.

FIRM NAME: Heroes Supply, LLC

AUTHORIZED SIGNATURE: *TWL* DATE: 7/13/16

16-217-ITB BID TAB (PART ONE)
SINGLE AWARDEE: MARYLAND FIRE EQUIPMENT (Amended)

ITEM NO	NO PARTIAL BIDS ACCEPTED	GLOBE PUBLISHED RETAIL CATALOG PRICE	PERCENTAGE DISCOUNT	DISCOUNTED AMOUNT	EXTENDED TOTAL
G-Xtreme 3.0 Jackets					
1	2016 G-Xtreme 3.0 Jackets Outer shell PBI GEMINI® XT MATRIX	\$1,534.45	54%	\$828.60	\$705.85
2	2016 G-Xtreme 3.0 Jackets Outer shell Kombat Flex	\$1,539.45	54%	\$831.30	\$708.15
3	2016 G-Xtreme 3.0 Jackets Outer shell TENCATE "BRIGADE®" Nomex® IIIA	\$1,169.95	54%	\$631.77	\$538.18
Thermal Insulating					
4	TENCATE, DEFENDER M SL2	\$392.00	54%	\$211.68	\$180.32
5	QUANTUM 3D, SL2i	\$505.00	54%	\$272.70	\$232.30
6	CALDURA, Npi	\$415.00	54%	\$224.10	\$190.90
Moisture Barrier					
7	CROSSTECH, Black Moisture Barrier	\$381.00	54%	\$205.74	\$175.26
G-Xtreme 3.0 Pants					
8	2016 G-Xtreme 3.0 Pants Outer shell PBI GEMINI XT MATRIX	\$964.50	54%	\$520.83	\$443.67
9	2016 G-Xtreme 3.0 Pants Outer shell Kombat Flex	\$969.50	54%	\$523.53	\$445.97
10	2016 G-Xtreme 3.0 Pants Outer shell TENCATE, BRIGADE, Nomex IIIA	\$705.50	54%	\$380.97	\$324.53
11	Thermal Insulating Liner (TENCATE, DEFENDER M SL2)	\$317.00	54%	\$171.18	\$145.82
12	Thermal Insulating Liner (QUANTUM 3D, SL2i)	\$419.00	54%	\$226.26	\$192.74
13	Thermal Insulating Liner (CALDURA, Npi)	\$337.00	54%	\$181.98	\$155.02
14	Moisture Barrier (CROSSTECH, Black Moisture Barrier)	\$310.00	54%	\$167.40	\$142.60
Technical Rescue Jackets and Pants					
15	Tech Rescue Jackets as specified in Attachment A-2 (eVA)	\$1,452.90	28%	\$406.81	\$1,046.09
16	Tech Rescue Pants as specified in Attachment A-2 (eVA)	\$1,081.10	28%	\$302.71	\$778.39
Classic Metro Cut Jackets					
17	2016 Classic Metro Cut Jacket Outer shell PBI GEMINI XT MATRIX	\$1,720.95	54%	\$929.31	\$791.64
18	2016 Classic Metro Cut Jacket Outer shell Kombat Flex	\$1,725.95	54%	\$932.01	\$793.94
19	2016 Classic Metro Cut Jacket Outer shell TENCATE, BRIGADE, Nomex IIIA	\$1,310.10	54%	\$707.45	\$602.65

16-217-ITB BID TAB (PART ONE)
SINGLE AWARDEE: MARYLAND FIRE EQUIPMENT (Amended)

ITEM NO	NO PARTIAL BIDS ACCEPTED	GLOBE PUBLISHED RETAIL CATALOG PRICE	PERCENTAGE DISCOUNT	DISCOUNTED AMOUNT	EXTENDED TOTAL
20	Thermal Insulating Liner (TENCATE, DEFENDER M SL2)	\$338.00	54%	\$182.52	\$155.48
21	Thermal Insulating Liner (QUANTUM 3D, SL2i)	\$432.00	54%	\$233.28	\$198.72
22	Thermal Insulating Liner (CALDURA, Npi)	\$357.00	54%	\$192.78	\$164.22
23	Thermal Insulating Liner (GLIDE, GOLD 2L-E89)	\$384.00	54%	\$207.36	\$176.64
24	Moisture Barrier (CROSSTECH, Black Moisture Barrier)	\$306.00	54%	\$165.24	\$140.76
25	Moisture Barrier (STEDFAST, STEDAIR GOLD)	\$299.00	54%	\$161.46	\$137.54
26	Moisture Barrier (CROSSTECH, 3-layer Moisture Barrier-- Type 4A)	\$446.00	54%	\$240.84	\$205.16
Classic Metro Cut Pants					
27	2016 Classic Metro Cut Pants Outer shell PBI GEMINI XT MATRIX	\$1,014.50	54%	\$547.83	\$466.67
28	2016 Classic Metro Cut Pants Outer shell Kombat Flex	\$1,017.50	54%	\$549.45	\$468.05
29	2016 Classic Metro Cut Pants Outer shell TENCATE, BRIGADE, Nomex IIIA	\$777.85	54%	\$420.04	\$357.81
30	Thermal Insulating Liner (TENCATE, DEFENDER M SL2)	\$265.00	54%	\$143.10	\$121.90
31	Thermal Insulating Liner (QUANTUM 3D, SL2i)	\$346.00	54%	\$186.84	\$159.16
32	Thermal Insulating Liner (CALDURA Npi)	\$281.00	54%	\$151.74	\$129.26
33	Thermal Insulating Liner (GLIDE, GOLD 2L-E89)	\$304.00	54%	\$164.16	\$139.84
34	Moisture Barrier (CROSSTECH, Black Moisture Barrier)	\$262.00	54%	\$141.48	\$120.52
35	Moisture Barrier (STEDFAST, STEDAIR GOLD)	\$256.00	54%	\$138.24	\$117.76
36	Moisture Barrier (CROSSTECH, 3-layer Moisture Barrier-- Type 4A)	\$379.00	54%	\$204.66	\$174.34
Internal Harness Ready Pants or "IH Pants"					
37	2016 IH Pants Outer shell Kombat Flex	\$1,062.50	54%	\$573.75	\$488.75
38	2016 IH Pants Outer shell Kombat Flex	\$1,067.50	54%	\$576.45	\$491.05
39	2016 IH Pants Outer shell TENCATE "BRIGADE" Nomex IIIA	\$783.50	54%	\$423.09	\$360.41
40	Thermal Insulating Liner (TENCATE, DEFENDER M SL2)	\$312.00	54%	\$168.48	\$143.52

16-217-ITB BID TAB (PART ONE)
SINGLE AWARDEE: MARYLAND FIRE EQUIPMENT (Amended)

ITEM NO	NO PARTIAL BIDS ACCEPTED	GLOBE PUBLISHED RETAIL CATALOG PRICE	PERCENTAGE DISCOUNT	DISCOUNTED AMOUNT	EXTENDED TOTAL
41	Thermal Insulating Liner (QUANTUM 3D, SL2i)	\$411.00	54%	\$221.94	\$189.06
42	Thermal Insulating Liner (CALDURA, Npi)	\$332.00	54%	\$179.28	\$152.72
43	Thermal Insulating Liner (GLIDE, GOLD 2L-E89)	\$360.00	54%	\$194.40	\$165.60
44	Moisture Barrier (CROSSTECH, Black Moisture Barrier)	\$313.00	54%	\$169.02	\$143.98
45	Moisture Barrier (STEDFAST, STEDAIR GOLD)	\$325.00	54%	\$175.50	\$149.50
46	Moisture Barrier CROSSTECH (3-layer moisture barrier – Type 4A)	\$448.00	54%	\$241.92	\$206.08
Globe Structural Supreme Boots					
47	Globe Structural Supreme Boots	\$550.00	40%	\$220.00	\$330.00

16-217-ITB BID TAB (PART TWO)
 AWARDED BY SECTION: (1) MUNICIPAL EMERGENCY SERVICES
 (2) MARYLAND FIRE EQUIPMENT (Amended)

Awardee: Municipal Emergency Services (MES)

ITEM NO	DESCRIPTION	DISC PRICE
Station Garments		
1	Workrite 720NX45	\$76.33
2	Workrite 725NX45	\$90.20
3	Workrite 721NX45	\$76.33
4	Workrite 706NX45	\$89.06
5	Workrite 402NX75	\$84.76
6	Workrite 401NX75	\$81.90
7	5.11 72314	\$37.23
8	5.11 74251	\$30.14
9	5.11 64358	\$29.25
10	5.11 72157	\$31.91
11	5.11 71152	\$29.25
12	5.11 61164	\$23.93
13	5.11 42056	\$27.48
14	5.11 41060	\$23.93
15	Flame Resistant Base Layer T-shirt	\$22.50

Awardee: Maryland Fire Equipment

ITEM NO	DESCRIPTION	DISC PRICE
Related Equipment		
16	Lightning Deluxe Gear Bag 3XL	\$52.00
17	Hawepaks Compact EMS 2	\$27.00
18	GSP Aluminized Helmet Shell for traditional helmets	\$121.50
19	Glove strap by Boston leather	\$6.75
20	Glove strap by Fox fire	\$28.00
21	Leather strap Boston leather	\$27.50
22	ESS FirePro- 1971 EX-2 structural	\$49.00
23	Goggle Kit Snap Mounts	\$14.00
24	Safety Glasses ESS crossbow	\$31.00
25	Safety Glasses ESS crosshair	\$26.00

16-217-ITB BID TAB (PART THREE)
AWARD BY LINE ITEM (Amended)

ITEM NO	DESCRIPTION	DISC PRICE	Vendor
Foot Wear			
1	Pro Warrington 3009	\$ 335.00	Blue Ridge
2	Lion Marshal 14" Pull On Leather Structural Fire Boot	\$ 314.00	Witmer Public Safety
3	Haix Special Firefighters USAR	\$ 286.00	Atlantic Emergency Solutions
4	Fire-Dex Leather pull on Structural Fire boot	\$ 187.45	Municipal Emergency Services (MES)
5	Black Diamond or Equivalent Hip Boots	\$ 139.50	Witmer Public Safety
6	Black Diamond Rubber Boots	\$ 122.16	Municipal Emergency Services (MES)
7	Black Diamond Firefighters USAR	\$ 279.00	Maryland Fire Equipment
8	Thorogood Knockdown Elite Bunker Boot	\$ 290.00	Witmer Public Safety
9	Honeywell 16" Quad-Certified Rubber Pull On Boots	\$ 225.00	Maryland Fire Equipment
10	Haix Airpower R2 Station/EMS Boots	\$ 190.70	Atlantic Emergency Solutions
11	Warrington Pro 3003 8" Wildland/Station Boots	\$ 212.00	Municipal Emergency Services (MES)
Helmets			
12	Lion American Classic	\$ 257.00	Witmer Public Safety
13	Cairns N6A Sam Houston Helmet	\$ 616.92	Maryland Fire Equipment
14	Morning Pride Ben 2 Low rider	\$ 225.00	Municipal Emergency Services (MES)
15	Pacific R3 Kiwi Rescue Helmet	\$ 197.00	Witmer Public Safety
16	Bullard Traditional Helmet	\$ 206.00	Atlantic Emergency Solutions
17	Phenix TL-2 Traditional Helmet	\$ 509.00	Witmer Public Safety
18	Fire-Dex 1910 Deluxe Helmet	\$ 213.18	Heroes Supply LLC
19	Cairns 1044 Helmet	\$ 238.50	Maryland Fire Equipment
20	PT-Bravo 4811931MIL	\$ 93.00	Municipal Emergency Services (MES)
Helmet Shields & Identifiers			
28	The Fire Store FS6206	\$ 28.75	Witmer Public Safety
29	The Fire Store FS6002	\$ 37.50	Witmer Public Safety
30	The Fire Store FS6212	\$ 37.50	Witmer Public Safety
31	The Fire Store GL004	\$ 42.25	Witmer Public Safety
32	The Fire Store GL006	\$ 40.25	Witmer Public Safety
33	MSA/Cairns 6" front #23	\$ 29.17	Maryland Fire Equipment
34	MSA/Cairns 6 inch Front #745 Enigne Turned Gold leaf	\$ 55.35	Maryland Fire Equipment
35	MSA/Cairns 6" front #46	\$ 42.40	Maryland Fire Equipment
36	Paul Conway 6-2	\$ 35.75	NAFECO
37	Royce Shields FX Shield	\$ 100.00	NAFECO

16-217-ITB BID TAB (PART THREE)
AWARD BY LINE ITEM (Amended)

38	Detroit shields	\$ -	N/A
39	Red House Leather	\$ -	N/A
Personal Protective Hoods			
40	Stanfields Life Liners KL-23	\$ 34.60	Maryland Fire Equipment
41	Spentexs Captain Jim Fire Hood	\$ 42.00	Witmer Public Safety
42	Innotex INNO334	\$ 26.00	Atlantic Emergency Solutions
43	Firedex H41 Interceptor	\$ 150.00	Interstate Rescue
44	PGI/Cobra BarriAire	\$ 51.75	Municipal Emergency Services (MES)
45	Majestic PACII - 3ply Ultra 3 C6	\$ 36.78	Municipal Emergency Services (MES)
Gloves			
46	Honeywell 9550 Fire Mate Kangaro/elk	\$ 78.00	Blue Ridge
47	Lion Commander Leather and Kovenex	\$ 70.00	Witmer Public Safety
48	Innotex INNO79S	\$ 90.00	Atlantic Emergency Solutions
49	Hex Armor EXT RescueBarrier 4014 Glove	\$ 32.50	Witmer Public Safety
50	Ringers Barrier 1Extrication Gloves	\$ 41.00	Witmer Public Safety
51	Shelby 5291 Fle-tuff Glove	\$ 101.00	Witmer Public Safety
52	Pro-tech 8 Titan Structural Firefighting Glove Kangaro Leather	\$ 64.00	Maryland Fire Equipment
53	Dragon Fire Alpha-X Glove	\$ 49.95	Municipal Emergency Services (MES)
54	Verdian Fire Armor Gloves	\$ 69.25	Witmer Public Safety
55	PIP: Cowhide Drivers Glove w/ Keystone Thumb	\$ 4.45	NAFECO
56	Shelby Cowhide Cleanup glove	\$ 24.50	Witmer Public Safety

**MANUFACTURER'S DISCOUNTS FOR UNLISTED ITEMS
16-217-ITB (Amended)**

ITEM NO	Manufacturer	Discount	Vendor
Part 1 (One)			
PERSONAL PROTECTIVE EQUIPMENT			
1	Cairns	46%	Maryland Fire Equipment
2	Crewboss	20%	Municipal Emergency Services (MES)
3	Innotex	10%	Atlantic Emergency Services
4	FireDex	63% for PPE 43% for all other items	Heroes Supply
5	Morning Pride	51%	Municipal Emergency Services (MES)
6	Lion Apparel	42%	Witmer Public Safety NAFECO, Inc
Part 2 (Two)			
STATION GARMENTS			
1	5.11 Tactical Gear	45%	Municipal Emergency Services (MES)
2	Blauer	42%	Municipal Emergency Services (MES)
3	Blackhawk	15%	Municipal Emergency Services (MES)
4	Dickies	31%	Municipal Emergency Services (MES)
5	Drifire	0%	N/A
6	Fire Craft	20%	NAFECO
8	Fire Eagle	0%	N/A
9	GH Armor Systems	0%	N/A
10	Lion Apparel	35.50%	Municipal Emergency Services (MES)
11	Horace Small	48%	Municipal Emergency Services (MES)
12	Imsalliance	10%	Atlantic Emergency Services
13	Lakeland	26%	Municipal Emergency Services (MES)
14	Propper	28%	Municipal Emergency Services (MES)
15	Red Kap	40%	Municipal Emergency Services (MES)

**MANUFACTURER'S DISCOUNTS FOR UNLISTED ITEMS
16-217-ITB (Amended)**

ITEM NO	Manufacturer	Discount	Vendor
16	R&R Fabrication	24%	Municipal Emergency Services (MES)
17	Smith & Warren	40%	Municipal Emergency Services (MES)
18	Tier One Quality	0%	N/A
19	Workrite	21%	Municipal Emergency Services (MES)
RELATED EQUIPMENT			
1	Blackhawk	5%	Maryland Fire Equipment
2	Blackinton	10%	Maryland Fire Equipment
3	Boston Leather	5%	Maryland Fire Equipment
4	Drifire	0%	N/A
5	ESS	40%	Witmer Public Safety
6	GH Armor Systems	0%	N/A
8	Horace Small	30%	Maryland Fire Equipment
9	Imalliance	0%	N/A
10	Lowa	0%	N/A
11	Smith & Warren	30%	Maryland Fire Equipment
12	Tier - Quality Solutions	0%	N/A
13	Tru-Specs	40%	Witmer Public Safety
14	Uncle Mike's	32%	Witmer Public Safety
15	Reeves	12%	Witmer Public Safety
16	Wolfpack Gear	15%	Witmer Public Safety
17	LA Fire Gear	10%	Municipal Emergency Services (MES)
18	Steam Light	40%	Maryland Fire Equipment
19	Dragon Fire	20 % off of all items except Texan/ Texan is 10% off	Maryland Fire Equipment
20	Hexarmor	18%	Municipal Emergency Services (MES)
21	Honey Well	40%	Maryland Fire Equipment
22	Majestic	12 % off of Gloves Only & 15% off of Fire Apparel	Municipal Emergency Services (MES)

**MANUFACTURER'S DISCOUNTS FOR UNLISTED ITEMS
16-217-ITB (Amended)**

ITEM NO	Manufacturer	Discount	Vendor
23	Shelby	15%	Witmer Public Safety
24	Ringers	25%	Maryland Fire Equipment
25	Glove Crafters/Veridian Gloves	20%	Municipal Emergency Services (MES)
26	Superior Gloves	0%	N/A
Part 3 (Three)			
HELMET SPARE/REPLACEMENT PARTS			
21	Lion American Classic	50%	NAFECO
22	Cairns N6A Sam Houston Helmet	47%	Maryland Fire Equipment
23	Morning Pride Ben 2 Low Rider	45%	Blue Ridge Rescue Suppliers
24	Pacific R3 Kiwi Rescue Helmet	30%	Witmer Public Safety
25	Bullard Traditional Fire Helmet	42%	Witmer Public Safety
26	Phenix TL-2 Traditional Helmet	20%	Witmer Public Safety
27	Fire-Dex 1910 Deluxe Helmet	43%	Heroes Supply