

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

RENEWAL COVERPAGE

TO: BOUND TREE	DATE ISSUED:	MARCH 6, 2020
5000 TUTLE CROSSING BLVD	CONTRACT NO:	19-309-R
DUBLIN, OHIO 43016	CONTRACT TITLE:	EMERGENCY MEDICAL SUPPLIES

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

The contract documents consist of the terms and conditions of AGREEMENT No. 4400009563 including any attachments or amendments thereto.

**EFFECTIVE DATE:** MARCH 6, 2020  
**EXPIRES:** DECEMBER 27, 2021  
**RENEWALS:** THREE (3) ONE (1) YEAR RENEWAL OPTIONS OF CONTRACT  
**COMMODITY CODE(S):** 34532  
**LIVING WAGE:** N

**ATTACHMENTS:**  
RENEWAL COVER PAGE  
NOA COUNTY OF FAIRFAX, VIRGINIA, PRICE SHEET

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

**VENDOR CONTACT:** CHRISTOPHER FYFFE **VENDOR TEL. NO.:** (800) 533-0523

**EMAIL ADDRESS:** CHRISTOPHER.FYFFEE@BOUNDTREE.COM

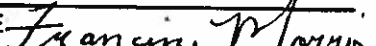
**COUNTY CONTACT:** NAME JOHNETTE HILL **COUNTY TEL. NO.:** (703) 228-4659

**COUNTY CONTACT EMAIL:** JHILL@ARLINGTONVA.US

**CONTRACT AUTHORIZATION**

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

PRINT: FRANCINE MORRIS

SIGNATURE: 

TITLE: PROCUREMENT OFFICER

DATE: 3/9/2020

BOUND TREE MEDICAL, LLC

PRINT: Rhiannon Greene

SIGNATURE: 

TITLE: Sr. VP Pricing

DATE: 3/6/2020



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date of Award:

DEC 27 2019

CONTRACT TITLE: First Aid Supplies  
SOLICITATION NUMBER: IFB 2000002832  
CONTRACT TYPE: Requirement Contract (RQ)  
CONTRACT NUMBER: See Below  
NIGP CODE: 34532  
CONTRACT PERIOD: One (1) Year from Date of Award  
RENEWALS: Four (4) One-Year Options  
SUPERSEDES CONTRACTS: 4400005124, 4400005125  
DELIVERY: Stock Items: 5 calendar days After Receipt of Order (ARO)  
Non-Stock Items: 10 calendar days ARO  
TERMS: Net 30 Days  
FOB: Destination  
PRICES: See Attached Pricing Schedule

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CONTRACTOR:  
Bound Tree Medical, LLC  
5000 Tuttle Crossing Blvd.  
Dublin, OH 43016

SUPPLIER CODE:  
1000011594

CONTRACT NUMBER:  
4400009563

Contract Contact: Christopher Fyffe  
Telephone: 800-533-0523 ext. 5374  
E-mail: [christopher.fyffe@boundtree.com](mailto:christopher.fyffe@boundtree.com)

Ordering Contact: Chris Bergeron, NREMT-P, BA  
Telephone: 804-651-3633  
E-mail: [chris.bergeron@boundtree.com](mailto:chris.bergeron@boundtree.com)

**AWARDED:** Line Items 1 through 24, and 26 through 51  
(Line 25 – No Award)

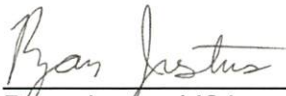
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Department of Procurement & Material Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
Phone 703-324-3201, TTY: 711, Fax: 703-324-3228

DPMM CONTACT: Guyler "Ryan" Justus, VCA, Contract Specialist I  
Telephone: (703) 324-2719  
Fax: (703) 324-3228  
E-mail: [guyler.justus@fairfaxcounty.gov](mailto:guyler.justus@fairfaxcounty.gov)

ORDERING INSTRUCTIONS:

Fairfax 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.



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Ryan Justus, VCA  
Contract Specialist I

DISTRIBUTION:

DOF – Accounts Payable/e  
FRD – Jason Stanley/e  
FRD – Bruce Webb/e

Contract Specialist – Ryan Justus  
ACS, Team 1 – Cynthia Parker  
Supplier Diversity – Chris McGough/e

PRICING SCHEDULE

ITEM NO.	MANUFACTURER	PERCENTAGE (%) DISCOUNT	AWARDED TO:
1.	3M Healthcare	50.4 %	<b>Bound Tree 4400009563</b>
2.	Abbott	60 %	
3.	ADI Medical	39.9 %	
4.	Allied HealthCare	42 %	
5.	American Diagnostic Corp.	52.5 %	
6.	Ansell	40 %	
7.	Briggs Healthcare	36.75 %	
8.	Cardiac Science	44.1 %	
9.	Cardinal Health	44.1 %	
10.	Care Fusion	42 %	
11.	ConMed	47.25 %	
12.	Conterra	47.25 %	
13.	Curaplex (Incl. Evalve Med and Tri-Anim Health Services)	46 %	
14.	Dukal Corp.	44.1 %	
15.	Dynarex Corp.	47.25 %	
16.	Ecolab	39.9 %	
17.	H&H Associates	36.75 %	
18.	Hartwell	35 %	
19.	Hawkpacks	21 %	
20.	Healthmark	21 %	
21.	Honeywell	21 %	
22.	Intersurgical Inc.	36.75 %	
23.	JT Posey	18.9 %	
24.	Laerdal	10.5 %	
25.	Lightning Storm	<b>NO AWARD</b>	
26.	Medical Device International	45.15 %	<b>Bound Tree 4400009563</b>
27.	Medline Industries	47.25 %	
28.	Medsource Int.	36.75 %	
29.	Medtronic (Incl. Covidien, Kendall, and Nellcor)	36.75 %	
30.	Meret Oxygen Products	26.25 %	
31.	Metrex	21 %	
32.	Morrison Medical	50.4 %	
33.	Mylan	36.75 %	

PRICING SCHEDULE

ITEM NO.	MANUFACTURER	PERCENTAGE (%) DISCOUNT	AWARDED TO:
34.	Nasco International	31.5 %	<b>Bound Tree 4400009563</b>
35.	NeoTech	42 %	
36.	North American Rescue	37 %	
37.	Owens and Minor	18.9 %	
38.	Parent Production	46 %	
39.	Pelican Products	44.1 %	
40.	Persys	29.4 %	
41.	Simulaid	21 %	
42.	Philips	35 %	
43.	Phillips	35 %	
44.	Propak	36.75 %	
45.	Safetec	26.25 %	
46.	Stat Packs	28 %	
47.	Sun Med	45.15 %	
48.	Teleflex (Incl. Pyng, Rusch, Tory, and Wolf)	45.15 %	
49.	UCAP IT (software excluded)	10 %	
50.	Welch Allyn	42 %	
51.	Westmed	44.1 %	

**Sample Listing of Local Public Bodies**

REFERENCE THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

<input type="checkbox"/>	Alexandria Public Schools, VA	<input type="checkbox"/>	Maryland-National Capital Park & Planning Commission
<input type="checkbox"/>	Alexandria Sanitation Authority	<input type="checkbox"/>	Maryland Department of Transportation
<input type="checkbox"/>	Alexandria, Virginia	<input type="checkbox"/>	Metropolitan Washington Airports Authority
<input type="checkbox"/>	Arlington County, Virginia	<input type="checkbox"/>	Metropolitan Washington Council of Governments
<input type="checkbox"/>	Arlington Public Schools, Virginia	<input type="checkbox"/>	Montgomery Community College
<input type="checkbox"/>	Bladensburg, Maryland	<input type="checkbox"/>	Montgomery County, Maryland
<input type="checkbox"/>	Bowie, Maryland	<input type="checkbox"/>	Montgomery County Public Schools, MD
<input type="checkbox"/>	Charles County Public Schools, MD	<input type="checkbox"/>	Northern Virginia Community College
<input type="checkbox"/>	College Park, Maryland	<input type="checkbox"/>	Omni Ride
<input type="checkbox"/>	Culpeper County, Virginia	<input type="checkbox"/>	Potomac & Rappahannock Trans. Commission
<input type="checkbox"/>	District of Columbia	<input type="checkbox"/>	Prince George's County, Maryland
<input type="checkbox"/>	District of Columbia Courts	<input type="checkbox"/>	Prince George's County Public Schools, MD
<input type="checkbox"/>	DC Water and Sewer Authority	<input type="checkbox"/>	Prince William County Public Schools, VA
<input type="checkbox"/>	District of Columbia Public Schools	<input type="checkbox"/>	Prince William County, Virginia
<input type="checkbox"/>	Fairfax County Water Authority	<input type="checkbox"/>	Prince William County Service Authority
<input type="checkbox"/>	Fairfax, Virginia (City)	<input type="checkbox"/>	Rockville, Maryland
<input type="checkbox"/>	Falls Church, Virginia	<input type="checkbox"/>	Spotsylvania County Schools, Virginia
<input type="checkbox"/>	Fauquier County, Virginia	<input type="checkbox"/>	Stafford County, Virginia
<input type="checkbox"/>	Fauquier County Schools, Virginia	<input type="checkbox"/>	Takoma Park, Maryland
<input type="checkbox"/>	Frederick City, Maryland	<input type="checkbox"/>	Upper Occoquan Sewage Authority
<input type="checkbox"/>	Frederick County Maryland	<input type="checkbox"/>	Vienna, Virginia
<input type="checkbox"/>	Gaithersburg, Maryland	<input type="checkbox"/>	Virginia Railway Express
<input type="checkbox"/>	Greenbelt, Maryland	<input type="checkbox"/>	Washington Metropolitan Area Transit Authority
<input type="checkbox"/>	Herndon, Virginia	<input type="checkbox"/>	Washington Suburban Sanitary Commission
<input type="checkbox"/>	Leesburg, Virginia	<input type="checkbox"/>	Winchester, Virginia
<input type="checkbox"/>	Loudoun County Sanitation Authority	<input type="checkbox"/>	Winchester Public Schools
<input type="checkbox"/>	Loudoun County, Public Schools, VA		
<input type="checkbox"/>	Loudoun County, Virginia		
<input type="checkbox"/>	Manassas, Virginia		
<input type="checkbox"/>	Manassas City Public Schools, Virginia		
<input type="checkbox"/>	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

Bound Tree Medical, LLC

Vendor Name

4400009563