



County of Fairfax, Virginia

NOTICE OF AWARD

Date: **NOV 1 2012**

CONTRACT TITLE: School Bus Bodies, Repair Parts & Service
CONTRACT NUMBER: See Below
RFX NUMBER: IFB2000000358
NIGP CODE: 06517
CONTRACT PERIOD: November 1, 2012 through October 31, 2014
RENEWALS: Three (3) One-Year Options 3rd Renewal: 11/1/2016 - 10/30/2017
SUPERSEDES: RQ09-996183-11A-F

SECONDARY SOURCE -Please note that Secondary source listed below shall be used only for urgent requests where the Primary source cannot meet your response requirement. Documentation from the Primary source stating they cannot meet the response requirement must be obtained prior to contacting the Secondary source.

<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NO:</u>
K. Neal International Trucks, Inc. 5000 Tuxedo Road Hyattsville, MD 207841	1000011786	4400003436
Contact: Jack Claunch Telephone: 1-800-K2KNEAL /301-772-4341 Fax: 301-772-8397 E-mail: jclaunch@knealinternational.com		

After Hours Emergency Contact Number: 301-503-6058

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

PRICING SCHEDULE

<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NO:</u>
Kingmor Supply, Inc. 3400 Cross Keys Road Harrisonburg, VA 22801	1000009611	4400003437
Contact: Mark H. King Telephone: 800-782-4474 / 800-784-4474 Fax: 540-433-0099 E-mail: mark@kingmoresupply.com		

After Hours Emergency Contact Number: 540-246-6613

<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NO:</u>
Parts & More, Inc. 75 Town & Country Rocky Mount, VA 24151	1000000202	4400003438
Contact: J. Todd Mabry Telephone: 800-581-4734 / 800-581-4735 Fax: 540-484-4988 E-mail: busparts4u@gmail.com		

After Hours Emergency Contact Number: 540-483-8871

<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NO:</u>
Sonny Merryman Inc. P.O. Box 495 Rustburg, VA 24588	1000012911	4400003439
Contact: Gerald Layne Telephone: 800-533-1006 / 434-821-1000 ext.318 FAX: 434-821-2621 E-mail: Gerald@sonnymerryman.com		

After Hours Emergency Contact Number: 703-331-5516

PRICING SCHEDULE

TERMS: 4400003436 - Net 30
4400003437 - Net 30
4400003438 - Net 30
4400003439 - 1% 15 Net 30 Days

FOB: Destination

DELIVERY: Three (3) Days ARO (after receipt of order)

PRICES: See Attached Pricing Schedule

DPSM CONTACT: Theresa Carter, Contract Specialist I
Telephone: (703) 324-3282
Fax: (703) 324-3228
E-mail: Theresa.carter@fairfaxcounty.gov

ORDERING INSTRUCTIONS:

Any county department 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 DPSM and a purchase order will be executed.



Theresa L. Carter
Contract Specialist I

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e
DVS – Howard Frame/e
Contract Specialist – T. Carter
ACS, Team 1 – J. Waysome-Tomlin

PRICING SCHEDULE

PART I: OEM MANUFACTURERS

Item No.	Item Description	Percentage Discount / Cost Mark up	Contractor (s)
1.	Amtran/IC Bus	(-) 42% Retail	PRIMARY - K. Neal International
		(+) 15 % Cost	<u>Secondary -</u> Kingmor Supply, Inc.
2.	Arrow Safety Device Company	(-) 30% Retail	Parts & More, Inc.
3.	Braun Lift	(-) 30% Retail	Kingmor Supply, Inc.
4.	Bus Boy Mirrors	(+) 18% Cost	Parts & More, Inc.
5.	Ricon Lift	(-) 20% Retail	Kingmor Supply, Inc.
6.	Rosco Mirrors	(-) 26% Retail	Parts & More, Inc.
7.	Sound-Off Signal	(-) 40% Retail	Kingmor Supply, Inc.
8.	Specialty Manufacturing	(+) 15% Cost	Kingmor Supply, Inc.
9.	Sure-Lock	(-) 30% Retail	Kingmor Supply, Inc.
10.	Thomas Built Buses	(-) 35% Retail	Sonny Merryman Inc.
11.	Weldon Inc.	(-) 34% Retail	Parts & More, Inc.

PRICING SCHEDULE

Part II: Miscellaneous Aftermarket School Bus Parts:

Item No.	Fairfax County Part Number	Manufacturer	MFG. Part Number	Description	Bidders Part Number	Unit Price	Contractor(s)
12	89-CP20BB	Groco	CP20BB	Pump, Heater	CP20BB	\$135.00	Primary - Parts & More
					CP20BB	\$128.25	Secondary - Kingmor Supply
13	89-3010	Bosch	0 332 209 161	Relay w/ tab	3010	\$6.40	Primary - Parts & More
					SMC3010	\$7.11	Secondary - Kingmor Supply
14	89-219R	Arrow Safety	219-00-020	Reflector, Red	219R	\$3.50	Primary - Parts & More
					219R	\$3.92	Secondary - Kingmor Supply
15	89-219A	Arrow Safety	219-00-010	Reflector, Amber	219A	\$3.50	Primary - Parts & More
					219A	\$3.92	Secondary - Kingmor Supply
16	89-SW1	Rosco	SW-1	Switch, Mirror	5W1	\$36.00	Primary - Parts & More
					ZRSW-1	\$47.35	Secondary - Kingmor Supply
17	89-45LN	Arrow Safety	20084-3	Lens, Clear	96-20084-3	\$1.50	Primary - Parts & More
					20084-3	\$1.57	Secondary - Kingmor Supply
18	89-2127736	Bosch	0 332 204 161	Relay w/o tab	3010	\$6.40	Primary - Parts & More
					3607384C1	\$5.47	Secondary - Kingmor Supply

PRICING SCHEDULE

Item No.	Fairfax County Part Number	Manufacturer	MFG. Part Number	Description	Bidders Part Number	Unit Price	Contractor(s)
19	56-5214940	Thomas	65004330	Blade, Wiper	5214940	\$12.10	Primary - Parts & More
					5214940	\$13.79	Secondary - Kingmor Supply
20	89-1520011	Aeroflash	152-0011	Power Pack	152-0011	\$75.00	Primary - Parts & More
					152-0011	\$77.09	Secondary - Kingmor Supply
21	89-1175-028-6118	Specialty Mfg.	1175-028-6118	Hatch, Roof, Keylock	1175-028-6118	\$359.00	Primary - Parts & More
					T1175-028-6118	\$345.32	Secondary - Kingmor Supply
22	89-M65002759	Thomas	65002759	Microphone (5 pin)	TBB120338	\$26.00	Primary - Parts & More
					REI-480271	\$56.64	Secondary - Kingmor Supply
23	89-CRC3056	Custom Radio Corporation	CRC-3056	Horn, PA	89-CRC3056	\$39.00	Primary - Parts & More
					CRC-3056	\$37.64	Secondary - Kingmor Supply
24	89-11201	Weldon	1010-1126-10	Stop, Turn Light	1010-1126-10	\$19.00	Primary - Parts & More
					433246001	\$14.50	Secondary - Kingmor Supply
25	89-10031	Weldon	1003-0000-01	Lens, Red	10105LR	\$7.25	Primary - Parts & More
					952820300	\$11.28	Secondary - Kingmor Supply
26	89-439197001	Radio Engineering Inc.	210000	Antenna	210000	\$19.00	Primary - Parts & More
					REI-210000	\$17.10	Secondary - Kingmor Supply

PRICING SCHEDULE

Item No.	Fairfax County Part Number	Manufacturer	MFG. Part Number	Description	Bidders Part Number	Unit Price	Contractor(s)
27	89-0651844	Bergstrom	2499021	Valve, Heater	PM1844	\$31.00	Primary - Parts & More
					426827001	\$53.82	Secondary - Kingmor Supply
28	89-RVT2W	Child-Chek	RVT2W	Switch	RVT2W	\$84.00	Primary - Parts & More
					RVT2W	\$78.33	Secondary - Kingmor Supply
29	89-7000	Weldon	7000-0000-01	Flasher	7000	\$63.00	Primary - Parts & More
					7000	\$64.37	Secondary - Kingmor Supply
30	89-S7707	White-Rogers	124 0211	Solenoid	124-105211	\$23.00	Primary - Parts & More
					ESX-3	\$20.91	Secondary - Kingmor Supply
31	89-10042	Weldon	1004-0000-20	Lens, Amber	1020AL	\$7.00	Primary - Parts & More
					92819100	\$10.76	Secondary - Kingmor Supply
32	89-10041	Weldon	1004-0000-10	Lens, Red	1020RL	\$7.00	Primary - Parts & More
					92819000	\$10.74	Secondary - Kingmor Supply
33	89-85660380	Thomas	85660380	Filter, Heater	85660380		NO AWARD
34	89-3365H	Rosco	3365H	Mirror, Heated	3365H	43.00	Primary - Parts & More
					ZR3365H	\$43.91	Secondary - Kingmor Supply
35	89-431538001	Amtran	431538001	Kit, Wiper Arm, Nut	431538001	\$145.90	Primary - Parts & More
					431538001	\$15.88	Secondary - Kingmor Supply

PRICING SCHEDULE

Item No.	Fairfax County Part Number	Manufacturer	MFG. Part Number	Description	Bidders Part Number	Unit Price	Contractor(s)
36	89-220040	Radio Engineering Inc.	220040	Speaker, 4"	220040	\$7.00	Primary - Parts & More
					REI-220040	\$6.03	Secondary - Kingmor Supply

Part III: Labor Rates:

Item No.	Description	Labor Rate	Contractor (s)
37	Labor per hour for Contractor to provide services	\$95.00	K. Neal International For Amtran Buses
		\$115.00	Kingmor Supply, Inc. For Amtran Buses
		\$105.00	Sonny Merryman Inc. For Thomas & Star Tran Buses

Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 23 OF 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:

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

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

K. Neal International

Vendor Name

TRUCKS, INC.

Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 23 OF 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:

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

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Kingmor Supply, Inc.

Vendor Name

Sample Listing of Local Public Bodies

4400003438

REFERENCE PARAGRAPH 23 OF 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:

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

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Parts : More, Inc.

Vendor Name

Sample Listing of Local Public Bodies

4400003439

REFERENCE PARAGRAPH 23 OF 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:

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

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SONNY MERRYMAN, INC

Vendor Name