



County of Fairfax, Virginia

NOTICE OF AWARD

FEB 05 2016

REVISED NOTICE OF AWARD

CONTRACT TITLE: Ground Maintenance Equipment, Parts and Repair Services
SOLICITATION NUMBER: IFB2000000445
CONTRACT NUMBER: See Attached
COMMODITY CODE: 93446
CONTRACT PERIOD: April 16, 2013 through December 31, 2018
RENEWALS: None
PREVIOUS CONTRACT: RQ07-910459-21
TERMS: See Attached
FOB: Destination
PRICES: See Attached Pricing Schedule
DPSM CONTACT: Viola Laird, CPPB, Contract Specialist
Telephone: 703-324-3212
E-Mail: viola.laird@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.

Viola Laird, CPPB
Contract Specialist I

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e
Park Authority – Purchasing – Thuy Ha/e

Contract Specialist – Viola Laird
Assistant Contract Specialist, Team 2

CONTRACTOR:

SUPPLIER CODE:

CONTRACT NUMBER:

BMR
dba / Lawn and Power Equipment
8325 Snouffer School Road
Gaithersburg, MD 20879

1000011776

4400003745

Contact: Jim Nolan, General Manager
Telephone: 301-963-5296
Fax: 301-963-1020
E-mail: lawnandpower@aol.com
Terms: **Net 30 Days**

Browning Equipment, Inc.
800 E. Main Street
Purcellville, VA 20132

1000009325

4400003746

Contact: Dale Weldon
Telephone: (540) 338-7123 ext. 111
Fax: (540) 338-5835
Email: dweldon@browningequipment.com
sales@browningequipment.com
Terms: **Net 30 Days**

Byrd Tractor, Inc.
7274 Centreville Road
Manassas, VA 20111

1000009165

4400003747

Contact: Wayne R. Byrd, President
Telephone: (703) 361-2135 or (703) 437-6300
Fax: (703) 361-4804
Email: info@byrdtractorinc.com
Terms: **Net 30 Days**

Deere and Company
2000 John Deere Run
Cary, NC 27513

1000007838

4400003748

Contact: Becki Shadmani
Telephone: (800) 358-5010
Fax: (309) 749-2313
Email: gnsbids@johndeere.com
Terms: **Net 30 Days**

Gardiner Outdoor Products Corp
11740 Vernon Road
Waldorf, Maryland 20601

1000008304

4400003749

Contact: E Neal Gardiner, Vice President, Marketing
Telephone: (301) 893-5775
Fax: (301) 870-5754
Email: sales@gopc.us
Terms: **Net 30 Days**

Revised Notice of Award
Page 3

CONTRACTOR:

Kohler Equipment, Inc.
25350 Pleasant Valley Road, Suite 180
Chantilly, Virginia 20152

SUPPLIER CODE:

1000008335

CONTRACT NUMBER:

4400003750

Contact: Gary C. Kohler
Telephone: (703) 327-6911
Fax: (703) 327-0901
Email: dave@kohlerequipment.com
Terms: **Net 30 Days**

Turf Equipment & Supply Co., Inc.
8015 Dorsey Run Road
Jessup, MD 20794

1000001177

4400003751

Contact: Kevin Monaco
Telephone: (800) 827-3711
Fax: (866) 243-0280
Email: bids@turf-equipment.com
Terms: **10 Days 1% Net 30**

Winchester Equipment Co.
dba / Bobcat of Virginia
13125 Arto Street
Bristow, VA 20136

1000011908

4400003752

Contact: Michael Reeves, Sales Manager
Telephone: (703) 754-3300
Fax: (703) 754-4400
Email: mreeves@bobcatofvirginia.com
Terms: **Net 30 Days**

PART 1: Grounds Maintenance Equipment

ITEM NO.	BRAND NAME	EQUIPMENT % Discount	PARTS % Discount	EQUIPMENT Delivery/ARO	PARTS Delivery/ARO	Labor Rate Vendor Shop	Labor Rate County Site
B.M.R., Inc. t/a Lawn & Power Equipment							
76, 77, 78	Scag	21%	17%	5 Days	3-5 Days	\$75.00	\$80.00
Browning Equipment, Inc.							
85, 86, 87	Shindawa	22%	15%	40 Days	14 Days	\$70.00	\$75.00
Byrd Tractor, Inc.							
4, 5, 6	Agrimetal	5%	0%	30 Days	5 Days	\$55.00	\$65.00
43, 44, 45	Landpride	22%	15%	30 Days	5 Days	\$55.00	\$65.00
46, 47, 48	Kubota	20%	15%	30 Days	5 Days	\$55.00	\$65.00
Deere and Company							
40	John Deere Golf	22%	0%	30-60 Days	N/A	No Bid	No Bid
Gardiner Outdoor Products							
34, 35, 36	John Deere Commercial	20%	20%	45 Days	15 Days	\$60.00	No Bid
Kohler Equipment, Inc.							
22, 23, 24	Echo	27%	17%	5 Days	4 Days	\$60.00	
61, 62, 63	Ryan	26%	20%	4 Days	4 Days	\$40.00	\$40.00
79, 80, 81	Stihl	23%	23%	4 Days	4 Days	\$60.00	No Bid
Turf Equipment & Supply Co.							
1, 2, 3	Aera-Vator	5%	5%	30 Days	10 Days	\$97.00	\$115.00
49, 50, 51	Lely	5%	5%	30 Days	10 Days	\$97.00	\$115.00
55, 56, 57	Rahn	5%	5%	30 Days	10 Days	\$97.00	\$115.00
67, 68, 69	Toro	21%	5%	30 Days	10 Days	\$97.00	\$115.00
Winchester Equipment Co.							
10, 11, 12	Bobcat	29%	10%	30-45 Days	1-3 Days	\$82.00	\$92.00

PART 2: OTHER BRANDS - List the percentage discount of other equipment and parts carried by your Company, but not listed in Part 1.

ITEM NO.	BRAND NAME	Equipment % Discount	Parts % Discount
B.M.R., INC. t/a LAWN & POWER EQUIPMENT			
88.	Exmark Commercial Mowers and Lawn care Products	30%	16%
89.	Honda Lawn Equipment and Engines	15%	20%
90.	Kawasaki Hand Held Equipment and Engines	18%	18%
91.	Meyer Snow Products	18%	15%
92.	Bear Cat Clippers by Echo	10%	6%
93.	Billy Goat	21%	10%
94.	Brown Lawn Equipment	5%	5%
95.	Little Wonder	20%	8%
96.	Power Trim	15%	5%
97.	Blue Bird	20%	10%
BROWNING EQUIPMENT, INC.			
88.	Woods	20%	15%
89.	Exmark	28.20%	15%
90.	Honda	15%	15%
91.	Troy Built	10%	15%
92.	Cub Cadet	10%	15%
DEERE and COMPANY			
88.	John Deere- Agriculture	18%	No Bid
90.	John Deere- Lawn and Garden	18%	No Bid
91.	John Deere- Golf & Turf	22%	No Bid
92.	John Deere- Frontier Products	18%	No Bid
KOHLER EQUIPMENT, INC.			
88.	Exmark	16%	16%
89.	Boss	16%	18%
90.	Honda	18%	12%
91.	Snow Ex	22%	22%
92.	Fisher	18%	18%
93.	Airflo		
TURF EQUIPMENT & SUPPLY CO., INC.			
88.	Turfline	5%	5%
89.	Sweep-N-Fill	5%	5%
90.	Toro Landscape Contractor Equipment	30% and 15%	No Bid

PART 3: PERCENTAGE % DISCOUNT FOR EQUIPMENT ATTACHMENTS

ITEM NO.	DESCRIPTION	Attachment % Discount
94.	Equipment Attachments (% discount)	
BMR dba LAWN AND POWER EQUIPMENT		
	undefined	10%
BYRD TRACTOR INC.		
	Kubota	12%
BROWNING EQUIPMENT INC.		
	Exmark	13%
	Shindawa	5 %
DEERE and COMPANY		
	John Deere-Agriculture	18%
	John Deere-Commercial	13%
	John Deere-Golf & Turf	22%
	John Deere-Lawn & Garden	18%
	Frontier Products	18%
WINCHESTER EQUIPMENT dba BOBCAT OF N. VIRGINIA		
	Bobcat	12%

Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 24 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:

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

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

BOZAR OF N. VIRGINIA
Vendor Name

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

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B.M.R Fax T/A
hawn and Power Equipment
Vendor Name

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✓	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
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✓	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
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✓	Loudoun County, Public Schools, VA		
✓	Loudoun County, Virginia		
✓	Manassas, Virginia		
✓	Manassas City Public Schools, Virginia		
✓	Manassas Park, Virginia		

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Browning Equipment
Vendor Name

Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 24 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		Maryland-National Capital Park & Planning Commission
X	Alexandria Sanitation Authority		Maryland Department of Transportation
X	Alexandria, Virginia	X	Metropolitan Washington Airports Authority
X	Arlington County, Virginia		Metropolitan Washington Council of Governments
X	Arlington Public Schools, Virginia		Montgomery Community College
	Bladensburg, Maryland		Montgomery County, Maryland
	Bowie, Maryland		Montgomery County Public Schools, MD
	Charles County Public Schools, MD	X	Northern Virginia Community College
	College Park, Maryland		Omni Ride
	Culpeper County, Virginia		Potomac & Rappahannock Trans. Commission
X	District of Columbia		Prince George's County, Maryland
X	District of Columbia Courts		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)		Rockville, Maryland
X	Falls Church, Virginia		Spotsylvania County Schools, Virginia
X	Fauquier County, Virginia	X	Stafford County, Virginia
X	Fauquier County Schools, Virginia		Takoma Park, Maryland
	Frederick City, Maryland	X	Upper Occoquan Sewage Authority
	Frederick County Maryland	X	Vienna, Virginia
	Gaithersburg, Maryland	X	Virginia Railway Express
	Greenbelt, Maryland	X	Washington Metropolitan Area Transit Authority
X	Herndon, Virginia	X	Washington Suburban Sanitary Commission
X	Leesburg, Virginia		Winchester, Virginia
X	Loudoun County Sanitation Authority		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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Byrd Transit Inc.
Vendor Name

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✓	Bowie, Maryland	✓	Montgomery County Public Schools, MD
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✓	College Park, Maryland	✓	Omni Ride
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Deere & Company
Vendor Name

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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	Hemdon, 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	Other
X	Loudoun County, Virginia		
X	Manassas, Virginia		
X	Manassas City Public Schools, Virginia		
X	Manassas Park, Virginia		

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Turf Equipment and Supply Company
Vendor Name

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	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
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	District of Columbia Public Schools		Prince William County, Virginia
	Fairfax County Water Authority		Prince William County Service Authority
	Fairfax, Virginia (City)		Rockville, Maryland
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	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		Jefferson Co. WV
	Loudoun County, Virginia		Berkeley Co. WV
	Manassas, Virginia		Town of Ranson
	Manassas City Public Schools, Virginia		City of Charles Town
	Manassas Park, Virginia		CLARKE Co. VA
			FREDERICK Co. VA

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WINCHESTER EQUIPMENT
Vendor Name

* Delivery charges may be charged. This would be added in the Quates. To the Bodies on this list.