



County of Fairfax, Virginia

NOTICE OF AWARD

Date: **FEB 27 2015**

CONTRACT TITLE: FIRE APPARATUS & AMBULANCE OEM, PARTS & SERVICE
CONTRACT NUMBER(S): See Below
RFX NUMBER: IFB2000001355
NIGP CODES: 92812 (Service) 06074 (Parts)
CONTRACT PERIOD: Date of Award through November 30, 2018
RENEWALS: Two (2) One-Year Options
SUPERSEDES CONTRACT: 4400001279 – 4400001283

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

SUPPLIER CODE:
100007631

CONTRACT NO.:
4400005668

Contact: John Trotter
Telephone: 703-393-9911
Email: jtrotter@atlanticemergency.com

DELIVERY: PART I: STOCK - 1 DAY / NON-STOCK – 5-10 DAYS
PART III: STOCK - 1 DAY / NON-STOCK – 10 DAYS

CONTRACTOR:
Blue Ridge Rescue Suppliers, Inc.
1273 Colonial Fort Drive
Montvale, VA 24122

SUPPLIER CODE:
1000012112

CONTRACT NO.:
4400005669

Contact: David Rice
Telephone: 866-411-9745
Email: drice@brrs.net

DELIVERY: PART I: STOCK - 5 DAYS / NON-STOCK - 10 DAYS

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

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CONTRACTOR:
C W Williams
574 English Road
Rocky Mount, NC 27804

SUPPLIER CODE:
1000010558

CONTRACT NO:
4400005670

Contact: Michael Clark
Telephone: 252-977-3610
Email: Mike.cwilliams@verizon.com

DELIVERY: PART I & PART III: STOCK - 7 DAYS / NON-STOCK - 14 DAYS

CONTRACTOR:
Equipment Works, Inc.
P.O. Box 708
Newington, VA 22122

SUPPLIER CODE:
100000207

CONTRACT NO:
4400005691

Contact: Stephen Welch
Telephone: 703-550-2685
Fax: 703-550-2596
Email: equipmentworks@msn.com

DELIVERY: PART II: STOCK - 1 DAY / NON-STOCK - 3 DAYS

CONTRACTOR:
Laake Enterprises, Inc.
t/a FESCO Emergency Sales
7010 Troy Hill Drive
Elkridge, MD 21075

SUPPLIER CODE:
1000008705

CONTRACT NO:
4400005692

Contact: Peter Laake
Telephone: 410-379-5353
Fax: 410-379-0261
Email: plaakesr@fescosales.com

DELIVERY: PART I: STOCK - 5 DAYS / NON-STOCK: 15 DAYS
PART III: STOCK - 5 DAYS / NON-STOCK: 14 - 30 DAYS

CONTRACTOR:
Johnson Truck Center
5509 Wellington Road
Gainesville, VA 20155

SUPPLIER CODE:
1000011477

CONTRACT NO:
4400005693

Contact: Lee Burchett
Telephone: 703-753-7002
Email: lburchett@jounhsontruckcenter.com

DELIVERY: PART I: STOCK - 1 DAY / NON-STOCK - 3 DAYS

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CONTRACTOR:
Maryland Fire Equipment Corporation
12284 Wilkins Avenue
Rockville, MD 20852

SUPPLIER CODE:
100008295

CONTRACT NO:
4400005694

Contact: Scott Colvin
Telephone: 301-881-2713
Fax: 301-881-3477
Email: bids@marylandfire.com

DELIVERY: PART III: STOCK – 2-5 DAYS / NON-STOCK: 15-60 DAYS

CONTRACTOR:
MES, Inc.
4611 Assembly Drive
Lanham, MD 20706

SUPPLIER CODE:
1000012265

CONTRACT NO:
4400005695

Contact: William Dunn
Telephone: 301-577-7082
Email: billdunn@mesfire.com

DELIVERY: PART III: STOCK – 5-14 DAYS / NON-STOCK: 7-14 DAYS

CONTRACTOR:
NAFECO
1179 Hopson Road Suite #2
Ashland, VA 23005

SUPPLIER CODE:
1000012257

CONTRACT NO:
4400005696

Contact: Brian Marmaduke
Telephone: 804-752-0101
FAX: 804-752-5592
Email: brian.marmaduke@nafeco.com

DELIVERY: PART I: STOCK – 5 DAYS / NON-STOCK – 10 DAYS
PART III: STOCK 4-7 DAYS / NON-STOCK 7-14 DAYS

CONTRACTOR:
New Baltimore Garage
5340 Lee Highway
Warrenton, VA 20187

SUPPLIER CODE:
1000009256

CONTRACT NO:
4400005697

Contact: Roger Heflin
Telephone: 540-347-1993
Fax: 540-349-2349
Email: roger@newbaltimoreinternational.com

DELIVERY: PART I: STOCK - 1 DAY / NON- STOCK – 3 DAYS

TERMS: All Contractors Net 30 Days
FOB: Destination
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:

The Fairfax County Department of Vehicle Services 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:

Finance – Accounts Payable/e
DVS - Brian Talbot/e
DPSM, Supplier Diversity/e

Contract Specialist – Theresa Carter
ACS, Team 1 – J. Waysome-Tomlin

PRICING SCHEDULE

PART - I - Original Equipment Manufacturer (OEM) Parts

Item No.	Item Description	Percentage (%) Discount	Contractor(s)
1	American LaFrance	No Award	
2	Braun	No Award	
3	E-One	7%	Blue Ridge Rescue Supplies 4400005669
4	Freightliner	26%	Johnson Truck Center 4400005693
5	International	5%	New Baltimore Garage 4400005697
6	Hale	30%	NAFECO 4400005696
7	Horton	0%	FESCO Emergency Sales 4400005692
8	Mack	No Award	
9	Marion	0%	FESCO Emergency Sales 4400005692
10	Medic Master	No Award	
11	Medtec Ambulances	0%	Atlantic Emergency Solutions 4400005668
12	Pierce	0%	Atlantic Emergency Solutions 4400005668
13	PL Custom Ambulances	No Award	
14	Spartan	0%	FESCO Emergency Sales 4400005692
15	Waterous	24%	NAFECO 4400005696

PRICING SCHEDULE

PART- II – Original Equipment Manufacturer (OEM) Service

Item No.	Item Description	Percentage (%) Discount	Labor Rate Per Hour	Contractor(s)
16	American LaFrance	No Award		
17	Braun	No Award		
18	E-One	7%	\$80.00	Blue Ridge Rescue Supplies 4400005669
19	Freightliner	26%	\$101.00	Johnson Truck Center 4400005693
20	International	5%	\$135.00	New Baltimore Garage 4400005697
21	Hale	No Award		
22	Horton	0%	\$115.00	FESCO Emergency Sales 4400005692
23	Mack	No Award		
24	Marion	0%	\$115.00	FESCO Emergency Sales 4400005692
25	Medic Master	No Award		
26	Medtec Ambulances	0%	\$107.80	Atlantic Emergency Solutions 4400005668
27	Pierce	0%	\$107.80	Atlantic Emergency Solutions 4400005668
28	PL Custom Ambulances	No Award		
29	Spartan	0%	\$115.00	FESCO Emergency Sales 4400005692
30	Waterous	0%	\$107.80	Atlantic Emergency Solutions 4400005668

PRICING SCHEDULE

PART – III - Additional Misc. Parts

Item No.	Item Description	Percentage (%) Discount	Contractor(s)
31	Alco-Lite Ladders	20%	C. W. Williams 4400005670
32	Circle D	20%	MES, Inc. 4400005695
33	Class 1	25%	NAFECO 4400005696
34	Duo Safety Ladder	20%	MES, Inc. 4400005695
35	Flo-Da-Tank	40%	MES, Inc. 4400005695
36	Performance Advantage	20%	MES, Inc. 4400005695
37	Turtle Plastics	23%	MES, Inc. 4400005695
38	Zico	31%	NAFECO 4400005696
39	On Spot Snow Chains	15%	Equipment Works 4400005691
40	Trident Emergency Products	38%	NAFECO 4400005696
41	South Park Brass	33%	NAFECO 4400005696
42	Elkhart	32%	Maryland Fire Corporation 4400005694
43	Vetter	15%	Maryland Fire Corporation 4400005694
44	Tempest	35%	MES, Inc. 4400005695
45	Kussmaul	5%	MES, Inc. 4400005695
46	South Park Corp	35%	MES, Inc. 4400005695
47	Kochek Inc.	40%	MES, Inc. 4400005695
48	Fire Hooks Unlimited	15%	MES, Inc. 4400005695
49.	TFT	30%	C. W. Williams 4400005670