

STAFFORD *Virginia*

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County Administrator

September 19, 2013

Request for Proposal for Catalog Discounts for the Purchase and Delivery of Public Safety Vehicle Tools and Equipment for the County of Stafford were opened on Wednesday, September 18, 2013 at 3:00 P.M. The following vendors responded:

Atlantic Communications, Inc.
4811 Market Drive
Newport News, VA 23607
800-407-8498
Chuck Blount, President

Atlantic Emergency Solutions, Inc.
12351 Randolph Ridge Lane
Manassas, VA 20109
800-442-9700 ext. 441
John Ryan, Controller

B & B Enterprises, Inc.
4120 E. Winslow Ave
Phoenix, AZ 85040
(602) 414-9973
Denise Toussaint, Sales Manager

C. W. Williams Company
574 English Road
Rocky Mount, NC 27804
(703) 987-8449
Michael Clark, VA Fire Equip. Spec.

East Coast Emergency Vehicles
403 Davis Street
Virginia Beach, VA 23462
(757) 650-3260
Rick Allen, General Manager

Government MLO Supplies USA, Inc.
4836 Bradley Blvd.
Chevy Chase, MD 20815
(571) 285-6834
Zak Elyasi, CEO

Municipal Emergency Services
(MES)
648 Independence Pkwy, Suite 200
Chesapeake, VA 23320
(540) 379-4909
Jack W. Richards, VA Sales Rep.

NAFECO
11179 Hopson Road, Suite #2
Ashland, VA 23005
(804) 752-0101
Brian Marmaduke, Northern VA Sales



Priority Install, LLC
8340-C Beechcraft Avenue
Gaithersburg, MD 20879
(301) 987-2046
Jeff Westley, President

The Public Safety Store, LLC
PO Box 12266
Lexington, KY 40582-2266
(606) 434-7980
Sean Lawson, Owner

RDS Communications
P.O. Box 6581
Fredericksburg, VA 22403-6581
(540) 379-5853
Dale K. Scott, Owner

**Response to RFP #918133
Public Safety Vehicle Tools and Equipment**

STAFFORD COUNTY PRICING

Atlantic Communications, Inc.

Code 3

General Catalog Items – 37% off published list

Special Discount Pricing – per Contractor's response (attached)

Jotto Desk

Computer Mount Parts – 22% off published list

Console and Faceplate Parts – 33% off published list

Patriot Product Parts – 33% off published list

STAFFORD COUNTY PRICING

C.W. Williams	Product	% off list price
	Code 3	30.0%
	Federal Signal	35.0%
	Whelen	28.0%
	Akron Brass	35.0%
	Alco Lite	25.0%
	Cutter's Edge	10.0%
	Elkhart	35.0%
	Fire Hooks Unlimited	15.0%
	Fire Research	25.0%
	Fol-Da-Tank	25.0%
	Husky	35.0%
	Kochek	35.0%
	PMI	15.0%
	Snaptite Hose	45.0%
	Streamlight	35.0%
	Super Vac	25.0%
	Task Force Tips	40.0%
	Tempest	25.0%
	Ziamatic	25.0%

**Response to RFP #918133
Public Safety Vehicle Tools and Equipment**

STAFFORD COUNTY PRICING

East Coast Emergency Vehicles

Whelen

General Catalog Items – 46.1% off published price list

Proguard

General Catalog Items – 25.1% off published price list

Havis

General Catalog Items – 30.1% off published price list

**Response to RFP #918133
Public Safety Vehicle Tools and Equipment**

STAFFORD COUNTY PRICING

NAFECO	Product	% off list price
	Code 3	36%
	Federal Signal	31%
	Havis Shield	27%
	Whelen	31%
	Able 2/Show me	48%
	Action Couplings	40%
	Ajax Rescue Tools	21%
	Akron Brass	44%
	Amerex Extinguishers	60%
	CMC Rescue	20%
	Dri-Dek	25%
	Euramco/ Ram Fan	23%
	Fire Hooks Unlimited	20%
	Fire Research	30%
	Fol-Da-Tank	32%
	Gemtor	20%
	Harrington	43%
	Husky	32%
	Jotto Desk	20%
	Kochek	52%
	Mercedes Textiles	18%
	NRS	41%
	Nupla	46%
	PAC	15%
	Paratech	12%
	Petzl	31%
	PMI	31%
	POK	30%
	Rescue 42	20%
	Rescue Technologies	10%
	RIT Solutions	13%
	Sterling Rope	31%
	Streamlight	46%
	Superior/Flamefighter	46%
	Super Vac	32%
	Team Equipment	15%
	Tele-Light	20%
	Tempest	29%
	TNT Tools	5%
	Turtle Plastic	20%
	Ziamatic	32%

Response to RFP #918133
Public Safety Vehicles Tools and Equipment
STAFFORD COUNTY PRICING

Priority Install, LLC

Whelen

General Catalog Items – 35% off published price list

Proguard

General Catalog Items – 30% off published price list

Code 3

General Catalog Items – 40% off published price list

Havis

General Catalog Items – 35% off published price list

**Response to RFP #918133
Public Safety Vehicle Tools and Equipment
STAFFORD COUNTY PRICING**

The Public Safety Store, LLC

Soundoff Signal Lighting

General Catalog Items – 51% off published price list

Carson Sirens

General Catalog Items – 51% off published price list

Santa Cruz Gunlocks

General Catalog Items – 30% off published price list

Troy Products and Consoles

General Catalog Items – 30% off published price list

Leatherhead Tools

General Catalog Items – 40% off published price list

**Response to RFP #918133
Public Safety Vehicle Tools and Equipment**

STAFFORD COUNTY PRICING

RDS Communications

Havis Inc.

General Catalog Items – 30% off published price list

Progard Products

General Catalog Items – 25% off published price list

Setina Manufacturing

General Catalog Items – 20% off published price list

Whelen Engineering

General Catalog Items – 35% off published price list

Rockland Custom Cabinets -

Custom pricing upon request