

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

**PROCUREMENT DIVISION**

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: (540) 422-8354

Fax: (540) 422-8355

**NOTICE OF CONTRACT RENEWAL**

1. DATE: October 31, 2023
2. COMMODITY NAME: Turn-Out Gear for DFREM
3. CONTRACT NUMBER: 15-24mrc
4. CONTRACT PERIOD: Date of Award through June 30, 2024
5. RENEWAL OPTIONS: Five (5) one-year renewals
7. CONTRACTOR: Municipal Emergency Services, Inc.  
P.O. Box 856892  
FC VN: 652799 Minneapolis, MN  
PH 703-217-4938  
E-mail: rbeer@mesfire.com
8. TERMS: Net 30 days
9. DELIVERY: See Attached; F.O.B. FCG&PS Sites
10. FOR FURTHER INFORMATION CONTACT: Megan Roberts  
Procurement Officer III  
[megan.roberts@fauquiercounty.gov](mailto:megan.roberts@fauquiercounty.gov)  
PH (540) 422-8348

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodities listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

## INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, item description and price per each, total dollar amount, contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
  - Quote # EE23028VAFAUQ should appear on all orders.
3. Inspection on delivery and approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.
5. Renewals: There are five (5) renewals remaining on this contract.
6. Price Adjustments: Changes to the firm, fixed prices as stated herein will be negotiated only at the time of renewal. All price increases must be approved by the contract administrator. Contract users will be sent notification of contract change from the Procurement office as official notification of such changes, if approved.
7. See pricing attached.

**FB NO. 22-022-3220-SB-R - Attachment A - Pricing Sheet**

<b>Category/Brand</b>	
<b>Category A: Uniforms, Clothing and Footwear</b>	<b>Blue Ridge Rescue Suppliers</b>
<b>Category B: Personal Protective Equipment (PPE)</b>	<b>Blue Ridge Rescue Suppliers</b>
Honeywell	35%
Morning Pride	35%

FAUQUIER COUNTY PRICING and DISCOUNT

Stafford County Contract Number: IFB No 22-022-3220-SB

Fauquier County Quote Number: EE23028VAFAUQ

Spec	Description	LIST	35% off LIST
VAFUQ00116	LTO-62IG Tails Coat Gold	\$3,098.21	\$2013.84
VAFUQ00117	LTO-62IG Pants Gold	\$2,040.83	\$1,326.54
VAFUQ00118	LTO-56IG Coat Tails Natural	\$2,679.47	\$1,742.65

# Honeywell First Responder Products

## Quoting Specification Quote

2023 Price

<b>Expires</b>	6/30/2023	<b>Fire Dept.</b>	Fauquier County Fire & Emergency
<b>Freight</b>	Will be your responsibility		VAFUQ
<b>Delivery</b>	On Partner Port	<b>Dealer</b>	Blue Ridge Rescue Suppliers Inc.
			BLUERI

**Specid** VAFUQ00116                      **Spec Date** 01/26/2023                      **Quote #** EE23028VAFUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

	<b>LTO-62IG Tail Gold</b>	<u><b>Price</b></u>
REFRESH	**REENGINEERED**	0.00
REV1	*** Revision 1 ***	0.00
LTOTOS62D	LTO Tail Outer Shell -7 osy PBI Max PF Zero Gold	1,257.86
LTOTTLI	LTO Tail Thermal Liner -7.1 osy Synergy II 2 Layer	457.73
LTOTMBG	LTO Tail Moisture Barrier -5.5 osy Stedair 4000	422.01
IPLC	(O20) Std -Inspection Port Liner	0.00
LNDC	Std-Liner detachable	0.00
LNSETTE	Std -SET Thermal Enhancement	0.00
PKTLSTD	Std -Liner Label Pocket	0.00
SATUPST-62D	(O01) Std -Take Up Straps - 2 Postman	0.00
TR-DSS	Std -Trim Double-Stitched	0.00
RS-RRSAC	(R01) Std-Articulating Rapid Rescue Strap	0.00
TRC304M-TO	Trim -(4) NEW YORK -orange 2-tone Scotchlite (3")	211.51
LTBACK-62D	Back Patch - PBI Max - Gold < FAUQUIER COUNTY >	36.50
LT2S14-SO	14 -2" sewn letters -orange Scotchlite	82.18
LTHEMS-62D	Hem Patch w/Snaps - PBI Max -Gold - FF LAST NAME (1st INITIAL when specified) - Avg. 7 letters	119.02
LT2S07-SO	7 -2" sewn letters -orange Scotchlite	41.11
CLZV2-62D	(E10) 2" Velcro/Zipper Coat Closure	17.15
CCLTO-62D	(Q02) LTO Comfort Chinstrap	22.10
CCLTO-NF	No Fold Chinstrap	8.14
CCBLK	Black Knit Material on Comfort Chinstrap	7.21
LNDAPC	(O50) Dead Air Panels	0.00

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

# Honeywell First Responder Products Clothing Specification Quote

2023 Price

Expires	6/30/2023	Fire Dept.	Fauquier County Fire & Emergency VAFAUQ
Freight	Will be your responsibility	Dealer	Blue Ridge Rescue Suppliers Inc. BLUERI
Delivery	On Partner Port		

Specid VFAUQ00116

Spec Date 01/26/2023

Quote # EE23028VAFAUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

		<u>Price</u>
	<b>LTO-62IG Tail Gold</b>	
CFCC-ARB	Coat Cuffs - Arashield - Black	33.65
PKHBLN-62D	Half Hi Bellows Pockets - PBI Max - Gold -- 6 x 9 x 1.5	155.72
PKGF-ARB	E Z Grip Flaps - Arashield - Black	16.68
PKRCF-KV	Lined with Kevlar	39.35
PKMT-62D	Mic Tab - PBI Max - Gold -- left chest -- 0.5 x 2.5	17.04
PKRCPTVS-62D	Large Hook on a Patch w/Velcro Strap - PBI Max - Gold -- right chest	53.00
PKRD-62D	Radio Pocket - PBI Max - Gold -- left chest -- 8 x 3 x 2	68.41
PKRD-FNL	Notch Flap -Left	5.07
HWCS2-NMX	(S09) - 2 additional snap tabs, one on each side seam	14.22
WWSTLNH-BLK	(W50) Sub Wristlets -Long Hybrid with tabs -Nomex - black	12.55
<b>Total List Price of Spec</b>		<b>3,098.21</b>

**\*\*COATS TO BE NO SHORTER THAN 29/35\*\***

**\*\*24 FRONT LENGTH & LONGER**

**Spec Limitation:**

**\*\*Half Hi Bellows Pockets - 6 x 9 x 1.5 - with radio pocket in chest position - will not fit on 23 front length & shorter - A SPEC MUST BE CREATED PRIOR TO SUBMITTING AN ORDER**

**Optional Items:**

~~These prices are in addition to the discounted total above.~~  
This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

**Honeywell First Responder Products**  
**Quoting Specification Quote**

2023 Price

---

<b>Expires</b>	6/30/2023	<b>Fire Dept.</b>	Fauquier County Fire & Emergency VAFAUQ
<b>Freight</b>	Will be your responsibility	<b>Dealer</b>	Blue Ridge Rescue Suppliers Inc. BLUERI
<b>Delivery</b>	On Partner Port		

**Specid** VAFAUQ00116

**Spec Date** 01/26/2023

**Quote #** EE23028VAFAUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

---

**LTO-62IG Tail Gold**

**Price**

---

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

# Honeywell First Responder Products

## Quoting Specification Quote

2023 Price

<b>Expires</b> 6/30/2023	<b>Fire Dept.</b> Fauquier County Fire & Emergency
<b>Freight</b> Will be your responsibility	VAFUAQ
<b>Delivery</b> On Partner Port	<b>Dealer</b> Blue Ridge Rescue Suppliers Inc.
	BLUERI

**Specid** VAFUAQ00117                      **Spec Date** 01/26/2023                      **Quote #** EE23028VAFUAQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

	<b>LTO-62IG Pants Gold</b>	<u>Price</u>
REFRESH	**REENGINEERED**	0.00
REV1	*** Revision 1 ***	0.00
LTOPOS62D	LTO Pant Outer Shell -7 osy PBI Max - Gold	702.08
LTOPTLI	LTO Pant Thermal Liner -7.1 osy Synergy II 2 Layer	317.67
LTOPMBG	LTO Pant Moisture Barrier -5.5 osy Stedair 4000	311.94
CLNFV2-62D	(J02) STD Narrow Fly -2" Velcro w/ Hook & Dee	0.00
CL-FZ	(S16) Fly -Zipper	25.53
IPLP	(O21) Std -Inspection Port Liner	0.00
LNDP	Std -Liner Detachable	0.00
TR-DSSP	Std -Trim Double-Stitched	0.00
TRP307M-TO	Trim -(7) NFPA -orange 2-tone Scotchlite (3")	53.41
CFAN-ARB	(O03) Angled Cuffs - Arashield - Black	27.74
CFPC-ARB	(M27) Pant Cuffs - Arashield - Black	45.78
KNBF-62D	(K05) BiFlex Heat Channel Knees - PBI Max - Gold	150.41
KNBFHV-ARB	(K53) Both center sections in BiFlex Knee to be Arashield - Blac	11.50
SATUP2-89D	(O01) Take Up Straps - 2 Postman -Advance Soft W/FREEFAS- Gold	41.69
PKBLXP-62D	X-Large Bellows Pockets - PBI Max - Gold	195.34
	-- 10 x 10 x 2	
PKBLP-V1	3 Vertical Strips Velcro on Flap/Full on Pocket	4.50
PKRPF-KV	Lined with Kevlar	39.35
PKGFP-ARB	E Z Grip Flaps - Arashield - Black	16.68
OPSSA	Snap Style Suspender Attachment	22.46
SPDFSQI	Dyna-Fit Suspenders w/ Snap Attach & Quick Adjust Installed	74.75

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.



# Honeywell First Responder Products Clothing Specification Quote

2023 Price

<b>Expires</b>	6/30/2023	<b>Fire Dept.</b>	Fauquier County Fire & Emergency VAFAUQ
<b>Freight</b>	Will be your responsibility	<b>Dealer</b>	Blue Ridge Rescue Suppliers Inc. BLUERI
<b>Delivery</b>	On Partner Port		

**Specid** VAFAUQ00117

**Spec Date** 01/26/2023

**Quote #** EE23028VAFAUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

**LTO-62IG Pants Gold**

Price

**Total List Price of Spec**

**2,040.83**

**Optional Items:**

These prices are in addition to the discounted total above

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

# Honeywell First Responder Products Clothing Specification Quote

2023 Price

<b>Expires</b>	6/30/2023	<b>Fire Dept.</b>	Fauquier County Fire & Emergency VAFAUQ
<b>Freight</b>	Will be your responsibility	<b>Dealer</b>	Blue Ridge Rescue Suppliers Inc. BLUERI
<b>Delivery</b>	On Partner Port		

**Specid** VAFAUQ00118                      **Spec Date** 01/26/2023                      **Quote #** EE23028VAFAUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

	<b>LTO 56IG Tails Natural</b>	<u><b>Price</b></u>
REFRESH	**REENGINEERED**	0.00
REV1	*** Revision 1 ***	0.00
LTOTOS56N	LTO Tail Outer Shell- Brigade 750FREEFAS7.5osy- Nat	875.79
LTOTTLI	LTO Tail Thermal Liner -7.1 osy Synergy II 2 Layer	457.73
LTOTMBG	LTO Tail Moisture Barrier -5.5 osy Stedair 4000	422.01
IPLC	(O20) Std -Inspection Port Liner	0.00
LNDC	Std-Liner detachable	0.00
LNSETTE	Std -SET Thermal Enhancement	0.00
PKTLSTD	Std -Liner Label Pocket	0.00
SATUPST-56N	(O01) Std -Take Up Straps - 2 Postman	0.00
TR-DSS	Std -Trim Double-Stitched	0.00
RS-RRSAC	(R01) Std-Articulating Rapid Rescue Strap	0.00
TRC304M-TO	Trim -(4) NEW YORK -orange 2-tone Scotchlite (3")	211.51
LTAHT-56N	Above Hem Trim Patch - Brigade 750FREEFAS7.5osy Natural - CHIEF or DEPUTY CHIEF or ASST. CHIEF or BATT. CHIEF - Avg. 9 letters - OK to use 2" letters to fit	24.10
LT3S09-SO	9 -3" sewn letters -orange Scotchlite	52.82
LTBACK-56N	Back Patch - Brigade 750FREEFAS -Nat < FAUQUIER COUNTY >	24.10
LT2S14-SO	14 -2" sewn letters -orange Scotchlite	82.18
LTHEMS-56N	Hem Patch w/Snaps - Brigade 750 - Natural - FF LAST NAME (1st INITIAL when specified) - Avg. 7 letters	90.17
LT2S07-SO	7 -2" sewn letters -orange Scotchlite	41.11
CLZV2-56N	(E10) 2" Velcro/Zipper Coat Closure	17.15

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

# Hornwell First Responder Products Clothing Specification Quote

2023 Price

Expires	6/30/2023	Fire Dept.	Fauquier County Fire & Emergency
Freight	Will be your responsibility		VAFUQ
Delivery	On Partner Port	Dealer	Blue Ridge Rescue Suppliers Inc.
			BLUERI

Specid VAFUQ00118                      Spec Date 01/26/2023                      Quote # EE23028VAFUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
-Any additions or deviations from original quote must be on order and are subject to additional cost.

	<b>LTO 56IG Tails Natural</b>	<b>Price</b>
CCLTO-56N	(Q02) LTO Comfort Chinstrap	22.10
CCBLK	Black Knit Material on Comfort Chinstrap	7.21
CFCC-ARB	Coat Cuffs - Arashield - Black	33.65
PKHBLN-56N	Half Hi Bellows Pockets -Brigade 750FREEFAS -Na -- 6 x 9 x 1.5	124.66
PKGF-ARB	E Z Grip Flaps - Arashield - Black	16.68
PKRCF-KV	Lined with Kevlar	39.35
PKMT-56N	Mic Tab - Nomex- Brigade 750FREEFAS-Nat -- left chest -- 0.5 x 2.5	16.23
PKMT-56N	Mic Tab - Nomex- Brigade 750FREEFAS-Nat -- right chest -- 0.5 x 2.5 - Place 1 1/2" below large hook on a patch	16.23
PKRCPT-56N	Large Hook on a Patch -Brigade 750FREEFAS -Natural -- right chest	15.37
PKRD-56N	Radio Pocket -Brigade 750FREEFAS -Natural -- left chest -- 8 x 3 x 2	57.48
PKRD-FNL	Notch Flap -Left	5.07
HWCS2-NMX	(S09) - 2 additional snap tabs, one on each side seam	14.22
WWSTLNH-BLK	(W50) Sub Wristlets -Long Hybrid with tabs -Nomex - black	12.55

**Total List Price of Spec                      2,679.47**

**\*\*COATS TO BE NO SHORTER THAN 29/35\*\***

**\*\*\*32 BACK LENGTH & LONGER**

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

# Honeywell First Responder Products Clothing Specification Quote

2023 Price

---

<b>Expires</b>	6/30/2023	<b>Fire Dept.</b>	Fauquier County Fire & Emergency
<b>Freight</b>	Will be your responsibility		VAFUQ
<b>Delivery</b>	On Partner Port	<b>Dealer</b>	Blue Ridge Rescue Suppliers Inc.
			BLUERI

**Specid** VAFUQ00118                      **Spec Date** 01/26/2023                      **Quote #** EE23028VAFUQ

To assure you receive this special pricing, the above quote number must appear on all orders referenced to same.  
Any additions or deviations from original quote must be on order and are subject to additional cost.

---

**LTO 56IG Tails Natural**

**Price**

**\*\*24 FRONT LENGTH & LONGER**

**Chief Spec**

**Spec Limitation**

**\*\*\* Above Hem Trim Patch - Will not fit on a 31 back length & shorter - A SPEC MUST BE CREATED PRIOR TO SUBMITTING AN ORDER**

**\*\* Half HI Bellows Pockets - 6" x 9" x 1.5" with radio pocket in chest position - will not fit on 23 front length & shorter - A SPEC MUST BE CREATED PRIOR TO SUBMITTING AN ORDER**

**Optional Items:**

**These prices are in addition to the discounted total above**

---

This quote, which received special pricing in consideration for services you as a dealer provided, cannot be used to offer pricing to any Federal Agency US Military branch, the National Guard or the Coast Guard. If you receive inquiries from such agencies, please contact your inside customer service representative. Additionally, these prices cannot be used to bid on specs developed by other dealers. Finally, since this special pricing was developed in response to services provided by you for your direct customer, it cannot be used to provide prices to other companies whose purpose would be to re-sell the products.

---

Hello All,

First off let me thank everyone for inviting me to the meeting. I think we had good conversation about PPE. Let me clarify a point or two. I got thinking about our conversation and made some phone calls on the way home. This is what I found out and wanted to clarify with everyone.

1. The price is a 2023 price. When I changed you all over I assumed it was at the 2022 price which is what Stafford was at. But you are at the 2023 pricing so it has already added the Jan. price increase.
2. I also asked about the June price increase that everyone has told me that is happening and at what percent. The answer I got back was now there probably won't be a price increase till Jan 24 so it looks like you all may be good until the 2024 price increase.

If there any questions please feel free to reach out to me. I'm sorry that I was not on top of the 2023 quote.

Thanks

Bobby Beer

7032174938