



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date of Award: 10/2/2024

CONTRACT TITLE: Emergency Vehicle Up-Fit Equipment

SOLICITATION NUMBER: IFB 2000003806

CONTRACT TYPE: Requirement Contract (RQ)

CONTRACT NUMBER(S): See Below

NIGP CODE: 05516, 05537, 05579, 34016, 07230

CONTRACT PERIOD: Two Years from Date of Award

RENEWALS: Three (3) One-Year Options

TERMS: Net 30 Days – All Contractors

FOB: Destination

PRICES: See Attached Pricing Schedule

SUPERSEDES CONTRACTS: 4400009101, 4400009102, 4400009103, 4400009104, 4400009105, 4400009106, 4400009268, 4400009108, 4400009109, and 4400009110.

**SECONDARY SOURCE AWARD** - Please note that secondary source listed in the Pricing Schedule shall be used only for urgent requests where the Primary source cannot meet the stated delivery requirement. Documentation from the Primary source stating they cannot meet the response requirement must be obtained prior to contacting the Secondary source.

CONTRACTOR:  
East Coast Emergency Vehicle, LLC.  
2410 Southland Drive  
Chester, VA 23831

SUPPLIER CODE:  
1000026284

CONTRACT NO.:  
**4400013037**

Contact: Ken McCabe  
Telephone: 804-536-6172  
E-mail: [kenm@ecelighting.com](mailto:kenm@ecelighting.com)

CONTRACTOR:  
Sheehy Ford of Richmond, Inc.  
Municipal Sales and Service Dept.  
10601 Midlothian Turnpike  
Richmond, VA 23235

SUPPLIER CODE:  
100009099

CONTRACT NO.:  
**4400013038**

Contact: Sebastian Tulasz  
Telephone: 804-419-1377  
E-mail: [Sebastiantulasz@sheehy.com](mailto:Sebastiantulasz@sheehy.com)

**Department of Procurement & Material Management**  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3228

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CONTRACTOR:  
Dana Safety Supply, Inc.  
8520 Cinder Bed Road  
Lorton, VA 22079

SUPPLIER CODE:  
1000014012

CONTRACT NO:  
**4400013039**

Contact: Jonathan Sizemore  
Telephone: 813-348-4866  
E-mail: [bids@danasafetysupply.com](mailto:bids@danasafetysupply.com)

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CONTRACTOR:  
Global Public Safety, LLC  
7449 Race Road, Suite100  
Hanover, MD 21076

SUPPLIER CODE:  
1000041350

CONTRACT NO:  
**4400013040**

Contact: David Van Scoyoc, Nathan Bodkin  
Telephone: 443-557-0200  
E-mail: [nathan.bodkin@globalpublicsafety.us](mailto:nathan.bodkin@globalpublicsafety.us)

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

SUPPLIER CODE:  
1000007631

CONTRACT NO:  
**4400013041**

Contact: Chris Breslin, Chris Brooks  
Telephone: 703-393-9911  
E-mail: [cbrooks@atlanticemergency.com](mailto:cbrooks@atlanticemergency.com)

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DPMM CONTACT: Chan Park, Contract Specialist I  
Telephone: (703) 324-8125  
E-mail: [chan.park@fairfaxcounty.gov](mailto:chan.park@fairfaxcounty.gov)

ORDERING INSTRUCTIONS:

Fairfax County Departments 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 DPMM and a purchase order will be executed.

DocuSigned by:



Chan Park  
Contract Specialist I

DISTRIBUTION:

Finance – Accounts Payable/e  
DVS – Steven Slaustas/e  
DVS – Marguerite Guarino/e

Contract Specialist I – Chan Park  
ACS, Team 1 – Roxanna Vasquez  
Supplier Diversity – Nathalie Owens/e

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Pricing Schedule

<b>Section I – Parts/Manufacturer</b>				
<b>Items</b>	<b>Percentage Discount</b>	<b>Delivery After Receipt of Order</b>	<b>Delivery of Non-Stocked Items ARO</b>	<b>Contractor</b>
1. American Aluminum	30.25%	30 days	60 days	Dana Safety Supply
2. ARE Products	2.50%	30 days	60 days	Dana Safety Supply
3. Code 3/PSE	45.25%	30 days	60 days	Dana Safety Supply
4. Criminalistic, Inc. K-9 Protection Systems	<b>NO AWARD</b>			
5. Extendo Bed Products	7.25%	30 days	180 days	Dana Safety Supply
6. Federal Signal	30.00%	10 days	45 days	Global Public Safety
7. Fire Research Corp.	19.00%	30 days	45 days	Atlantic Emergency Solutions
8. Go Industries	<b>NO AWARD</b>			
9. GoLight	41.75%	30 days	60 days	Dana Safety Supply
10. Havis, Inc.	42.25%	30 days	90 days	<b>Primary</b> - Dana Safety Supply
	42.10%	2 days	90 days	<b>Secondary</b> - East Coast Emergency Vehicles
11. Jotto Desk	9.75%	30 days	60 days	Dana Safety Supply
12. Performance Custom Cabinet	30.00%	3 days	8 weeks	Sheehy Ford
13. PRO GARD	31.10%	5 days	60 days	East Coast Emergency
14. Ram Mounts	41.25%	30 days	90 days	Dana Safety Supply
15. Setina Manufacturing	20.10%	5 days	60 days	East Coast Emergency
16. Sho-Me Lights and Sirens	51.25%	30 days	30 days	Dana Safety Supply
17. Sound Off Signal	58.15%	10 days	30 days	Global Public Safety
18. Streamlight	43.75%	30 days	30 days	Dana Safety Supply
19. Tomar Electronics	14.75%	30 days	60 days	Dana Safety Supply

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Pricing Schedule

20. Troy Products	39.00%	10 days	45 days	Global Public Safety
21. Truck Vault	17.50%	5 days	60 days	East Coast Emergency
22. Unity Manufacturing	58.75%	30 days	30 days	Dana Safety Supply
23. Weldon div. of Akron Brass	40.00%	30 days	45 days	Atlantic Emergency Solutions
24. Whelen Engineering All County Vehicles except FCPD/FRD	55.25%	2 days	45 days	East Coast Emergency Vehicles
25. Whelen Engineering, Core Command Certified for FCPD/FRD Vehicles	55.25%	2 days	45 days	East Coast Emergency Vehicles

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Section II – Services/Warranty/Upfitting				
Items	Labor Rate/Hour	Percentage Discount	Total Cost	Contractor
1. American Aluminum	\$70	22.50%	\$1,747.50	East Coast Emergency
2. ARE Products	\$85	2.50%	\$2,152.50	Dana Safety Supply
3. Code 3/PSE	\$85	45.25%	\$1,767.75	Dana Safety Supply
4. Criminalistic, Inc. K-9 Protection Systems	<b>NO AWARD</b>			
5. Extendo Bed Products	\$85	7.25%	\$2,109.75	Dana Safety Supply
6. Federal Signal	\$85	30.00%	\$1,905.00	Global Public Safety
7. Fire Research Corp.	\$85	15.25%	\$2,037.75	Dana Safety Supply
8. Go Industries	<b>NO AWARD</b>			
9. GoLight	\$85	41.75%	\$1,799.25	Dana Safety Supply
10. Havis, Inc.	\$63	42.10%	\$1,466.10	East Coast Emergency
11. Jotto Desk	\$85	25.00%	\$1,950.00	Global Public Safety
12. Performance Custom Cabinet	\$70	20.00%	\$1,770.00	East Coast Emergency
13. PRO GARD	\$63	31.10%	\$1,565.10	East Coast Emergency
14. Ram Mounts	\$85	41.25%	\$1,803.75	Dana Safety Supply
15. Setina Manufacturing	\$63	20.10%	\$1,664.10	East Coast Emergency

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Section II – Services/Warranty/Upfitting				
Items	Labor Rate/Hour	Percentage Discount	Total Cost	Contractor
16. Sho-Me Lights and Sirens	\$85	51.25%	\$1,713.75	Dana Safety Supply
17. Sound Off Signal	\$85	58.15%	\$1,651.65	Global Public Safety
18. Streamlight	\$85	43.75%	\$1,781.25	Dana Safety Supply
19. Tomar Electronics	\$85	14.75%	\$2,042.25	Dana Safety Supply
20. Troy Products	\$63	20.10%	\$1,664.10	East Coast Emergency
21. Truck Vault	\$70	17.50%	\$1,792.50	East Coast Emergency
22. Unity Manufacturing	\$85	58.75%	\$1,646.25	Dana Safety Supply
23. Weldon div. of Akron Brass	<b>NO AWARD</b>			
24. Whelen Engineering All County Vehicles except FCPD/FRD	\$63	55.25%	\$1,347.75	East Coast Emergency
25. Whelen Engineering, Core Command Certified for FCPD/FRD Vehicles	\$63	55.25%	\$1,347.75	East Coast Emergency