



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date: JUN - 7 2018

CONTRACT TITLE: Public Safety and Emergency Preparedness Equipment and Related Services

RFx NUMBER: RFP2000002547

CONTRACT NUMBERS: 4400008468 – Safeware, Inc.  
4400008495 – Mallory Safety and Supply LLC.

NIGP CODES: 34020, 34054, 34072, 34080, 34087, 34540, 34574, 68008, 68068, 68067, 99029

CONTRACT PERIOD: October 1, 2018 through September 30, 2023

RENEWALS: Five (5) One-Year Options  
(or a combination of the years)

SUPERSEDES CONTRACTS: 4400001839 (Safeware, Inc.);  
4400001840 (Mallory Safety and Supply LLC.)

CONTRACTOR:

Safeware, Inc.  
4403 Forbes Blvd  
Lanham, MD 20706

Contact: Rick Bond, Vice President of Sales  
Phone: 301-542-3258  
E-mail: [rbond@safewareinc.com](mailto:rbond@safewareinc.com)

For ordering, go to [www.safewareinc.com](http://www.safewareinc.com)

SUPPLIER CODE:

1000011775

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Mallory Safety and Supply, LLC  
1040 Industrial Way  
Longview, WA 98632

1000017276

Contact: Allison Windsor, Director of Government Sales  
Phone: 818-644-9484  
E-mail: [allison.windsor@malloryco.com](mailto:allison.windsor@malloryco.com)

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**Department of Procurement & Material Management**

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/dpmm](http://www.fairfaxcounty.gov/dpmm)

Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

Notice of Award  
4400008468 (Safeware)  
4400008495 (Mallory)  
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DELIVERY: N/A

TERMS: Net 30 Days

FOB: Destination

PRICES: See Attached Pricing Schedule

DPSM CONTACT: Jamie Pun, VCO, CPPB, Contract Specialist II  
Telephone: 703-324-3653  
Fax: 703-324-3228  
E-mail: [Jamie.Pun@fairfaxcounty.gov](mailto:Jamie.Pun@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 DPMM and a purchase order will be executed.



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Jamie Pun, VCO, CPPB  
Contract Specialist II

DISTRIBUTION:

Finance – Accounts Payable/e

FRD – Jason Stanley/e

FCPD – Mike Estelle/e

FCPD – Kerene Gordon/e

DPSC – Robert Turner/e

DPWES, Noman Control Pollution Plant – Cliff Davis/e

Sheriff's Office – Kevin Burns/e

COG – Rick Konrad ([rkonrad@mwcog.org](mailto:rkonrad@mwcog.org))

U.S. Communities – Alexis Turner ([aturner@uscommunities.org](mailto:aturner@uscommunities.org))

Contractor - [rbond@safewareinc.com](mailto:rbond@safewareinc.com)

Contract Specialist – J. Pun

ACS, Team 1 – J. Waysome-Tomlin

| Description   | % Discount from Safeware & Mallory's List Price |
|---|---|
| Personal Protective Equipment (PPE)                   | 41%   |
| Explosive Device Mitigation and Remediation Equipment | 41%   |
| Environmental Monitoring                              | 41%   |
| CBRNE Search & Rescue Equipment                       | 41%   |
| Interoperable Communications Equipment                | 41%   |
| Detection Equipment                                   | 41%   |
| Decontamination Equipment                             | 41%   |
| Hazardous Materials Storage                           | 41%   |
| Spill Control and Containment                         | 41%   |
| Physical Security Enhancement Equipment               | 41%   |
| Fire and Emergency Response                           | 41%   |
| Traffic Safety  | 41%   |
| Facility Safety and Maintenance                       | 41%   |
| Fall protection and Confined Space                    | 41%   |
| Medical and First Aid Supplies                        | 41%   |
| CBRNE Reference Materials                             | 41%   |
| Automated External Defibrillators (AEDs)              | 41%   |
| Ammunition/Less than Lethal Munitions                 | 41%   |
| Civil Disturbance Gear                                | 41%   |
| Dive Gear/Underwater Recovery/Water Safety            | 41%   |
| Police Fleet Management Products                      | 41%   |
| Law Enforcement Software                              | 41%   |
| Public Safety Aviation – Helicopters                  | 41%   |

| <b>Description</b>   | <b>% Discount from Safeware &amp; Mallory's List Price</b> |
|--|--|
| Public Safety Uniforms   | 41%  |
| Vehicles   | 41%  |
| Trainers and Training Equipment                                    | 41%  |
| Vending Solutions  | 41%  |
| Related Services   | 41%  |
| Other Non-listed Public Safety, Law Enforcement and Fire Equipment | 41%  |

The attached technical service, rental and training price lists are added and Contractor agrees that the pricing is the maximum rate and/or pricing allowed under this contract. In addition, pricing may be negotiated to a lower rate and/or price.

# Technical Services Rates

| Service Type                           | Description   | Details   | Unit Price  | Discount | USC Price   | Qty |
|--|---|---|-------------|----------|-------------|-----|
| Flow Testing                           | Posichek Bench Test for the following Manufacturer's; Avon, Draeger, MSA, Scott & Survivair                   | Repairs & Batteries Not Included, Onsite Service fees may apply   | \$ 65.00    | 10%      | \$ 58.50    | ea  |
| Flow Testing-Interspiro                | Posichek 3 Bench Test for the following Manufacturer's; Interspiro  | Repairs & Batteries Not Included, Onsite Service fees may apply   | \$ 95.00    | 10%      | \$ 85.50    | ea  |
| Hydrostatic Testing                    | Pressure testing up to 4500 psi, includes devalving & o-ring replacement                                      | Excludes refill; Pick-up and delivery fees may apply  | \$ 27.00    | 10%      | \$ 24.30    | ea  |
| Cylinder Refill 4500 psi               | Breathable air cylinders up to 4500 psi   | Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply   | \$ 8.00     | 10%      | \$ 7.20     | ea  |
| DOT Hydrostatic Testing                | Hydrostatic testing 6000 lb   | Hydro Testing   | \$ 75.00    | 10%      | \$ 67.50    | ea  |
| Cylinder Refill 6000 psi               | Breathable air cylinders up to 6000 psi   | Hazmat shipping fees apply to refilled cylinders, Pick-up & delivery fees may apply   | \$ 32.00    | 10%      | \$ 28.80    | ea  |
| Compressor Service 1 & 50 Maintenance  | Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models | Operational evaluation, Parts & labor for 50hr preventative maintenance, (1) ea. Air sample, calibration & certification service. Additional repair fees not included.                        | \$ 2,470.00 | 10%      | \$ 2,223.00 | ea  |
| Compressor Service 4 & 50 Maintenance  | Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models | Operational evaluations performed quarterly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included. | \$ 3,895.00 | 10%      | \$ 3,505.50 | ea  |
| Compressor Service 12 & 50 Maintenance | Comprehensive maintenance service as per manufactures recommendations to include: Bauer, Eagle & Scott models | Operational evaluations performed monthly, Parts & labor for 50hr preventative maintenance, (4) ea. Air samples, calibration & certifications service. Additional repair fees not included.   | \$ 5,415.00 | 10%      | \$ 4,873.50 | ea  |
| Air Sample                             | Breathable Air Testing, Grade D Air Quality   | Air Sample Draw   | \$ 285.00   | 10%      | \$ 256.50   | ea  |

# Technical Services Rates

| Service Type                      | Description   | Details   | Unit Price  | Discount | USC Price   | Qty |
|-----------------------------------|---|---|-------------|----------|-------------|-----|
| Fit Testing , Qualitative         | Respiratory Manual fit test service; Bitrex   | Per Mask  | \$ 45.00    | 10%      | \$ 40.50    | ea  |
| Fit Testing, Quantitative         | Respiratory Computer aided fit test service   | Per Mask  | \$ 45.00    | 10%      | \$ 40.50    | ea  |
| Mask Cleaning                     | Cleaning & disinfecting of face mask only   | Replacement parts not included  | \$ 50.00    | 10%      | \$ 45.00    | ea  |
| SCBA Cleaning                     | Clean, disinfect & inspection service includes Case   | Replacement parts not included  | \$ 95.00    | 10%      | \$ 85.50    | ea  |
| Fire Hose Testing                 | Pressure Testing  | Price per linear foot up to 4" hose   | \$ 0.95     | 10%      | \$ 0.86     | LF  |
| Fire Hose Repair                  | Nozzle & appliance repair   | Call for Quote  |             |          | \$ -        | ea  |
| Fire Hose Coupling Repair         | Hose recouping  | Call for Quote  |             |          | \$ -        | ea  |
| Breather Box                      | Air Systems Breather Box service: Function test   | (1) each Air sample certification & Calibration service   | \$ 350.00   | 10%      | \$ 315.00   | ea  |
| Level A Suit Testing              | Pressure testing with annual certification  | A Letter of decontamination certification must be attached to each suit prior to service                                | \$ 105.00   | 10%      | \$ 94.50    | ea  |
| Evaluation                        | Evaluation Fee for Gas Detection service only- refused repair                                       | Fee is waived if new instrument is purchased through Safeware   | \$ 75.00    | 10%      | \$ 67.50    | ea  |
| Calibration Service               | Portable Gas Detection service to include preventative maintenance, calibration & software upgrades | Price based on standard 4 gas mix, Repair parts & labor not included  | \$ 95.00    | 10%      | \$ 85.50    | ea  |
| Fixed System Gas Detection        | Preventative Maintenance , calibration & software upgrade   | Price per sensor site; Onsite Service Fee will apply to this service, Repair parts & labor not included; Call for Quote |             |          | \$ -        | ea  |
| Emergency Shelter Cleaning Small  | Clean & disinfect; less then 350 sq foot deployment area  | Pick up & delivery fees not included  | \$ 670.00   | 10%      | \$ 603.00   | ea  |
| Emergency Shelter Cleaning Medium | Clean & disinfect; 351 to 499 sq foot deployment area   | Pick up & delivery fees not included  | \$ 950.00   | 10%      | \$ 855.00   | ea  |
| Emergency Shelter Cleaning Large  | Clean & disinfect, 500+ sq foot deployment area   | Pick up & delivery fees not included  | \$ 1,170.00 | 10%      | \$ 1,053.00 | ea  |
| Fixed Fall Protection Systems     | Design, install & training service for Horizontal Lifeline/fixed system                             | Call for Quote  |             |          | \$ -        | ea  |

# Technical Services Rates

Contract 4400008468  
 Contract 4400008495

| Service Type  | Description  | Details   | Unit Price | Discount | USC Price | Qty |
|---|--|---|------------|----------|-----------|-----|
| Labor   | Hourly Technician rate                                       | Price per hour; billed in 15 minute increments  | \$ 95.00   | 10%      | \$ 85.50  | ea  |
| Rush Charge   | Expedited repair service; per unit fee                       | Service is dependent upon part and technician availability. This charge is in addition to other applicable fees | \$ 100.00  | 10%      | \$ 90.00  | ea  |
| Pick up/Delivery Fee  | Per Occurrence Fee   | Call for Availability   | \$ 150.00  | 10%      | \$ 135.00 | ea  |
| On-Site Service- Daily Rate   | Customer site; per occurrence                                | Travel & accommodation fees not included. Please Call for availability  | \$ 650.00  | 10%      | \$ 585.00 | ea  |
| After Hour Response   | After standard business hours: Emergency Hourly Response Fee | This charge is in addition to other applicable fees   | \$ 125.00  | 10%      | \$ 112.50 | ea  |
| Travel Rate   | Hourly Travel Rate   | Price per hour, per technician  | \$ 95.00   | 10%      | \$ 85.50  | ea  |
| Travel/ Lodging   | Lodging Fee  | Per night /Per technician   | \$ 200.00  | 10%      | \$ 180.00 | ea  |
| TRAVEL MILEAGE  | Mileage Charge   | Per Mile over 60 mile radius from Service Center  | \$ 0.62    | 10%      | \$ 0.56   | ea  |
| <p><b>PLEASE NOTE THAT ALL SERVICES MAY NOT BE AVAILABLE IN ALL LOCATIONS. ONSITE SERVICE FEES MAY APPLY TO SERVICES LISTED. CONTACT YOUR LOCAL SERVICE CENTER FOR DETAILS.</b></p> |  |   |            |          |           |     |
| <p>Standard or Expedited Shipping costs are not included. Some material may require hazardous material shipping. Other rental equipment available, call for information</p>         |  |   |            |          |           |     |

**28. TRAINERS AND TRAINING EQUIPMENT**

Training Equipment – 41% off List Price

Training Classes – 10% off List Price – see below

**30. RELATED SERVICES**

| Classroom or Onsite Training | Published Price | Discount | USC Price   |
|------------------------------|-----------------|----------|-------------|
| Half Day                     | \$ 975.00       | 10%      | \$ 877.50   |
| Full Day                     | \$ 1,500.00     | 10%      | \$ 1,350.00 |
| Travel Rate Half Day         | \$ 487.50       | 10%      | \$ 438.75   |
| Travel Rate Full Day         | \$ 750.00       | 10%      | \$ 675.00   |
| SET Public Order Training*   | \$ 788.89       | 10%      | \$ 710.00   |

\*SET Public Order Training - Foundation Course for Public Order & Crowd Management Policing (Basic/Intermediate) 4 day class. Price per student, minimum of 32 students per class.

**Training Classes:**

- Aerial Work/Lift Platforms
- Back Safety
- Bloodborne Pathogens
- Bucket Truck Safety
- Chainsaw Safety
- Confined Space Entry Awareness
- Confined Space Entry Operations
- Confined Space Rescue
- Cranes, Hoists & Lifts
- Crane Safety Awareness
- Defensive Driver (National Safety Council Certification)
- Developing Effective Safety Action Teams
- Do Your Own OSHA Inspection
- Electrical Safe Work Practices
- Emergency Action Plans
- Evacuation Plans that Work
- Ergonomics Hazard Assessment
- Establishing a Safety & Health Committee
- Fall Protection Awareness
- Fall Protection Competent Person
- Fire Prevention & Fire Extinguishers
- First Aid CPR AED (National Safety Council Certification)
- Flagger Certification (National Safety Council Certification)
- Forklift Operator (industrial/warehouse)
- Forklift Train the Trainer
- Hand & Portable Power Tools
- Hazard Communication/Right to Know
- Hazard Identification
- Hazardous Materials Awareness (initial and refresher)
- Hazardous Materials Operations / Spill Response Team (initial and refresher)
- Hazardous Materials 24 Hour Technician (initial and refresher)
- Hazardous Waste Management (initial and refresher)
- Hearing Conservation
- High Voltage Electrical Safety
- Hoists & Overhead Cranes
- Job Safety Analysis/Job Hazard Analysis
- Ladder Safety
- Lead Safety
- Lockout/Tagout Electrical Safety (authorized, affected and other)
- Law Enforcement Public Order Civil Unrest
- Law Enforcement Public Order Command Foundation Course
- Machine Guarding
- Material Handling
- Mobile Cranes & Rigging
- NFPA70E
- OSHA 10-hour General Industry
- OSHA 10-hour Construction
- OSHA 30-hour General Industry
- OSHA 30-hour Construction
- OSHA Overview for HR Managers
- OSHA Recordkeeping Requirements
- Overhead Crane Operator
- Personal Protective Equipment



- Power Tool Safety
- PPE Hazard Assessments
- Respirator Fit-Tester Course
- Respiratory Protection
- Respiratory Protection Program Administrator
- Safe Lifting
- Safety Orientation Programs
- Scaffold User
- Scaffold Competent Person
- Slings and Rigging
- Spill Response Team Training
- TB & Airborne Pathogens
- Trenching & Excavation Competent Person
- Work Zone Safety Supervisor

**Training Classes Terms:**

Maximum quantity of student varies with course.

Customized classes available.

Basic Training material included.

Additional equipment may be required and is not included in the rates.

Travel and Accommodations not included.

Half-day minimum.

Training facilities provided by customer.

Some courses may require multiple days.