



# County of Fairfax, Virginia

## NOTICE OF AWARD

**CONTRACT TITLE:** Medical, First Aid Supplies **JUL 1 2014**  
**CONTRACT NUMBERS:** See Below  
**RFx NUMBER:** IFB2000001082  
**NIGP CODE:** 34532  
**CONTRACT PERIOD:** Date of Award through April 30, 2019  
**RENEWALS:** N/A  
**SUPERSEDES CONTRACT:** 4400001018

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<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NUMBER:</u>
Atlantic Safety Products, Inc. 55 Barnstead Road Pittsfield, NH 03263	1000024987	<b>4400005124</b>

Contact: Robert Mitiguy  
Telephone: 802-999-3994  
E-mail: [Mitiguy@atlanticsafetyproducts.com](mailto:Mitiguy@atlanticsafetyproducts.com)  
Website ordering address: [www.asp-gloves.com](http://www.asp-gloves.com)

**AWARD:** Section I - Item 37

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<u>CONTRACTOR:</u>	<u>SUPPLIER CODE:</u>	<u>CONTRACT NUMBER:</u>
Bound Tree Medical, LLC 5000 Tuttle Crossing Blvd Dublin, OH 43016	1000011594	<b>4400005125</b>

Contact: Chris Bergeron, Account Manager  
Telephone: 800-533-0523 FAX: 877-311-2437  
E-mail: [Chris.Bergeon@BoundTree.com](mailto:Chris.Bergeon@BoundTree.com)  
Website ordering address: [www.boundtree.com](http://www.boundtree.com) 24 Hour Disaster Support 800-863-0953

**AWARD:** Section I – (Items 1- 31, 33-36)  
Section II – Items 38-65, 67-69

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Department of Purchasing & Supply Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

Notice of Award  
MEDICAL, FIRST AID SUPPLIES  
Page 2

DELIVERY:

Contract No:	Stock Items:	Non-Stock/out of Stock	Items:
4400005124	4 Days ARO	10 Days ARO	
4400005125	2-3 Days ARO	10 Days ARO	

TERMS: Net 30 Days

FOB: Destination

PRICING: 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](mailto:Theresa.carter@fairfaxcounty.gov)

ORDERING INSTRUCTIONS:

The Fairfax County Fire and Rescue Department and Sheriff's Office may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the serviced required, the payment terms and effective 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  
DPSM – Team 1

DISTRIBUTION:

Finance – Accounts Payable/e  
FRD – Christina Fisher/e  
Sheriff's Office – Kevin Burns/e  
Sheriff's Office – Lt. Al Pinto/e  
DPSM, Supplier Diversity – Mike Estelle/e

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

**PRICING SCHEDULE**

Item No.	Manufacturer	Percentage (%) Discount	Contractor
<b><u>SECTION I: -MANUFACTURERS</u></b>			
1.	EMERGENCY RESPIRATORY	25%	Bound Tree Medical 4400005125
2.	ALLIED HEALTH CARE	35%	
3.	PRECISION MEDICAL	40%	
4.	PULMODYNE	40%	
5.	ADSCOPE	45%	
6.	AMBU	40%	
7.	ITEC	35%	
8.	MEDICAL DEVICES INTERNATIONAL	43%	
9.	SSCOR	28%	
10.	BCS	35%	
11.	WELCHALLYN	32%	
12.	NONIN	30%	
13.	COVIDIEN	35%	
14.	MEDISENSE	40%	
15.	DIGITCARE	41%	
16.	BAXTER HEALTHCARE	45%	
17.	ROCHE DIAGNOSTIC	42%	
18.	SAGER	40%	
19.	REEVES	40%	
20.	KENDRICK	42%	
21.	IRON DUCK	35%	
22.	FERNCO	25%	
23.	SAM MEDICAL PRODUCTS	37%	
24.	TELEFLEX	43%	
25.	NEOTECH	40%	
26.	GREEN SYSTEM	43%	
27.	BEMIS	35%	
28.	SMITH MEDICAL	45%	
29.	HOVERTECH INTERNATIONAL	20%	

Item No.	Manufacturer	Percentage (%) Discount	Contractor
30.	MOLDEX	35%	Bound Tree Medical 4400005125
31.	BD	45%	
32.	VIDACARE	NO AWARD	
33.	PHYSIO CONTROL	30%	Bound Tree Medical 4400005125
34.	MASIMO	35%	
35.	EP&R	42%	
36.	KING SYSTEM/BOUGHT BY AMBU	20%	
37.	LIGHTNING STORM	37%	Atlantic Safety Products, Inc. 4400005124
<b><u>SECTION II</u> – PERCENTAGE (%) DISCOUNT FOR OTHER MANUFACTURERS:</b>			
38.	PYNG MEDICAL	35%	Bound Tree Medical 4400005125
39.	AMERICAN DIAGNOSTIC CORP	50%	
40.	RUSCH- NOW TELEFLEX	43%	
41.	WOLF TORY MEDICAL INC.- NOW TELEFLEX	43%	
42.	SUN MED	43%	
43.	NELLCOR – NOW COVIDIEN	35%	
44.	PHILLIPS	30%	
45.	LAERDAL	15%	
46.	CARDINAL HEALTH	42%	
47.	PROPAK	35%	
48.	3M HEALTH	45%	
49.	E-VALUE MED- NOW CURAPLEX	42%	
50.	DYNAREX CORP	45%	
51.	KIMBERLY CLARK	38%	
52.	MICROFLEX	35%	
53.	BAY CORP	35%	
54.	DUKAL CORP	42%	
55.	DYNAREX CORP – DUPLICATED (SEE ITEM 50)		
56.	SIMULAIDS	20%	Bound Tree Medical 4400005125
57.	KENDAL HEALTH – NOW PART OF COVIDIEN	35%	

**PRICING SCHEDULE**

Item No.	Manufacturer	Percentage (%) Discount	Contractor
58.	MEDINE INDUSTRIES	42%	Bound Tree Medical 4400005125
59.	MORRIS MEDICAL	45%	
60.	NASCO INTERNATIONAL	30%	
61.	PELICAN PRODUCTS	42%	
62.	TW MEDICAL	38%	
63.	ASEPTIC CONTROL	35%	
64.	CON MED	45%	
65.	TRI-ANIM HEALTH SERVICE	45%	
66.	AIRON CPAP	NO AWARD	
67.	NEO TECH	40%	Bound Tree Medical 4400005125
68.	5.11 TACTICAL	20%	
69.	NORTH AMERICAN RESCUE	35%	

### Sample Listing of Local Public Bodies

REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

	Alexandria Public Schools, VA		Maryland-National Capital Park & Planning Commission
x	Alexandria Sanitation Authority	x	Maryland Department of Transportation
x	Alexandria, Virginia	x	Metropolitan Washington Airports Authority
x	Arlington County, Virginia		Metropolitan Washington Council of Governments
	Arlington Public Schools, Virginia		Montgomery Community College
x	Bladensburg, Maryland	x	Montgomery County, Maryland
x	Bowie, Maryland		Montgomery County Public Schools, MD
	Charles County Public Schools, MD		Northern Virginia Community College
x	College Park, Maryland	x	Omni Ride
x	Culpeper County, Virginia	x	Potomac & Rappahannock Trans. Commission
x	District of Columbia	x	Prince George's County, Maryland
x	District of Columbia Courts		Prince George's County Public Schools, MD
x	DC Water and Sewer Authority		Prince William County Public Schools, VA
	District of Columbia Public Schools	x	Prince William County, Virginia
x	Fairfax County Water Authority	x	Prince William County Service Authority
x	Fairfax, Virginia (City)	x	Rockville, Maryland
x	Falls Church, Virginia		Spotsylvania County Schools, Virginia
x	Fauquier County, Virginia	x	Stafford County, Virginia
	Fauquier County Schools, Virginia	x	Takoma Park, Maryland
x	Frederick City, Maryland	x	Upper Occoquan Sewage Authority
x	Frederick County Maryland	x	Vienna, Virginia
x	Gaithersburg, Maryland	x	Virginia Railway Express
x	Greenbelt, Maryland	x	Washington Metropolitan Area Transit Authority
x	Herndon, Virginia	x	Washington Suburban Sanitary Commission
x	Leesburg, Virginia	x	Winchester, Virginia
x	Loudoun County Sanitation Authority		Winchester Public Schools
	Loudoun County, Public Schools, VA		
x	Loudoun County, Virginia		
x	Manassas, Virginia		
	Manassas City Public Schools, Virginia		
x	Manassas Park, Virginia		

**Complete and return this form with your bid. Contract award may not be made without it.**

Atlantic Safety Products, Inc.

Vendor Name

4400005124

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REFERENCE PARAGRAPH 25 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended, a "blank" will signify a "NO" response:

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X	Arlington County, Virginia	X	Metropolitan Washington Council of Governments
X	Arlington Public Schools, Virginia	X	Montgomery Community College
X	Bladensburg, Maryland	X	Montgomery County, Maryland
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X	DC Water and Sewer Authority	X	Prince William County Public Schools, VA
X	District of Columbia Public Schools	X	Prince William County, Virginia
X	Fairfax County Water Authority	X	Prince William County Service Authority
X	Fairfax, Virginia (City)	X	Rockville, Maryland
X	Falls Church, Virginia	X	Spotsylvania County Schools, Virginia
X	Fauquier County, Virginia	X	Stafford County, Virginia
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X	Greenbelt, Maryland	X	Washington Metropolitan Area Transit Authority
X	Herndon, Virginia	X	Washington Suburban Sanitary Commission
X	Leesburg, Virginia	X	Winchester, Virginia
X	Loudoun County Sanitation Authority	X	Winchester Public Schools
X	Loudoun County, Public Schools, VA		
X	Loudoun County, Virginia		
X	Manassas, Virginia		
X	Manassas City Public Schools, Virginia		
X	Manassas Park, Virginia		

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Bound Tree Medical, LLC

Vendor Name

4400005125