

CONTRACT  
No. BCSO2019-01

THIS CONTRACT is executed this 12 day of July, 2019, by and between COUNTY OF BRADFORD, STARKE, FLORIDA, hereinafter called the "County" and DANA SAFETY SUPPLY, INC. hereinafter called the "Contractor",

WITNESSETH:

WHEREAS, the County issued RFP No. BCSO2019-01 (such document and all addenda thereto, if any, being hereafter referred to as "RFP") seeking proposals for furnishing of certain light systems and components; aftermarket vehicle accessories, and public safety / emergency vehicle equipment ("Vehicle Accessories") and other equipment not related to vehicles ("non-Vehicle Accessories"); and,

WHEREAS, the Contractor submitted a certain proposal dated June 17, 2019 ("Proposal") in response to that RFP; and,

WHEREAS, the County and the Contractor desire to enter into a contract for the purchase and installation of Vehicle Accessories, as more particularly set forth in this Contract;

NOW, THEREFORE, in consideration of the mutual promises and covenants, obligations, and terms hereinafter set forth, and other good and valuable considerations, the receipt and sufficiency of which are hereby acknowledged, County and Contractor hereby agree as follows:

**SECTION 1.0          PURCHASE AND INSTALLATION OF VEHICLE ACCESSORIES**

1.1 Contractor shall provide and install Vehicle Accessories as may be ordered from time to time by the County. All Vehicle Accessories shall be priced, designed, constructed, equipped, and installed in accordance with the specifications set forth in the Proposal and applicable Change Orders executed by the parties unless otherwise stated in the Contract. All Vehicle Accessories and installations shall conform and comply with all applicable federal, state, and local laws, statutes, ordinances, and regulations.

1.1.1 The Contractor and the County shall schedule the following two meetings with respect to each order received from the County:

- (i) A pre-production meeting to completely review the specifications of the Vehicle Accessories and installation prior to commencing assembly or production of each order. The Contractor shall be represented by qualified sales representative(s) and / or technician(s) to properly facilitate the design and construction requirements. This meeting can be held at the County's location, by phone, or at the installation facilities of the Contractor as directed by the County.

- (ii) A final review and inspection shall be at the County's facility when the County vehicle with installed Vehicle Accessories ("Completed Vehicle") arrives and is considered by the Contractor to be complete. In addition to a complete inspection, County representatives will conduct a full performance test of each Completed Vehicle and of all integral systems. The Contractor shall provide all technical information and inspections and shall make available to the County all reasonably required third-party certifications. A technician shall be available to complete any needed repairs or to replace items not meeting specifications. At the option of the County, these repairs shall be facilitated at either the County's facility or at the facility of the Contractor.

1.1.2. The County or the Contractor, at any time, may request changes in the specifications or requirements related to a particular Vehicle Accessory or installation. No changes shall become effective until reduced to writing and signed by duly authorized representatives of each party ("Change Order"). All such Change Orders shall include, as a minimum, the following information:

- (i) The specific changes to be made (i.e. equipment installation, equipment, equipment components, etc.);
- (ii) Changes, if any, in the time for delivery of the Completed Vehicle; and,
- (iii) Changes in the price of the Vehicle Accessories or installation services.

## 1.2 Installation.

Should the County require Vehicle Accessories that cannot be provided by or purchased from the Contractor, the Contractor, at the request of the County, shall install such Vehicle Accessories provided by the County.

## **SECTION 2.0 PURCHASE OF PARTS**

- 2.1 The Contractor shall provide such parts for all Vehicle Accessories installed under this Contract or non-Vehicle Accessories purchased under this Contract as the County may order from time to time. The Contractor shall provide original manufacturer part numbers. All parts ordered by the County shall be delivered to the County's designated location for delivery for each order. Significant delays in shipment beyond the reasonable control of the Contractor shall be subject to Section 10.10; provided, however, the Contractor, in such event, shall promptly notify the County regarding the details of any such delay so the County can make a final determination regarding responsibility.

### **SECTION 3.0            TERM**

The Term of this Contract shall be a period of five (5) years, commencing on July 15, 2019, unless earlier terminated in accordance with the terms of this Contract. Such term may be extended for an additional five (5) year period, subject to mutual agreement of the parties.

### **SECTION 4.0            CONTRACT PRICING AND PAYMENT**

#### **4.1    Pricing.**

- 4.1.1 During the Term, the County shall pay the Contractor for Vehicle Accessories ordered by the County based upon the Contractor's current pricing at the time a particular order is placed, less the stated discount (or mark-up) as set forth in the Proposal. The County shall pay the Contractor for installation of Vehicle Accessories, whether purchased from the Contractor or provided by the County, at the package prices or labor rates, as applicable, set forth in the Proposal, which rates may be modified from this time to time by mutual agreement as set forth in an amendment to this Contract.
- 4.1.2 A standard warranty package, as described and set forth in the Proposal, is included in the price of all Vehicle Accessories and non-Vehicle Accessories.
- 4.1.3 The listing and corresponding pricing of all Vehicle Accessories and non-Vehicle Accessories is listed in Exhibit A.

#### **4.2    Payment.**

- 4.2.1 All proper invoices shall be paid by the County in accordance with Florida Prompt Payment Act, Section 218.70, Florida Statutes.
- 4.2.2 In addition to other remedies available under this Contract, the County shall have the right to deduct, offset against, or withhold from sums or payments otherwise due the Contractor any sums or amounts which the Contractor may owe to the County pursuant to provisions of this Contract, as a result of breach or termination of this Contract, or otherwise.

### **SECTION 5.0            DELIVERY AND ACCEPTANCE**

- 5.1 The Contractor shall fully assemble, service, and adjust each Vehicle Accessory prior to installation and delivery, and the Contractor shall demonstrate, to the satisfaction of the County, that each delivered Vehicle Accessory is in perfect mechanical condition.
- 5.2 Delivery of a Completed Vehicle to the County does not constitute acceptance for the purpose of payment or warranty start time. The County shall inspect and test each delivered Completed Vehicle to determine whether it meets all specifications and requirements set forth in this Contract and within ten (10) days following delivery, the

County shall notify the Contractor, in writing, of either its final acceptance of the Completed Vehicle and Accessory or the failure of the Completed Vehicle or Accessory to meet certain specifications and requirements. In the latter case, the Contractor, within ten (10) days following its receipt of written notice from the County, shall deliver to the County a detailed proposal and schedule for corrective action. If the proposed corrective action or schedule is not acceptable, or if approved corrective action is not timely completed, the County may refuse the Completed Vehicle. Each vehicle delivered or picked up by the Contractor for installation of Vehicle Accessories shall remain the responsibility of the Contractor, and the Contractor shall bear all risk of loss with respect thereto, until final acceptance of the Completed Vehicle by the County.

- 5.3 All non-Vehicle Accessory items that are delivered to the County should be inspected within three (3) business days for verification of all items being received that are listed on the packing slip that is included with the shipment. In the event that a packing slip is not included with the shipment, the Contractor should be notified with one (1) business day so that a packing slip can be provided. In addition, all items will need to be inspected for damage.

## **SECTION 6.0 INDEMNIFICATION.**

- 6.1 The Contractor shall indemnify and save harmless the County, its officials and employees, from all losses, damages, costs, expenses, liability, claims, actions, and judgements of any kind whatsoever, including reasonable attorney's fees and costs of litigation, to the extent arising out of or caused by any act or omission of the Contractor, its subcontractors, or their respective employees, officers, directors, or agents, in the performance under this Contract. The indemnification obligation under this clause shall not be limited in any way by any limitation on the amount or type of damages, compensation or benefits payable by or for the Contractor or any subcontractor under any Workers' Compensation Act, Disability Benefit Act, or other Employee Benefit Act.
- 6.2 The Contractor shall, at its sole expense, defend any claim, suit or proceeding brought against the County, its official or employees, to the extent such claim, suit or proceeding is based on a claim that any Vehicle Accessories or non-Vehicle Accessories furnished under this Contract (collectively, "Infringing Work") constitutes infringement of any registered patent of the United States of America or county of manufacture, provided that County shall give the Contractor prompt written notice of any such claim, suit or proceeding and shall give the Contractor authority, information, and assistance in a timely manner for the defense of the same. The Contractor shall indemnify and hold the County, its officials or employees, harmless from and against all costs and damages awarded, and all attorney's fees incurred or awarded. In any suit or proceeding so defended. The Contractor will not be responsible for any settlement or proceeding made without its prior written response. In case said Infringing Work is enjoined, the Contractor shall, at its own expense and at its option, either (a) procure for County the right to continue using said Infringing Work, (b) replace said Infringing Work with substantially equivalent, equally functional, non-infringing work, parts or combination

thereof, or (c) modify such Infringing Work so that it becomes non-infringing, while maintaining the same functionality.

## **SECTION 7.0           INSURANCE.**

7.1     Prior to commencing work, Contractor shall procure and maintain at Contractor's own cost and expense for the duration of the Contract, the following insurance against claims for injuries to person or damages to property which may arise from or in connection with the performance of the Scope of Services hereunder by Contractor, its agents, representatives, employees or sub-consultants. The cost of such insurance shall be borne by Contractor.

7.1.1   Contractor shall maintain the following coverage with limits no less than the indicated amounts:

(a) *Commercial General/Umbrella Liability Insurance* - \$1,000,000 limit per occurrence for property damage and bodily injury. The certificate of insurance shall state whether the coverage is provided on a claims-made or preferably on an occurrence basis. The insurance shall include coverage for the following:

- (i)     Premise/Operations
- (ii)    Products/Completed Operations
- (iii)   Contractual
- (iv)    Independent Contractors
- (v)     Broad Form Property Damage
- (vi)    Personal Injury

(b) *Business Automobile/Umbrella Liability Insurance* - \$1,000,000 limit per accident for property damage and personal injury.

- (i)     Owned/Leased Autos
- (ii)    Non-owned Autos
- (iii)   Hired Autos

(c) *Workers' Compensation and Employers'/Umbrella Liability Insurance* – Workers' Compensation statutory limits as required by Chapter 440, Florida Statutes. This policy should include Employers'/Umbrella Liability Coverage for \$1,000,000 per accident.

7.1.2   Other Insurance Provisions

(a) Commercial General Liability and Automobile Coverage

- (i)     County, members of its County Commission, boards, commissions and committees, officers, agents, employees and volunteers are to be covered as additional insureds as respects, liability arising out of activities performed by or on behalf of Contractor; products and completed operations of Contractor;

premises owned, leased or used by Contractor or premises on which Contractor is performing Services on behalf of County. The coverage shall contain no special limitations on the scope of protection afforded to County, members of its County Commission, boards, commissions and committees, officers, agents, employees, and volunteers.

- (ii) The Contractor insurance coverage shall be primary insurance as respects County, members of its County Commission, board, commissions and committees, officers, agents, employees and volunteers. Any insurance or self-insurance maintained by County, members of its County Commission, board, commissions and committees, officers, agents, employees and volunteers shall be excess of Contractor insurance and shall not contribute with it.
- (iii) Any failure to comply with reporting provisions of the policies shall not affect coverage provided to County, members of its County Commission, board, commissions and committees, officers, agents, employees and volunteers.
- (iv) Coverage shall state that Contractor's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability.

(b) Workers' Compensation and Employers' Liability and Property Coverage

The insurer shall agree to waive all rights of subrogation against County, members of its County Commission, board, commissions and committees, officers, agents, employees and volunteers for losses arising from activities and operations of Contractor in the performance of Services under this Contract.

(c) All Coverage

- (i) Each insurance policy required by this Article shall be endorsed to state that coverage shall not be suspended, voided, canceled, reduced in coverage or in limits except after thirty (30) days prior written notice has been given to County in accordance with this Contract.
- (ii) If Contractor, for any reason, fails to maintain any insurance coverage that is required pursuant to this Contract, the same shall be deemed a material breach of contract. County, at its sole option, may terminate this Contract and obtain damages from Contractor resulting from said breach.
- (iii) Alternatively, County may purchase such required insurance coverage (but has no special obligation to do so); and without further notice to Contractor, County may deduct from sums due to Contractor any premium costs advanced by County for such insurance.

#### 7.1.3 Deductibles and Self-Insured Retention's

Any deductibles or self-insured retentions must be declared to and approved by County. At the option of County, the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects County, members of its County Commission, board, commissions and committees, officers, agents, employees and volunteers; or Contractor shall procure a bond guaranteeing payment of losses, related investigation, claim administration and defense expenses.

#### 7.1.4 Acceptability of Insurers

Insurance is to be placed with Florida admitted insurers rated B+X or better by A.M. Best's rating service.

#### 7.1.5 Verification of Coverage

Contractor shall furnish County with certificates of Insurance and with original endorsements affecting coverage required by this clause. The certificates and endorsements for each policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. Upon execution of the contract documents, the certificates and endorsements are to be received and approved by County before work commences.

### **SECTION 8.0            TERMINATION**

- 8.1 The County may, by written notice to the Contractor, terminate this Contract in whole or in part, at any time, either for the convenience of County or because of failure of the contractor to fulfill its obligations. Upon receipt of such notice, the Contractor shall immediately discontinue all work affected (unless the notice directs otherwise).
- 8.2 If the termination is for the convenience of the County, the Contractor shall be paid for Vehicle Accessories and installation finally accepted and non-Vehicle Accessories received by the County as of the effective date of termination.
- 8.3 If the termination is due to the failure of the Contractor to fulfill its obligations under this Contract, the Contractor shall be liable to County for reasonable additional costs incurred by County as a result of such breach.
- 8.4 If, after notice of termination for failure to fulfill its obligations under this Contract, it is determined that Contractor has not so failed, the termination shall be deemed to have been effected for the convenience of County.
- 8.5 The rights and remedies of the parties provided in this Section 8 are in addition to any other rights and remedies such party may have a law, in equity, or under this Contract.

## **SECTION 9.0            WARRANTY AND MAINTENANCE**

- 9.1     The Contractor hereby warrants all Vehicle Accessories and installation as set forth in its Proposal and the individual warranty documents delivered with order. The Contractor will respond, either on-site in Bradford County or by the vehicle being brought to the Contractor's facility, for all warranty repairs within two (2) business days following notice from the County.

## **SECTION 10.0        MISCELLANEOUS PROVISIONS**

- 10.1   Time shall be the essence in performance of this Contract; provided, however, that either party shall be excused from timely performance under this Contract to the extent that, but only to the extent that, such delay is the result of any cause beyond the reasonable control of, and not the result of negligence or the lack of diligence of, the party claiming such excuse from timely performance.
- 10.2   Failure to enforce or insist upon compliance with any of the terms or conditions of this Contract or failure to give notice or declare this Contract terminated shall not constitute a general waiver or relinquishment of the same or any other terms, conditions, or acts; but the same shall be and remain at all times in full force and effect.
- 10.3   If written notice to a party is required under this Contract, such notice shall be given by hand delivery, recognized overnight delivery service, or by first class mail, registered and return receipt requested, to Contractor as follows:

Dana Safety Supply, Inc.  
1855 Cassat Avenue, Unit 11  
Jacksonville, Florida 32210  
Attn: Sidney Wells

And to the County as follows:

Bradford County  
Fleet Management Division  
945-B North Temple Avenue  
Starke, Florida 32091

- 10.4   Contractor shall not assign any of their rights or obligations under this Contract without prior approval by the County.
- 10.5   Contractor shall be responsible for the actions of any and all of their subcontractors and consultants. Neither subcontractors nor any consultants shall interface directly with the County.
- 10.6   This Contract and every question arising hereunder shall be construed, interpreted, or determined according to the laws of the State of Florida. Venue for any action brought in

relation to this Contract shall be placed in a court competent jurisdiction in Bradford County, Florida.

- 10.7 As required by Section 287.133 (2 (a), Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a proposal on a contract to provide any goods or services to a public entity, may not submit a proposal on a contract with a public entity for the construction or repair of a public building or a public work, may not submit proposals or leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in s. 287.010 for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list. Any person must notify the County within 30 days after a conviction of a public entity crime applicable to that person or to an affiliate of that person.
- 10.8 The language of this Contract shall be construed according to its fair meaning, and not strictly for or against either County or Contractor. The section headings appearing herein are for the convenience of the parties and shall not be deemed to govern, limit, modify or in any manner affect the scope, meaning or intent of the provisions of the Contract. If any provision of this Contract is determined to be void by any court of competent jurisdiction, then such determination shall not remain in full force and effect; and it is the intention of the parties hereto that if any provision of this Contract is capable of two constructions, one of which would render the provision void and the other of which would render the provisions valid, then the provision shall have the meaning which renders it valid.
- 10.9 Contractor agrees that it will not discriminate against any employee or applicant for employment for work under this Contract because of race, color, religion, gender, age or national origin and will take affirmative steps to ensure that applicants are employed and employees are treated during employment without regard to race, creed, color, sex, marital status or national origin.
- 10.10 Either party shall be excused from timely performance under this Agreement to the extent, but only to the extent, such delay is the result of any cause beyond the reasonable control of, and not the result of negligence or the lack of diligence on the part of, the party claiming such excuse from timely performance.
- 10.11 The Contractor shall make Vehicle Accessories, installation, and non-Vehicle Accessories available to other governmental entities on the same terms and conditions as set forth in this Contract. Should any such governmental entity purchase Vehicle Accessories, installation, and non-Vehicle Accessories on such basis utilizing this Contract, the Contractor shall report such purchase to the County and, within thirty (30) days following final payment for each order of such Vehicle Accessories, installation, and non-Vehicle Accessories, shall provide a credit to the County, which can be used toward the purchase of such Vehicle Accessories, installation, and non-Vehicle

Accessories from the Contractor, in the amount of 1% of the purchase price of such Vehicle Accessories, installation, and non-Vehicle Accessories. This provision shall apply to all purchases initiated during the term of this Agreement, even if such purchase continues and payment is received after the expiration of such term. The contractor may charge this as a transaction fee.

- 10.12 It is understood and agreed that this Contract, including exhibits and references (if any), is the entire Contract between the parties and supersedes all prior oral agreements and negotiations between the parties relating to the subject matter hereof. County and Contractor, by mutual agreement, may change or amend, at their discretion, the products, terms, and conditions of this Contract. All such changes or amendments shall be set forth in a written amendment to this Contract.
- 10.13 If any portion of this Contract, or any Exhibit or portion thereof, is held to be invalid by a court of law, such provision shall be considered severable, and the remainder of this Contract shall be construed and enforced in a manner consistent with the intent of the Parties.

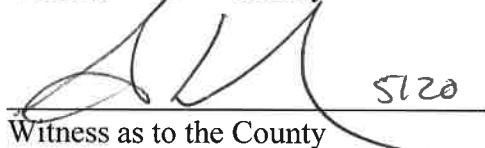
IN WITNESS WHEREOF, the parties hereto have caused these presents to be executed by their duly authorized representatives, effective the date first above written.

BRADFORD COUNTY, FLORIDA

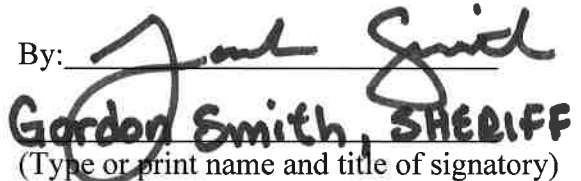
Attest:



Witness as to the County

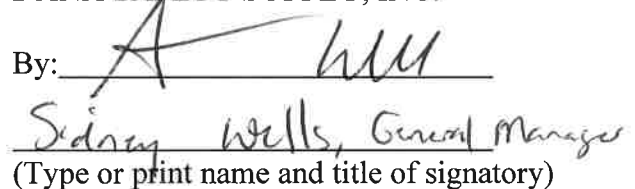
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Witness as to the County

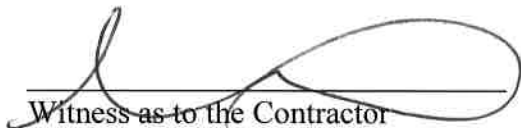
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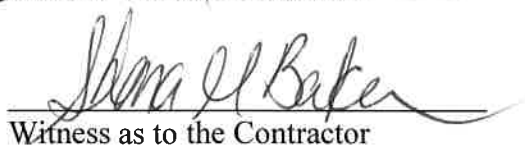
  
**Gordon Smith, SHERIFF**  
(Type or print name and title of signatory)

DANA SAFETY SUPPLY, INC.

By:

  
Sidney Wells, General Manager  
(Type or print name and title of signatory)

  
Witness as to the Contractor

  
Witness as to the Contractor

| Emergency Vehicle Lighting                                                    |                                                                                        |            |                              |                |
|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|------------|------------------------------|----------------|
| Manufacturer                                                                  | Products Offered                                                                       | % off MSRP | Master Distributor or Dealer | Warranty       |
| 911 Signal                                                                    | Emergency and commercial vehicle lighting                                              | 30%        | MD                           | Up to 5 Years  |
| Able2 Products                                                                | Emergency and commercial vehicle lighting                                              | 40%        | MD                           | Up to 5 Years  |
| Brooking Industries                                                           | Emergency and commercial vehicle lighting                                              | 30%        | MD                           | Up to 5 Years  |
| Code 3                                                                        | Emergency and commercial vehicle lighting                                              | 30%        | MD                           | Up to 5 Years  |
| D&R Electronics                                                               | Emergency and commercial vehicle lighting                                              | 15%        | MD                           | Up to 5 Years  |
| ECCO                                                                          | Emergency and commercial vehicle lighting                                              | 40%        | MD                           | Up to 5 Years  |
| Federal Signal                                                                | Emergency and commercial vehicle lighting                                              | 15%        |                              | Up to 5 Years  |
| Fenix                                                                         | Emergency and commercial vehicle lighting                                              | 30%        | MD                           | Up to 5 Years  |
| GoLight                                                                       | Scene lighting                                                                         | 20%        | MD                           | Up to 5 Years  |
| GoLight                                                                       | Helios (thermal imaging) and parts / accessories                                       | 5%         | Dealer                       | 1 Year         |
| Maxxima                                                                       | Emergency and commercial vehicle lighting                                              | 15%        | MD                           | Up to 5 Years  |
| SoundOff Signal                                                               | Emergency and commercial vehicle lighting                                              | 40%        | MD                           | Up to 5 Years  |
| Star Warning Products                                                         | Emergency and commercial vehicle lighting                                              | 40%        | MD                           | Up to 5 Years  |
| Unity Spotlights                                                              | Scene lighting                                                                         | 50%        | Dealer                       | Limited        |
| Whelen                                                                        | Emergency and commercial vehicle lighting                                              | 42%        | MD                           | Up to 5 Years  |
| Whelen                                                                        | Parts only                                                                             | 30%        | MD                           | Up to 5 Years  |
| Vehicle Push Bumpers / Prisoner & K9 Transport                                |                                                                                        |            |                              |                |
| Manufacturer                                                                  | Products Offered                                                                       | % off MSRP | Master Distributor or Dealer | Warranty       |
| AceK9 / Radiotronics                                                          | K9 transport electronics                                                               | 3%         | Dealer                       | Up to 2 Years  |
| American Aluminum                                                             | Prisoner and K9 transport                                                              | 15%        | Dealer                       | Up to 3 Years  |
| Brooking Industries                                                           | Prisoner transport (seats and window bars)                                             | 30%        | MD                           | 2 Years        |
| D&R Electronics                                                               | K9 Transport, cargo partitions, and window bars                                        | 15%        | MD                           | 1 Year         |
| Go Rhino                                                                      | Prisoner transport (partition and window bars) and push bumpers                        | 18%        | MD                           | 1 Year         |
|                                                                               | Prisoner transport (seats)                                                             | 8%         | MD                           | 1 Year         |
| Havis                                                                         | Prisoner and K9 transport                                                              | 30%        | MD                           | Up to Lifetime |
| Jotto Desk                                                                    | Prisoner transport (partition, seats, window bars)                                     | 18%        | MD                           | 1 Year         |
| Laguna                                                                        | Prisoner transport (seats and window bars)                                             | 18%        | MD                           | Up to 5 Years  |
| Pro-gard Products                                                             | Prisoner transport (partition, seats, window bars)                                     | 20%        | MD                           | Limited        |
| Prisoner Transport Systems (PTS)                                              | Prisoner transport (partition, seats, window bars)                                     | 10%        | Dealer                       | Limited        |
| Ranch Hand                                                                    | Push bumpers                                                                           | 10%        | Dealer                       | 1 Year         |
| Ray Allen                                                                     | K9 transport electronics                                                               | 3%         | Dealer                       | Up to 2 Years  |
| Setina                                                                        | Prisoner (partition, seats, window bars) and K9 transport and non-lighted push bumpers | 20%        | MD                           | Up to 2 Years  |
| Setina                                                                        | Lighted push bumpers                                                                   | 10%        | MD                           | Up to 5 Years  |
| Troy Products                                                                 | Prisoner transport (partition and window bars) and push bumpers                        | 20%        | MD                           | Up to 5 Years  |
| Westin                                                                        | Push bumpers                                                                           | 10%        | MD                           | 1 Year         |
| Vehicle Weapon Mounts & Storage                                               |                                                                                        |            |                              |                |
| Manufacturer                                                                  | Products Offered                                                                       | % off MSRP | Master Distributor or Dealer | Warranty       |
| Big Sky Gun Racks                                                             | Gun racks                                                                              | 10%        | MD                           | 1 Year         |
| CargoGlide                                                                    | Truck storage access solution                                                          | 10%        | Dealer                       | Up to Lifetime |
| D&R Electronics                                                               | Gun racks and storage boxes                                                            | 15%        | MD                           | 1 Year         |
| DECKED                                                                        | Storage solution for truck bed                                                         | 15%        | Dealer                       | 3 Years        |
| Go Rhino                                                                      | Gun racks and storage boxes                                                            | 15%        | MD                           | 1 Year         |
| Jotto Desk                                                                    | Gun racks                                                                              | 18%        | MD                           | 1 Year         |
| Lund Industries                                                               | Gun racks and storage boxes                                                            | 10%        | MD                           | Limited        |
| OPS                                                                           | Storage boxes                                                                          | 15%        | MD                           | Limited        |
| Prisoner Transport Systems (PTS)                                              | Storage boxes                                                                          | 10%        | Dealer                       | Limited        |
| Pro-gard Products                                                             | Gun racks and storage boxes                                                            | 20%        | MD                           | Limited        |
| Rockland                                                                      | Storage boxes                                                                          | 20%        | MD                           | Limited        |
| Santa Cruz Gun Locks                                                          | Gun racks                                                                              | 18%        | Dealer                       | 1 Year         |
| Setina                                                                        | Gun racks and storage boxes                                                            | 20%        | MD                           | Up to 2 Years  |
| Setina                                                                        | Blac-rac gun racks                                                                     | 0%         | MD                           | Up to 2 Years  |
| Troy Products                                                                 | Gun racks and storage boxes                                                            | 15%        | MD                           | Up to 5 Years  |
| Truck Vault                                                                   | Storage boxes                                                                          | 5%         | MD (Exclusive)               | Up to Lifetime |
| Tuffy                                                                         | Storage boxes                                                                          | 15%        | MD                           | Limited        |
| TufLoc / Esmet                                                                | Storage boxes                                                                          | 10%        | MD                           | 3 Years        |
| Computers / Consoles / Docking Stations / Laptop and Tablet Mounts / Printers |                                                                                        |            |                              |                |
| Manufacturer                                                                  | Products Offered                                                                       | % off MSRP | Master Distributor or Dealer | Warranty       |
| Brother Mobile Solutions                                                      | Printers and accessories                                                               | 5%         | MD                           | Up to 2 Years  |
| D&R Electronics                                                               | Consoles, laptop mounts, docking stations                                              | 15%        | Dealer                       | 1 Year         |
| Gamber Johnson                                                                | Consoles, laptop mounts, docking stations                                              | 35%        | MD                           | Up to Lifetime |
| Havis                                                                         | Consoles, laptop mounts, docking stations                                              | 30%        | MD                           | Up to Lifetime |
| Havis                                                                         | Apple related product and ICS (Integrated Control System)                              | 3%         | MD                           | 3 Years        |
| HINT Mounts                                                                   | Consoles, laptop mounts, docking stations                                              | 12%        | MD                           | Limited        |
| Jotto Desk                                                                    | Consoles, laptop mounts, docking stations                                              | 18%        | MD                           | 1 Year         |
| LEM Solutions                                                                 | Printer mounts                                                                         | 3%         | MD                           | Limited        |
| Lund Industries                                                               | Consoles, laptop mounts, docking stations                                              | 10%        | MD                           | Limited        |
| Panasonic                                                                     | Laptops                                                                                | 5%         | Dealer                       | Up to 3 Years  |
| PMT (Precision Mounting Technologies)                                         | Consoles, laptop mounts, docking stations                                              | 15%        | MD                           | Up to Lifetime |
| Prisoner Transport Systems (PTS)                                              | Consoles                                                                               | 10%        | Dealer                       | Limited        |
| RAM Products                                                                  | Consoles and laptop mounts                                                             | 30%        | MD                           | Up to Lifetime |
| Samsung                                                                       | Computing devices                                                                      | 5%         | Dealer                       | Up to 3 Years  |
| Troy Products                                                                 | Consoles, laptop mounts, docking stations                                              | 18%        | MD                           | Up to 5 Years  |
| Radar / In-Car Video / LPR / Collision Avoidance / Vehicle Safety             |                                                                                        |            |                              |                |
| Manufacturer                                                                  | Products Offered                                                                       | % off MSRP | Master Distributor or Dealer | Warranty       |
| Apollo Video                                                                  | In-car video                                                                           | 5%         | MD                           | 2 Years        |
| Decatur Electronics                                                           | In-car video and radar                                                                 | 3%         | MD                           | Up to 5 Years  |
| Digital Ally                                                                  | Body camera and in-car video                                                           | 2%         | MD                           | Limited        |
| Genetec                                                                       | LPR                                                                                    | 5%         | MD (Exclusive)               | Up to 5 Years  |
| L3 Mobile Vision / Safe Fleet                                                 | In-car video                                                                           | 3%         | Dealer                       | Up to 3 Years  |
| Mobileye                                                                      | Collision avoidance                                                                    | 5%         | MD (Exclusive)               | Limited        |
| MPH Radar                                                                     | Radar                                                                                  | 3%         | Dealer                       | Up to 3 Years  |
| Point Blank / Advanced Tech Group                                             | Body camera and in-car video                                                           | 5%         | MD                           | Limited        |
| Patrol Witness                                                                | In-car video                                                                           | 2%         | MD                           | Limited        |
| Rearview Safety                                                               | Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras        | 10%        | Dealer                       | 1 Year         |
| Rostra                                                                        | Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras        | 10%        | Dealer                       | Up to 3 Years  |
| Stalker                                                                       | Radar                                                                                  | 3%         | MD                           | Up to 3 Years  |

| Radar / In-Car Video / LPR / Collision Avoidance / Vehicle Safety (continued) |                                                                                                |                |                              |                        |
|-------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|----------------|------------------------------|------------------------|
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| Utility                                                                       | Body camera and in-car video                                                                   | 3%             | Dealer                       | Up to 5 Years          |
| WatchGuard                                                                    | Body camera and in-car video                                                                   | 2%             | MD                           | 1 Year                 |
| Flashlights & Other Lighting                                                  |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| Bayco Products                                                                | Flashlights                                                                                    | 30%            | MD                           | Up to Lifetime         |
| Maglite                                                                       | Flashlights                                                                                    | 30%            | MD                           | Up to Lifetime         |
| Pelican Products                                                              | Flashlights and scene lighting                                                                 | 25%            | MD                           | Up to Lifetime         |
| Streamlight                                                                   | Flashlights                                                                                    | 30%            | MD                           | Up to Lifetime         |
| Sure Fire                                                                     | Flashlights                                                                                    | 12%            | Dealer                       | Up to Lifetime         |
| Truck Toppers / Caps                                                          |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| A.R.E.                                                                        | Toppers and tonneau covers                                                                     | 5%             | Dealer                       | Up to Lifetime         |
| BAKFlip                                                                       | Bed cover                                                                                      | 10%            | Dealer                       | Up to 2 Years          |
| Reading                                                                       | Steel commercial caps                                                                          | 5%             | MD                           | 5 Years                |
| Roll n Lock                                                                   | Bed cover                                                                                      | 12%            | Dealer                       | Up to 3 Years          |
| SpaceKap                                                                      | Transferable fiberglass caps                                                                   | 2%             | MD                           | Up to Lifetime         |
| Bodies / Cranes / Truck Equipment                                             |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| A.R.E.                                                                        | Toppers and tonneau covers                                                                     | 5%             | MD                           | Up to Lifetime         |
| Buyers Products                                                               | Truck equipment and accessories                                                                | 18%            | Dealer                       | Up to Lifetime         |
| DeeZee                                                                        | Truck equipment and accessories                                                                | 10%            | Dealer                       | Up to Lifetime         |
| Keystone Automotive                                                           | Truck equipment and accessories                                                                | 10%            | Dealer                       | Varies by Manufacturer |
| Liftmoore Cranes                                                              | Service cranes                                                                                 | 5%             | MD                           | Up to 3 Years          |
| Meyer Distributing                                                            | Truck equipment and accessories                                                                | 10%            | Dealer                       | Varies by Manufacturer |
| Palfinger                                                                     | Service cranes                                                                                 | 8%             | Dealer                       | Up to 3 Years          |
| Reading                                                                       | Crane bodies, mechanics bodies, dump bodies, stake / platform bodies, service / utility bodies | 5%             | MD                           | Up to 10 Years         |
| Rugby Manufacturing                                                           | Dump bodies                                                                                    | 5%             | MD                           | Up to 3 Years          |
| Sterling Equipment                                                            | Heavy duty push bumpers and headache racks                                                     | 5%             | Dealer                       | Up to 1 Year           |
| Thieman Tailgates                                                             | Liftgates                                                                                      | 5%             | MD                           | Up to 1 Year           |
| Venturo Cranes                                                                | Service cranes                                                                                 | 5%             | Dealer                       | Up to 1 Year           |
| Van Storage Equipment                                                         |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| Kargo Master                                                                  | Van interior packages, van ladder racks                                                        | 5%             | MD                           | Up to Lifetime         |
| Legend Fleet Solutions                                                        | Van interior floor and wall solutions                                                          | 5%             | Dealer                       | Limited                |
| Masterack                                                                     | Van interior packages, van ladder racks, van interior floor and wall liners                    | 15%            | MD                           | 1 Year                 |
| OPS                                                                           | Van interior packages                                                                          | 10%            | MD                           | Limited                |
| Westcan Manufacturing                                                         | Van interior packages, van interior floor and wall liners                                      | 5%             | Dealer                       | Limited                |
| Footwear / Apparel                                                            |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| 5.11 Tactical                                                                 | Apparel, bags, boots, shoes                                                                    | 30%            | MD                           | Up to Lifetime         |
| Bates                                                                         | Boots and shoes                                                                                | 25%            | Dealer                       | Limited                |
| Blackhawk1                                                                    | Apparel, bags, boots                                                                           | 25%            | Dealer                       | Up to Lifetime         |
| Danner                                                                        | Boots and shoes                                                                                | 18%            | Dealer                       | Up to 6 Months         |
| Magnum                                                                        | Boots and shoes                                                                                | 22%            | Dealer                       | 1 Year                 |
| Propper                                                                       | Apparel, bags, boots, shoes                                                                    | 15%            | MD                           | Limited                |
| Rocky                                                                         | Boots and shoes                                                                                | 22%            | Dealer                       | 1 Year                 |
| Tru-Spec                                                                      | Apparel, bags, boots                                                                           | 25%            | MD                           | 2 Years                |
| DSS Products & Services                                                       |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | Pricing        | Master Distributor or Dealer | Warranty               |
| DSS Graphics                                                                  | Design, printing, installation, and removal services                                           | Quoted per Job |                              | 7 Years                |
| DSS Products                                                                  | Private label products or sole distributor products                                            | 15% off MSRP   |                              | Varies                 |
| DSS Website                                                                   | www.danasafetysupply.com - All products                                                        | 5% off MSRP    |                              | Varies                 |
| Fleet Safety Website                                                          | www.fleetsafety.com - All products                                                             | 5% off MSRP    |                              | Varies                 |
| Install Rate                                                                  | Hourly install rate for install and repair services                                            | \$70 per hour  |                              | 5 Years                |
| Vehicle pick-up and delivery                                                  | Calculated based on round trip from DSS location to customer                                   | \$1 per mile   |                              |                        |
| Body Armor                                                                    |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| Armor Express                                                                 | Body armor                                                                                     | 30%            | MD                           | 5 Years                |
| Onyx                                                                          | Body armor                                                                                     | 15%            | MD                           | 5 Years                |
| Point Blank                                                                   | Body armor                                                                                     | 25%            | MD                           | 5 Years                |
| Propper                                                                       | Body armor                                                                                     | 20%            | MD                           | 5 Years                |
| Duty Gear                                                                     |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| 1791 Gun Leather                                                              | Holsters                                                                                       | 10%            | Dealer                       | Limited                |
| Gould & Goodrich                                                              | Holsters, belts, and accessories                                                               | 30%            | MD                           | Limited                |
| Hero's Pride                                                                  | Badges, duty gear, insignia, patches and recognitions                                          | 25%            | Dealer                       | Limited                |
| High Speed Gear                                                               | Holsters, belts, and accessories                                                               | 10%            | Dealer                       | Up to Lifetime         |
| Safariland                                                                    | Holsters, belts, and accessories                                                               | 20%            | Dealer                       | Up to Lifetime         |
| Fire Gear & Tools                                                             |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| ATI Fire Products                                                             | Nozzles, hoses, and coupling                                                                   | 10%            | Dealer                       | Varies                 |
| Fire Ninja                                                                    | Safety vests, glowflect tracking decals, sub zero cooling towels, and knives                   | 12%            | Dealer                       | Varies                 |
| Holik                                                                         | Gloves                                                                                         | 10%            | Dealer                       | Limited                |
| Innotex                                                                       | Bunker / turnout gear                                                                          | 5%             | Dealer                       | Limited                |
| Nupla                                                                         | Fire tools                                                                                     | 30%            | MD                           | Up to Lifetime         |
| Full Line Supplier of Other Items                                             |                                                                                                |                |                              |                        |
| Manufacturer                                                                  | Products Offered                                                                               | % off MSRP     | Master Distributor or Dealer | Warranty               |
| Aervoe                                                                        | LED flares                                                                                     | 20%            | Dealer                       | Up to 5 Years          |
| Amerex                                                                        | Fire extinguishers                                                                             | 10%            | MD                           | Up to 12 Years         |
| Angel Armor                                                                   | Vehicle driver window armor                                                                    | 5%             | Dealer                       | 5 Years                |
| ASP                                                                           | Baton, flashlights, handcuffs                                                                  | 20%            | MD                           | Up to Lifetime         |
| Avon Protection                                                               | First responder Core Products (includes gas masks, etc and Accessories / Spares                | 5%             | MD                           | Varies                 |
| BlackInton                                                                    | Badges, insignia, and recognitions                                                             | 20%            | MD                           | Up to Lifetime         |
| Combined Tactical Systems (CTS)                                               | Less lethal munitions                                                                          | 8%             | MD                           | Limited                |
| Edge Tactical                                                                 | Protective and ballistic eyewear                                                               | 10%            | MD                           | Limited                |
| Garrett Metal Detectors                                                       | Walk thru and hand metal detectors                                                             | 5%             | MD                           | Up to 2 Years          |
| Nite Track                                                                    | Night vision                                                                                   | 5%             | MD                           | 1 Year                 |

| Full Line Supplier of Other Items |                                                          |             |                              |                     |
|-----------------------------------|----------------------------------------------------------|-------------|------------------------------|---------------------|
| Manufacturer                      | Products Offered                                         | % off MSRP  | Master Distributor or Dealer | Warranty            |
| Noptic                            | Vehicle mounted thermal imaging                          | 5%          | Dealer                       | 2 Years             |
| Pac Kit                           | First aid kits                                           | 20%         | Dealer                       | Limited             |
| Panorama Antennas                 | Antennas for vehicle mounting                            | 10%         | MD                           | Limited             |
| Sabra                             | Less lethal                                              | 34%         | MD                           | Up to 2 Years       |
| SIG Sauer                         | Handguns, rifles, scopes, sights, ammunition             | 5%          | MD (Exclusive)               | Up to Lifetime      |
| Simunitions                       | Non-lethal training ammunition                           | 5%          | MD                           | Up to 5 Years       |
| Sirchie                           | Forensic, vehicle, evidence, and surveillance solutions  | 5%          | MD                           | Up to Lifetime      |
| Smith & Warren                    | Badges, insignia, and recognitions                       | 20%         | MD                           | Up to Lifetime      |
| Theon                             | Night vision                                             | 10%         | MD                           | Up to 10 Years      |
| Tremco                            | Vehicle anti-theft system                                | 10%         | MD                           | Limited             |
| Wanco                             | Arrow board, light tower, message signs, and speed signs | 3%          | MD                           | Up to 5 Years       |
| Zoll                              | AED                                                      | 25%         | MD                           | Up to Lifetime      |
| Zoll                              | AED accessories                                          | 10%         | MD                           | Up to Lifetime      |
| Vehicles                          |                                                          |             |                              |                     |
| Manufacturer                      | Products Offered                                         | % over Cost | Master Distributor or Dealer | Warranty            |
| Chevrolet                         | Chevrolet line of vehicles                               | 4%          | Dealer                       | 3 Years / 36K Miles |
| Dodge                             | Dodge line of vehicles                                   | 4%          | Dealer                       | 3 Years / 36K Miles |
| Ford                              | Ford line of vehicles                                    | 4%          | Dealer                       | 3 Years / 36K Miles |