

ORIGINAL



June 17, 2019

Bradford County Sheriff's Office
Chief of Operations
945 North Temple Avenue
Starke, FL 32091

RE: RFP # BCSO2019-01: Lighting, Emergency Lighting, Specialty Equipment, Public Safety Equipment and Accessories - Parts Sales and Installation Service

To Whom It May Concern:

Dana Safety Supply (DSS) would like to thank the Bradford County Sheriff's Office for the opportunity to offer our submission for the lighting, emergency lighting, specialty equipment, public safety equipment and accessories - parts sales and installation service of the RFP referenced above. The enclosed documentation pertains to the requested information associated with this bid. All the specifications for the bid can be met / exceeded by our firm.

DSS is 100% committed to the sales, service, inventory and administrative support necessary to be a supplier to the largest public safety agencies in the Southeast. Ensuring total customer satisfaction and providing quality products and timely installation is the main objective. DSS has the knowledge and expertise required to effectively administer and service major governmental contracts with extensive expertise in the sales and service of emergency vehicle equipment and related law enforcement products. DSS will utilize its human resources, expertise, facilities, and financial strength to insure that the Bradford County Sheriff's Office is 100% satisfied with DSS's performance.

Sincerely,


Sidney Wells
General Manager
Dana Safety Supply

DeLand, FL

1401 Saratoga Street
DeLand, Florida 33916
Phone (800) 845-0045

Ft Myers, FL

3350 Hanson Street
Ft Myers, Florida 33916
Phone (239) 590-8665

Jacksonville, FL

1855 Cassat Avenue, # 11
Jacksonville, Florida 32210
Phone (904) 388-7006
Fax (904) 388-7181

Miami, FL

7001 NW 36th Avenue
Miami, Florida 33614
Phone (305) 639-6055
Fax (305) 639-6056

Orlando, FL

4832 North Orange Blossom Trail
Orlando, Florida 32810
Phone (407) 880-2769
Fax (407) 802-2966

Pompano, FL

4100 N Powerline Road
Suite W4-5
Pompano Beach, FL 33073
Phone (954) 708-2071

Tallahassee, FL

4412 Production Court
Tallahassee, Florida 32310
Phone (850) 765-6145
Fax (904) 388-7181

Tampa, FL

3810-A West Osborne Avenue
Tampa, Florida 33614
Phone (813) 348-4866
Fax (813) 348-0450



TAB 1 – EXECUTIVE SUMMARY

Executive Summary

Dana Safety Supply (DSS) is a major distributor and installer of law enforcement and public safety graphics and fleet vehicle equipment including emergency lighting, and related law enforcement products, that are typically utilized by law enforcement agencies. In addition, DSS is a distributor of law enforcement duty gear, body armor, tactical supplies, firearms, uniforms, and related items. DSS is headquartered in Florida and operates twenty-one (21) locations throughout the Southeast and Rocky Mountains.

DSS was founded in 2005 and has grown exponentially, meaning it has more than thirteen (13) years of relevant experience in providing turn-key solutions in the upfitting of government-owned emergency response vehicles. DSS was acquired by the Jacksonville based Duval Motor Company (DMC) of Jacksonville in January 2010 and is a wholly owned subsidiary of DMC. DMC is a 100+ year-old family owned company that has been in continuous operation and under the same ownership since 1916. DMC is one of the largest automotive groups in the U.S. and operates four (4) automotive dealerships and a sub-prime finance company in addition to DSS. Each DMC subsidiary is headed by its own President and operates independently, but has the financial backing and resources of DMC at its disposal.

Each DSS location is staffed with personnel who possess extensive experience in the sale and service of law enforcement products. Many DSS personnel are current or former law enforcement officers with expertise in administrative operations, patrol operations, special operations, and training. DSS directly employs approximately two hundred twenty-five (225) personnel. With a staff of more than one hundred ten (110) installers throughout the company, DSS has the ability to perform the installations at each of our facilities or travel installers from other locations to ensure timely completion of the installation work. A majority of the installers have received their certification as Emergency Vehicle Technicians (EVTs). The EVT certification is a good foundation upon which to establish the necessary skillset to be an effective, productive installer of emergency vehicle equipment.

DSS regularly provides emergency vehicle lighting and equipment, installation services, and other law enforcement products and goods to numerous State, Federal, and Local law enforcement agencies. DSS holds multiple large volume contracts with major law enforcement agencies within the State of Florida and has a successful track record of insuring customer satisfaction including many successful, multi-year contracts that have been completed, as well as ongoing contracts that are in varying years of renewal.

The mission objective of DSS is to provide our customers with top tier products, backed by first rate service, while maintaining the competitive pricing structure that is necessary in order to compete successfully for government contracts. Major emphases of DSS's business model are brick and mortar sales, service, installation, and warehouse operations. Each operation is staffed by an inside and outside sales staff to support the purchasing and service needs of governmental agencies. DSS recognizes the need to have local service available in major markets and given the geographical size and population of the State of Florida, eight (8) such facilities are in place and fully operational.

DSS and its management have a proven track record of successfully administering and servicing large governmental contracts. DSS has the financial resources, staffing and warehouse facilities that enable us to the stock large quantities of the equipment needed by our customers. Specifically, and relevant to the Bradford County Sheriff's Office's needs and requirements; DSS maintains more than \$4M of emergency lighting and vehicle equipment at our eight (8) warehouses within the State of Florida, insuring that we can service the Bradford County Sheriff's Office's needs on an ongoing basis.

DSS recognizes that service after the sale is as important to the Bradford County Sheriff's Office as competitive pricing and is committed to 100% customer satisfaction. DSS collectively has an uncommon knowledge of the sales and installation of law enforcement equipment. DSS senior management collectively possesses more than one hundred twenty years of experience directly related to the needs and requirements of the Bradford County Sheriff's Office's bid requirements.

DSS will be able to provide the Bradford County Sheriff's Office with one vendor for the Vehicle Equipment Repair, Removal and Reinstallation. DSS has the warehouse capacity, secured parking, and financial capability to store the Bradford County Sheriff's Office vehicles and equipment during the service process. DSS is an authorized master distributor of a majority of the products referenced in our proposal response which allows us to service the needs of the Bradford County Sheriff's Office with inventory and warranty service. Prior to commencement of work, DSS will provide a certificate of insurance information showing \$15M in umbrella coverage with the Bradford County Sheriff's Office listed as an additional insured. In addition, our financial strength, as demonstrated by our parent company, DMC, enables us to meet the demands of a project this size without any delays due to cash flow.

DSS has offered a number of manufacturers for consideration of this bid. The large number of manufacturer options affords the Bradford County Sheriff's Office with the option of taking advantage of more product options and pricing comparisons for product which they may have traditionally purchased through other resources. It is our hope and intent to either provide confirmation to the Bradford County Sheriff's Office that they are obtaining the best pricing from their current vendor or it may provide an opportunity for the Bradford County Sheriff's Office to save some money. The large number of manufacturers also enables other agencies to consider using the contract once it is in place. The more agencies that utilize the contract, it will ultimately be a benefit to the Bradford County Sheriff's Office with the additional exposure to the contract.

We have attempted to provide all the necessary information for this proposal, but understand there may be a need to ask additional questions. The following individuals, in order of contact preference, will be authorized to make representations for DSS:

Sidney Wells, General Manager, (904) 635-1894

David Russo, CEO, (850) 624-5450

JJ Etheridge, Senior Sales Associate, (904) 521-4484

Wanda Hobbs, COO, (336) 337-9134

Dana Safety Supply

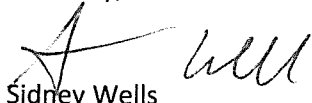
1855 Cassat Avenue, Unit 11

Jacksonville, FL 32210

Fax: (904) 635-1894

I certify and acknowledge DSS's understanding, compliance, and adherence to the requirements stated in sections 1.1 and 1.2 of the proposal document. As the authorized signer of this proposal, I declare that the proposal is in all respects fair and in good faith without collusion or fraud and that as signer of the proposal I have the authority to bind the principal proponent.

Sincerely,



Sidney Wells

General Manager

Dana Safety Supply



TAB 2 – EQUIPMENT

Emergency Vehicle Lighting		
Manufacturer	Products Offered	Master Distributor or Dealer
911 Signal	Emergency and commercial vehicle lighting	MD
Able2 Products	Emergency and commercial vehicle lighting	MD
Brooking Industries	Emergency and commercial vehicle lighting	MD
Code 3	Emergency and commercial vehicle lighting	MD
D&R Electronics	Emergency and commercial vehicle lighting	MD
ECCO	Emergency and commercial vehicle lighting	MD
Federal Signal	Emergency and commercial vehicle lighting	
Feniex	Emergency and commercial vehicle lighting	MD
GoLight	Scene lighting	MD
GoLight	Helios (thermal imaging) and parts / accessories	Dealer
Maxxima	Emergency and commercial vehicle lighting	MD
SoundOff Signal	Emergency and commercial vehicle lighting	MD
Star Warning Products	Emergency and commercial vehicle lighting	MD
Unity Spotlights	Scene lighting	Dealer
Whelen	Emergency and commercial vehicle lighting	MD
Whelen	Parts only	MD
Vehicle Push Bumpers / Prisoner & K9 Transport		
Manufacturer	Products Offered	Master Distributor or Dealer
AceK9 / Radiotronics	K9 transport electronics	Dealer
American Aluminum	Prisoner and K9 transport	Dealer
Brooking Industries	Prisoner transport (seats and window bars)	MD
D&R Electronics	K9 Transport, cargo partitions, and window bars	MD
Go Rhino	Prisoner transport (partition and window bars) and push bumpers	MD
Go Rhino	Prisoner transport (seats)	MD
Havis	Prisoner and K9 transport	MD
Jotto Desk	Prisoner transport (partition, seats, window bars)	MD
Laguna	Prisoner transport (seats and window bars)	MD
Pro-gard Products	Prisoner transport (partition, seats, window bars)	MD
Prisoner Transport Systems (PTS)	Prisoner transport (partition, seats, window bars)	Dealer
Ranch Hand	Push bumpers	Dealer
Ray Allen	K9 transport electronics	Dealer
Setina	Prisoner (partition, seats, window bars) and K9 transport and non-lighted push bumpers	MD
Setina	Lighted push bumpers	MD
Troy Products	Prisoner transport (partition and window bars) and push bumpers	MD
Westin	Push bumpers	MD
Vehicle Weapon Mounts & Storage		
Manufacturer	Products Offered	Master Distributor or Dealer
Big Sky Gun Racks	Gun racks	MD
CargoGlide	Truck storage access solution	Dealer
D&R Electronics	Gun racks and storage boxes	MD
DECKED	Storage solution for truck bed	Dealer
Go Rhino	Gun racks and storage boxes	MD
Jotto Desk	Gun racks	MD
Lund Industries	Gun racks and storage boxes	MD
OPS	Storage boxes	MD
Prisoner Transport Systems (PTS)	Storage boxes	Dealer
Pro-gard Products	Gun racks and storage boxes	MD
Rockland	Storage boxes	MD
Santa Cruz Gun Locks	Gun racks	Dealer
Setina	Gun racks and storage boxes	MD
Setina	Blac-rac gun racks	MD
Troy Products	Gun racks and storage boxes	MD
Truck Vault	Storage boxes	MD (Exclusive)
Tuffy	Storage boxes	MD
TufLoc / Esmet	Storage boxes	MD
Computers / Consoles / Docking Stations / Laptop and Tablet Mounts / Printers		
Manufacturer	Products Offered	Master Distributor or Dealer
Brother Mobile Solutions	Printers and accessories	MD
D&R Electronics	Consoles, laptop mounts, docking stations	Dealer
Gamber Johnson	Consoles, laptop mounts, docking stations	MD
Havis	Consoles, laptop mounts, docking stations	MD
Havis	Apple related product and ICS (Integrated Control System)	MD
HiINT Mounts	Consoles, laptop mounts, docking stations	MD
Jotto Desk	Consoles, laptop mounts, docking stations	MD
LEM Solutions	Printer mounts	MD
Lund Industries	Consoles, laptop mounts, docking stations	MD

Computers / Consoles / Docking Stations / Laptop and Tablet Mounts / Printers (continued)		
Manufacturer	Products Offered	Master Distributor or Dealer
Panasonic	Laptops	Dealer
PMT (Precision Mounting Technologies)	Consoles, laptop mounts, docking stations	MD
Prisoner Transport Systems (PTS)	Consoles	Dealer
RAM Products	Consoles and laptop mounts	MD
Samsung	Computing devices	Dealer
Troy Products	Consoles, laptop mounts, docking stations	MD
Radar / In-Car Video / LPR / Collision Avoidance / Vehicle Safety		
Manufacturer	Products Offered	Master Distributor or Dealer
Apollo Video	In-car video	MD
Decatur Electronics	In-car video and radar	MD
Digital Ally	Body camera and in-car video	MD
Genetec	LPR	MD (Exclusive)
L3 Mobile Vision / Safe Fleet	In-car video	Dealer
Mobileye	Collision avoidance	MD (Exclusive)
MPH Radar	Radar	Dealer
Point Blank / Advanced Tech Group	Body camera and in-car video	MD
Patrol Witness	In-car video	MD
Rearview Safety	Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras	Dealer
Rostra	Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras	Dealer
Stalker	Radar	MD
Utility	Body camera and in-car video	Dealer
WatchGuard	Body camera and in-car video	MD
Flashlights & Other Lighting		
Manufacturer	Products Offered	Master Distributor or Dealer
Bayco Products	Flashlights	MD
Maglite	Flashlights	MD
Pelican Products	Flashlights and scene lighting	MD
Streamlight	Flashlights	MD
Sure Fire	Flashlights	Dealer
Truck Toppers / Caps		
Manufacturer	Products Offered	Master Distributor or Dealer
A.R.E.	Toppers and tonneau covers	Dealer
BAKFlip	Bed cover	Dealer
Reading	Steel commercial caps	MD
Roll n Lock	Bed cover	Dealer
SpaceKap	Transferable fiberglass caps	MD
Bodies / Cranes / Truck Equipment		
Manufacturer	Products Offered	Master Distributor or Dealer
A.R.E.	Toppers and tonneau covers	MD
Buyers Products	Truck equipment and accessories	Dealer
DeeZee	Truck equipment and accessories	Dealer
Keystone Automotive	Truck equipment and accessories	Dealer
Liftmoore Cranes	Service cranes	MD
Meyer Distributing	Truck equipment and accessories	Dealer
Palfinger	Service cranes	Dealer
Reading	Crane bodies, mechanics bodies, dump bodies, stake / platform bodies, service / utility bodies	MD
Rugby Manufacturing	Dump bodies	MD
Sterling Equipment	Heavy duty push bumpers and headache racks	Dealer
Thieman Tailgates	Liftgates	MD
Venturo Cranes	Service cranes	Dealer
Van Storage Equipment		
Manufacturer	Products Offered	Master Distributor or Dealer
Kargo Master	Van interior packages, van ladder racks	MD
Legend Fleet Solutions	Van interior floor and wall solutions	Dealer
Masterack	Van interior packages, van ladder racks, van interior floor and wall liners	MD
OPS	Van interior packages	MD
Westcan Manufacturing	Van interior packages, van interior floor and wall liners	Dealer
Footwear / Apparel		
Manufacturer	Products Offered	Master Distributor or Dealer
5.11 Tactical	Apparel, bags, boots, shoes	MD
Bates	Boots and shoes	Dealer
Blackhawk!	Apparel, bags, boots	Dealer
Danner	Boots and shoes	Dealer
Magnum	Boots and shoes	Dealer
Propper	Apparel, bags, boots, shoes	MD
Rocky	Boots and shoes	Dealer
Tru-Spec	Apparel, bags, boots	MD

DSS Products & Services		
Manufacturer	Products Offered	Master Distributor or Dealer
DSS Graphics	Design, printing, installation, and removal services	
DSS Products	Private label products or sole distributor products	
DSS Website	www.danasafetysupply.com - All products	
Fleet Safety Website	www.fleetsafety.com - All products	
Install Rate	Hourly install rate for install and repair services	
Vehicle pick-up and delivery	Calculated based on round trip from DSS location to customer	
Body Armor		
Manufacturer	Products Offered	Master Distributor or Dealer
Armor Express	Body armor	MD
Onyx	Body armor	MD
Point Blank	Body armor	MD
Propper	Body armor	MD
Duty Gear		
Manufacturer	Products Offered	Master Distributor or Dealer
1791 Gun Leather	Holsters	Dealer
Gould & Goodrich	Holsters, belts, and accessories	MD
Hero's Pride	Badges, duty gear, insignia, patches and recognitions	Dealer
High Speed Gear	Holsters, belts, and accessories	Dealer
Safariland	Holsters, belts, and accessories	Dealer
Full Line Supplier of Other Items		
Manufacturer	Products Offered	Master Distributor or Dealer
Amerex	Fire extinguishers	MD
Angel Armor	Vehicle armor doors	Dealer
Angel Armor	Vehicle driver window armor	Dealer
ASP	Baton, flashlights, handcuffs	MD
Avon Protection	First responder Core Products (includes gas masks, etc and Accessories / Spares	MD
Blackinton	Badges, insignia, and recognitions	MD
Combined Tactical Systems (CTS)	Less lethal munitions	MD
Edge Tactical	Protective and ballistic eyewear	MD
Garrett Metal Detectors	Walk thru and hand metal detectors	MD
Nite Track	Night vision	MD
Noptic	Vehicle mounted thermal imaging	Dealer
Panorama Antennas	Antennas for vehicle mounting	MD
Sabre	Less lethal	MD
SIG Sauer	Handguns, rifles, scopes, sights, ammunition	MD (Exclusive)
Simunitions	Non-lethal training ammunition	MD
Sirchie	Forensic, vehicle, evidence, and surveillance solutions	MD
Smith & Warren	Badges, insignia, and recognitions	MD
Theon	Night vision	MD
Tremco	Vehicle anti-theft system	MD
Wanco	Arrow board, light tower, message signs, and speed signs	MD
Vehicles		
Manufacturer	Products Offered	Master Distributor or Dealer
Chevrolet	Chevrolet line of vehicles	Dealer
Dodge	Dodge line of vehicles	Dealer
Ford	Ford line of vehicles	Dealer



TAB 3 – LOCATION

Location

DSS has maintained locations in Florida since its inception in 2005. As the company has grown over the years, it now operates twenty-one (21) locations throughout the Southeast and Rocky Mountains, eight (8) of which are based in Florida. Each location maintains the necessary insurance coverages, which is included in this section of the proposal response. Brief descriptions of each DSS facility located in Florida are as follows:

- DeLand, FL: 2,500 square feet, which includes installation shop and warehouse,
- Fort Myers, FL: 2,500 square feet, which includes installation shop and warehouse,
- Jacksonville, FL: 11,600 square feet, which includes installation shop, sales office, and warehouse,
- Miami FL: 12,000 square feet, which includes installation shop, sales office, and warehouse,
- Orlando, FL: 20,000 square feet, which includes graphics shop, installation shop, retail store, sales office, and warehouse,
- Pompano Beach, FL: 5,000 square feet, which includes installation shop and warehouse,
- Tallahassee, FL: 5,000 square feet, which includes installation shop and warehouse,
- Tampa, FL: 6,000 square feet, which includes installation shop, retail store, sales office, and warehouse.

The Jacksonville location is at 1855 Cassat Avenue, Unit 11, zip 32210, which is within 50 miles of the Bradford County Sheriff's Office. Locally, DSS is currently doing business with the Leon County Sheriff's Office, Suwannee County Sheriff's Office, Starke Police Department, University of Florida Police Department, Gainesville Police Department, Nassau County Sheriff's Office, St. Johns County Sheriff's Office, numerous other law enforcement agencies, and other commercial accounts just to provide a few in the area. A listing of some of the major accounts that we work with in the state is provided below.

1. Agency/Company name	Seminole County Sheriff Office
Address	100 Bush Blvd Sanford, FL 32773
Contact person	John Blackwood
Telephone	407-665-6592
E-mail	jblackwood@seminolesheriff.org
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$500k (annual)
2. Agency/Company name	Nassau County Sheriff Office
Address	76001 Bobby Moore Circle Yulee, FL 32097
Contact person	Nick Gaskill
Telephone	904-583-4783
E-mail	ngaskill@nassaucountysheriff.com
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$150k (annual)
3. Agency/Company name	City of Gainesville
Address	6317 NW 16 th Street Gainesville, FL 32653

Contact person	Jason Foster
Telephone	352-339-6715
E-mail	fosterjb@cityofgainesville.org
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$200k (annual)
4. Agency/Company name	Tampa Police Department
Address	411 North Franklin Street Tampa, FL 33602
Contact person	Leigh Ann Smith
Telephone	813-276-3387
E-mail	LeighAnn.Smith@tampagov.net
Product(s) provided	Emergency Vehicle Equipment & Installation and Police Duty Gear
Approx. dollar cost	\$700k (annual)
5. Agency/Company name	City of Miami
Address	1390 NW 20th Street Miami, FL 33142
Contact person	John Babos
Telephone	305-329-4874
E-mail	JBabos@miamigov.com
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$1M (annual)
6. Agency/Company name	Orange County Sheriff Office
Address	2500 West Colonial Drive Orlando, FL 32804
Contact person	Steve Valtinson
Telephone	407-254-7209
E-mail	Steve.Valtinson@ocfl.net
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$800k (annual)
7. Agency/Company name	Escambia County Sheriff Office
Address	ECSO Fleet Services Section P.O. Box 18770 Pensacola, FL 32523
Contact person	Jake Lucas
Telephone	850-436-9636
E-mail	julcas@escambiaso.com
Product(s) provided	Emergency Vehicle Equipment & Installation
Approx. dollar cost	\$400k (annual)

Out of the eight (8) locations in the state, DSS employs eighteen (18) inside / outside salespeople and general managers within Florida. These individuals are dedicated to being on the road and working with agencies and municipalities throughout the state to provide products and solutions that meet their needs. When the time comes for the sales staff and managers to utilize the contract that results from this proposal to make purchasing easier and more price competitive for fleet and purchasing managers, the DSS sales staff will surely produce the results of more sales by way of the contract.



TAB 4 – DELIVERY SCHEDULE

Delivery Schedule

DSS will commence work and provide the following general timeline for its work plan after the notification of a successful award by Bradford County Sheriff's Office.

Week One – Contact the Bradford County Sheriff's Office to schedule a face-to-face meeting to determine the approximate time frames for the following:

1. Arrival of vehicles
2. Specific equipment to be ordered and installed on each vehicle
3. Numbers of vehicles on which installations will be performed
4. Timelines
5. Any questions that the Bradford County Sheriff's Office has for DSS and vice-versa, related to the above items.

Week One – Issuance of purchase orders to manufacturers for the required equipment.

Week Two – Telephone communication with the Bradford County Sheriff's Office as needed

Week Four – Expected arrival of substantial amounts, if not all, of the required equipment. DSS will initiate and complete the required preparation work on the equipment so that it is ready for installation on Bradford County Sheriff's Office vehicles. This preparation work includes assembly of lightbar mounting kits, assembly of prisoner cage side panels, consoles and components, leg kits, push bumper installation kits, assembly, installation of amp connections and quick connectors on sub components and small items such as headlight flashers, speakers, and non-lightbar related LED warning lights.

Week Four – Continued communication with the Bradford County Sheriff's Office via telephone and in person with regular updates.

Week Six – Expected arrival of any equipment that did not arrive during week four and commencement of full-scale production and assembly.

Week Seven – Delivery of Prototype(s) as required and/or delivery of first 2-3 completed vehicles.

Week Eight and beyond – Completion of a minimum of two (2) vehicles per week.

Week Eight and beyond – Regular telephone communication and in person visits with the Bradford County Sheriff's Office to ensure that DSS is meeting / exceeding all expectations and continues to meet all contractual requirements.

Week Eight and beyond – In the unlikely event that the Bradford County Sheriff's Office has any questions or issues that are not solved via the normal telephone and in person contacts with JJ Etheridge and/or Sidney Wells, DSS provides David Russo, CEO & President, and Wanda Hobbs, COO, as points of contact to ensure ANY issues that might be raised by the Bradford County Sheriff's Office are resolved immediately, and to the

complete satisfaction of the Bradford County Sheriff's Office. Mr. Russo and Mrs. Hobbs have all required authority to make any required adjustments to work schedules or any other item that could be required to ensure the Bradford County Sheriff's Office's complete satisfaction. The cell numbers for Mr. Russo and Mrs. Hobbs were provided earlier to allow the Bradford County Sheriff's Office immediate access in the event it is needed.

Estimated Staff Hours

The estimated hours for staff members for this contract will vary with their job function with DSS. Of course, staff will be assigned for clerical functions such as billing and purchasing. DSS has an administrative staff of ten (10) people assigned to such functions and their hours will be allocated to insure that those functions are carried out efficiently and accurately. However, since the primary focus of this proposal is geared to technical discussions, the focus here is on job skill classifications and staff hours.

In general, DSS utilizes the following technical skill classifications:

- a. Technician
- b. Lead Technician
- c. Install Manager
- d. General Managers/Executive Staff

Technicians and Lead Technicians are directly responsible for installing the components on the Bradford County Sheriff's Office vehicles. They will spend approximately 75-100% of their time working on vehicles when installations are being performed. DSS will assign the appropriate number of technicians to meet or exceed the desired production requirements.

It is estimated that one (1) technicians will produce at least 2 completed vehicles per week. The number can vary based on the amount and type of equipment installed on the vehicle as well as the make and model of the vehicle. Based on a typical 40-hour work week, this Technician and Lead Technician skill classifications will allocate 30-40 hours each week per person to the project during the preparation, installation, and assembly phases of the contract.

The Install Manager is responsible for supervising technicians and lead technicians and for quality control inspections of vehicles. The install manager will spend approximately 25% of his time inspecting vehicles at various stages of completion during the installation process and will perform the final quality control inspections and equipment function testing on the vehicles. Based on a typical 40-hour work week, the install manager skill classification will allocate approximately 10 hours per week to the project during the preparation, installation, and assembly phases of the contract.

The General Managers are responsible for the supervision of the DSS location and for the oversight of DSS operations within the given geographical area. Executive Staff members are responsible for overall

management of DSS. They are listed in this proposal and are available at any time to interface with and assist Bradford County Sheriff's Office personnel.



TAB 5 – WARRANTY

Warranty

As a master distributor or dealer for all the products listed within the equipment portion of the proposal, DSS is well equipped to handle any warranty issues that may arise. Each manufacturer has a warranty policy which acts as a guideline for handling any warranty concerns. However, due to the size and amount of business that DSS with a number of these manufacturers we are often able to work closely with them to do what is best for the customer, the Bradford County Sheriff's Office. Please refer to the warranty breakdown by manufacturer that is included within this section to obtain more information about the warranties.

Any issues related to warranty or repair will be initiated by first contacting JJ Etheridge. JJ will coordinate the communication of the problem description and resolution with the manufacturer, or manufacturer representative. When necessary, a return UPS label will be provided to the agency in order to send any warranty repair back to DSS or the manufacturer. If necessary, DSS will send one of its employees to inspect / diagnose a faulty or damaged product to ensure successful problem identification if the product is not easily returnable. Issues that arise from a warranty standpoint will be addressed within two (2) business days.

In the unlikely or unfortunate event that a warranty issue is not handled in the appropriate timeframe, Sidney Wells, the General Manager, will step in to assist JJ with resolving the warranty issue. This will be accomplished by working with the local manufacturer's independent representative, the manufacturer's regional sales representative, and if necessary, one of the executive team members of the manufacturer, as high as the CEO or owner. David Russo, CEO, and Wanda Hobbs, COO, will also make themselves available to get any issues resolved since they have both been in this business for more than a combined 70 years. They have developed great relationships with the manufacturer and are able to "make things happen" when the need arises.

Emergency Vehicle Lighting		
Manufacturer	Products Offered	Warranty
911 Signal	Emergency and commercial vehicle lighting	Up to 5 Years
Able2 Products	Emergency and commercial vehicle lighting	Up to 5 Years
Brooking Industries	Emergency and commercial vehicle lighting	Up to 5 Years
Code 3	Emergency and commercial vehicle lighting	Up to 5 Years
D&R Electronics	Emergency and commercial vehicle lighting	Up to 5 Years
ECCO	Emergency and commercial vehicle lighting	Up to 5 Years
Federal Signal	Emergency and commercial vehicle lighting	Up to 5 Years
Feniex	Emergency and commercial vehicle lighting	Up to 5 Years
GoLight	Scene lighting	Up to 5 Years
GoLight	Helios (thermal imaging) and parts / accessories	1 Year
Maxxima	Emergency and commercial vehicle lighting	Up to 5 Years
SoundOff Signal	Emergency and commercial vehicle lighting	Up to 5 Years
Star Warning Products	Emergency and commercial vehicle lighting	Up to 5 Years
Unity Spotlights	Scene lighting	Limited
Whelen	Emergency and commercial vehicle lighting	Up to 5 Years
Whelen	Parts only	Up to 5 Years
Vehicle Push Bumpers / Prisoner & K9 Transport		
Manufacturer	Products Offered	Warranty
AceK9 / Radiotronics	K9 transport electronics	Up to 2 Years
American Aluminum	Prisoner and K9 transport	Up to 3 Years
Brooking Industries	Prisoner transport (seats and window bars)	2 Years
D&R Electronics	K9 Transport, cargo partitions, and window bars	1 Year
Go Rhino	Prisoner transport (partition and window bars) and push bumpers	1 Year
Go Rhino	Prisoner transport (seats)	1 Year
Havis	Prisoner and K9 transport	Up to Lifetime
Jotto Desk	Prisoner transport (partition, seats, window bars)	1 Year
Laguna	Prisoner transport (seats and window bars)	Up to 5 Years
Pro-gard Products	Prisoner transport (partition, seats, window bars)	Limited
Prisoner Transport Systems (PTS)	Prisoner transport (partition, seats, window bars)	Limited
Ranch Hand	Push bumpers	1 Year
Ray Allen	K9 transport electronics	Up to 2 Years
Setina	Prisoner (partition, seats, window bars) and K9 transport and non-lighted push bumpers	Up to 2 Years
Setina	Lighted push bumpers	Up to 5 Years
Troy Products	Prisoner transport (partition and window bars) and push bumpers	Up to 5 Years
Westin	Push bumpers	1 Year
Vehicle Weapon Mounts & Storage		
Manufacturer	Products Offered	Warranty
Big Sky Gun Racks	Gun racks	1 Year
CargoGlide	Truck storage access solution	Up to Lifetime
D&R Electronics	Gun racks and storage boxes	1 Year
DECKED	Storage solution for truck bed	3 Years
Go Rhino	Gun racks and storage boxes	1 Year
Jotto Desk	Gun racks	1 Year
Lund Industries	Gun racks and storage boxes	Limited
OPS	Storage boxes	Limited
Prisoner Transport Systems (PTS)	Storage boxes	Limited
Pro-gard Products	Gun racks and storage boxes	Limited
Rockland	Storage boxes	Limited
Santa Cruz Gun Locks	Gun racks	1 Year
Setina	Gun racks and storage boxes	Up to 2 Years
Setina	Blac-rac gun racks	Up to 2 Years
Troy Products	Gun racks and storage boxes	Up to 5 Years
Truck Vault	Storage boxes	Up to Lifetime
Tuffy	Storage boxes	Limited
TufLoc / Esmet	Storage boxes	3 Years
Computers / Consoles / Docking Stations / Laptop and Tablet Mounts / Printers		
Manufacturer	Products Offered	Warranty
Brother Mobile Solutions	Printers and accessories	Up to 2 Years
D&R Electronics	Consoles, laptop mounts, docking stations	1 Year
Gamber Johnson	Consoles, laptop mounts, docking stations	Up to Lifetime
Havis	Consoles, laptop mounts, docking stations	Up to Lifetime
Havis	Apple related product and ICS (Integrated Control System)	3 Years
HiNT Mounts	Consoles, laptop mounts, docking stations	Limited
Jotto Desk	Consoles, laptop mounts, docking stations	1 Year

Computers / Consoles / Docking Stations / Laptop and Tablet Mounts / Printers (continued)		
Manufacturer	Products Offered	Warranty
LEM Solutions	Printer mounts	Limited
Lund Industries	Consoles, laptop mounts, docking stations	Limited
Panasonic	Laptops	Up to 3 Years
PMT (Precision Mounting Technologies)	Consoles, laptop mounts, docking stations	Up to Lifetime
Prisoner Transport Systems (PTS)	Consoles	Limited
RAM Products	Consoles and laptop mounts	Up to Lifetime
Samsung	Computing devices	Up to 3 Years
Troy Products	Consoles, laptop mounts, docking stations	Up to 5 Years
Radar / In-Car Video / LPR / Collision Avoidance / Vehicle Safety		
Manufacturer	Products Offered	Warranty
Apollo Video	In-car video	2 Years
Decatur Electronics	In-car video and radar	Up to 5 Years
Digital Ally	Body camera and in-car video	Limited
Genetec	LPR	Up to 5 Years
L3 Mobile Vision / Safe Fleet	In-car video	Up to 3 Years
Mobileye	Collision avoidance	Limited
MPH Radar	Radar	Up to 3 Years
Point Blank / Advanced Tech Group	Body camera and in-car video	Limited
Patrol Witness	In-car video	Limited
Rearview Safety	Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras	1 Year
Rostra	Back-up camera systems, back-up sensors, 360 systems, mobile DVRs, dash cameras	Up to 3 Years
Stalker	Radar	Up to 3 Years
Utility	Body camera and in-car video	Up to 5 Years
WatchGuard	Body camera and in-car video	1 Year
Flashlights & Other Lighting		
Manufacturer	Products Offered	Warranty
Bayco Products	Flashlights	Up to Lifetime
Maglite	Flashlights	Up to Lifetime
Pelican Products	Flashlights and scene lighting	Up to Lifetime
Streamlight	Flashlights	Up to Lifetime
Sure Fire	Flashlights	Up to Lifetime
Truck Toppers / Caps		
Manufacturer	Products Offered	Warranty
A.R.E.	Toppers and tonneau covers	Up to Lifetime
BAKFlip	Bed cover	Up to 2 Years
Reading	Steel commercial caps	5 Years
Roll n Lock	Bed cover	Up to 3 Years
SpaceKap	Transferable fiberglass caps	Up to Lifetime
Bodies / Cranes / Truck Equipment		
Manufacturer	Products Offered	Warranty
A.R.E.	Toppers and tonneau covers	Up to Lifetime
Buyers Products	Truck equipment and accessories	Up to Lifetime
DeeZee	Truck equipment and accessories	Up to Lifetime
Keystone Automotive	Truck equipment and accessories	Varies by Manufacturer
Liftmoore Cranes	Service cranes	Up to 3 Years
Meyer Distributing	Truck equipment and accessories	Varies by Manufacturer
Palfinger	Service cranes	Up to 3 Years
Reading	Crane bodies, mechanics bodies, dump bodies, stake / platform bodies, service / utility bodies	Up to 10 Years
Rugby Manufacturing	Dump bodies	Up to 3 Years
Sterling Equipment	Heavy duty push bumpers and headache racks	Up to 1 Year
Thieman Tailgates	Liftgates	Up to 1 Year
Venturo Cranes	Service cranes	Up to 1 Year
Van Storage Equipment		
Manufacturer	Products Offered	Warranty
Kargo Master	Van interior packages, van ladder racks	Up to Lifetime
Legend Fleet Solutions	Van interior floor and wall solutions	Limited
Masterack	Van interior packages, van ladder racks, van interior floor and wall liners	1 Year
OPS	Van interior packages	Limited
Westcan Manufacturing	Van interior packages, van interior floor and wall liners	Limited
Footwear / Apparel		
Manufacturer	Products Offered	Warranty
5.11 Tactical	Apparel, bags, boots, shoes	Up to Lifetime
Bates	Boots and shoes	Limited
Blackhawk	Apparel, bags, boots	Up to Lifetime
Danner	Boots and shoes	Up to 6 Months

Footwear / Apparel (continued)		
Manufacturer	Products Offered	Warranty
Magnum	Boots and shoes	1 Year
Propper	Apparel, bags, boots, shoes	Limited
Rocky	Boots and shoes	1 Year
Tru-Spec	Apparel, bags, boots	2 Years
DSS Products & Services		
Manufacturer	Products Offered	Warranty
DSS Graphics	Design, printing, installation, and removal services	7 Years
DSS Products	Private label products or sole distributor products	Varies
DSS Website	www.danasafety.com - All products	Varies
Fleet Safety Website	www.fleet.com - All products	Varies
Install Rate	Hourly install rate for install and repair services	5 Years
Vehicle pick-up and delivery	Calculated based on round trip from DSS location to customer	
Body Armor		
Manufacturer	Products Offered	Warranty
Armor Express	Body armor	5 Years
Onyx	Body armor	5 Years
Point Blank	Body armor	5 Years
Propper	Body armor	5 Years
Duty Gear		
Manufacturer	Products Offered	Warranty
1791 Gun Leather	Holsters	Limited
Gould & Goodrich	Holsters, belts, and accessories	Limited
Hero's Pride	Badges, duty gear, insignia, patches and recognitions	Limited
High Speed Gear	Holsters, belts, and accessories	Up to Lifetime
Safariland	Holsters, belts, and accessories	Up to Lifetime
Full Line Supplier of Other Items		
Manufacturer	Products Offered	Warranty
Amerex	Fire extinguishers	Up to 12 Years
Angel Armor	Vehicle armor doors	5 Years
Angel Armor	Vehicle driver window armor	5 Years
ASP	Baton, flashlights, handcuffs	Up to Lifetime
Avon Protection	First responder Core Products (includes gas masks, etc and Accessories / Spares	Varies
Blackinton	Badges, insignia, and recognitions	Up to Lifetime
Combined Tactical Systems (CTS)	Less lethal munitions	Limited
Edge Tactical	Protective and ballistic eyewear	Limited
Garrett Metal Detectors	Walk thru and hand metal detectors	Up to 2 Years
Nite Track	Night vision	1 Year
Noptic	Vehicle mounted thermal imaging	2 Years
Panorama Antennas	Antennas for vehicle mounting	Limited
Sabre	Less lethal	Up to 2 Years
SIG Sauer	Handguns, rifles, scopes, sights, ammunition	Up to Lifetime
Simunitions	Non-lethal training ammunition	Up to 5 Years
Sirchie	Forensic, vehicle, evidence, and surveillance solutions	Up to Lifetime
Smith & Warren	Badges, insignia, and recognitions	Up to Lifetime
Theon	Night vision	Up to 10 Years
Tremco	Vehicle anti-theft system	Limited
Wanco	Arrow board, light tower, message signs, and speed signs	Up to 5 Years
Vehicles		
Manufacturer	Products Offered	Warranty
Chevrolet	Chevrolet line of vehicles	3 Years / 36K Miles
Dodge	Dodge line of vehicles	3 Years / 36K Miles
Ford	Ford line of vehicles	3 Years / 36K Miles



TAB 6 – SERVICE AND MAINTENANCE

Service and Maintenance

The DSS Jacksonville location, where 100% of the work will be completed, is in close proximity to the Bradford County Sheriff's Office fleet department. With a staff of more than one hundred ten (110) installers throughout the company, DSS has the ability to perform the installations at our facility in Jacksonville or travel installers from other locations into Jacksonville to ensure timely completion of the installation work. DSS has been able to complete more than 6,000 vehicle installations each year across all of its locations. Many of the installers have received their certification as Emergency Vehicle Technicians (EVTs). Copies of some of the certified technicians' certificates are included, following this page (this is not a conclusive listing of all DSS certified EVT's). Our installers also receive training from our manufacturer partners to ensure they maintain their level of knowledge for any new products or systems that the manufacturer produces.

DSS Jacksonville employs an install manager who will be responsible for ensuring uniformity and that proper Quality Assurance (QA) inspection has been performed per the Bradford County Sheriff's Office requests utilizing the QA inspection form. In the event that a vehicle does not meet the required specifications after being inspected by a Bradford County Sheriff's Office team member within the allotted timeframe, DSS will pick up the vehicle and make the appropriate corrections within the necessary timeframe as requested by the Bradford County Sheriff's Office.

DSS acknowledges that it will be responsible for providing the wiring, connectors, loom, and fuse holders and any other incidentals needed to complete the upfitting of the vehicles. The incidentals used will meet the Society of Automotive Engineers (SAE) standards.

DSS offers a five (5) year warranty for all installation work that is completed. The warranty exists for the duration of the five (5) year period that the equipment is installed in the original vehicle. As a master distributor and warranty service center for the manufacturers, DSS is able to handle all product warranty claims for the manufacturer and ensure minimal downtime for the fleet of the Bradford County Sheriff's Office.

Due to the close proximity to the Bradford County Sheriff's Office Fleet Department, DSS will be able to respond quickly upon request of service. When needed, DSS will also provide the necessary equipment repair, maintenance and operational training for the Bradford County Sheriff's Office. With its eight (8) locations in the State of Florida and personnel based throughout the state, DSS has the knowledge and resources to respond to any product training concerns at any time within a one (1) day period if the need arises. DSS is capable of providing the necessary training for its products or enlisting the assistance from the manufacturer and its local representatives. Utilizing the manufacturer to conduct training is a great way to educate the Bradford County Sheriff's Office staff and it helps develop a relationship with the manufacturer so that each party has mutual buy-in to ensure the successful implementation of a product. This time spent together also allows the Bradford County Sheriff's Office to express any issues or ideas that could possibly improve a product or produce new ones. These types of training sessions should be planned a couple of times each year to get a refresher or to possibly train new staff.

Emergency Vehicle Technician Certification Commission, Inc.



Dave Duren

is certified in the areas listed below:

Law Enforcement Vehicle Installation Technician

Expires:

05/20/2021


Stephen Wilde, President

Emergency Vehicle Technician

Certification Commission, Inc.



Tracy Mossman

is certified in the areas listed below:

Law Enforcement Vehicle Installation Technician

Expires:

05/20/2021

Stephen Wilde
Stephen Wilde, President

Emergency Vehicle Technician

Certification Commission, Inc.



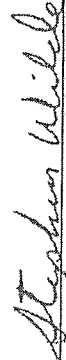
Christopher Crews

is certified in the areas listed below:

Law Enforcement Vehicle Installation Technician

Expires:

10/21/2021


Stephen Wilde, President

EMERGENCY VEHICLE TECHNICIAN

CERTIFICATION COMMISSION, INC.

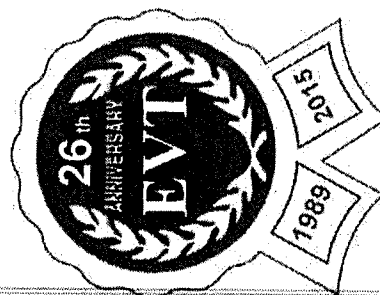
Anthony Joseph

is certified in the areas listed below:

Law Enforcement Vehicle Installation Technician

Expires:

08/07/2020



Stephen Wilde

Stephen Wilde, President

Emergency Vehicle Technician

Certification Commission, Inc.



George Maris

is certified in the areas listed below:

Expires:

09/16/2021

Law Enforcement Vehicle Installation Technician

Stephen Wilde
Stephen Wilde, President

Emergency Vehicle Technician

Certification Commission, Inc.



Erwin Stout

is certified in the areas listed below:

Law Enforcement Vehicle Installation Technician

Expires:

12/16/2021

Stephen Wilde
Stephen Wilde, President



**TAB 7 – VEHICLE MANUFACTURER DROP SHIP
CODES**

Vehicle Manufacturer Drop Ship Codes

The Jacksonville, FL location currently has Chevrolet (307032), Dodge (T9971), and Ford (F88PX8) drop ship codes and is in close proximity to the Bradford County Sheriff's Office and will enable DSS to easily pick up / deliver vehicles, when required, or perform on-site work at the Bradford County Sheriff's Office whenever the opportunity presents itself. Having a drop ship location enables the dealer to deliver the vehicles directly to DSS, reducing vehicle mileage and having the reassurance that the vehicles are ready for installation. One of the advantages of having a location in Jacksonville is that commonly used inventory items by the Bradford County Sheriff's Office will be stocked in this location to provide quick access to items that may be needed to get a vehicle back in service in a timely manner.



TAB 8 – FINANCIALS

**** CONTAINED IN SEPARATE SEALED ENVELOPE ****

**** CONFIDENTIAL INFORMATION ****

**ATTACHMENT A
REPRESENTATIONS/CERTIFICATIONS**

TAXPAYER IDENTIFICATION

Bidder must complete Federal Form W-9 and submit it with their bid. The form may be downloaded from the Internal Revenue web site at www.irs.gov.

OFFICIAL COMPANY INFORMATION AS REGISTERED (Type/Print)

COMPANY NAME: Dana Safety Supply
MAIL ADDRESS: 1855 Cassat Avenue, Unit 11
Jacksonville FL 32210
(City) (State) (Zip Code+4)
TELEPHONE NO: VOICE: (904) 388-7006, EXTENSION: _____
(Toll-Free Preferred) OTHER: (904) 635-1894 FAX: (904) 388-7181
EMAIL ADDRESS: swells@dana-safety-supply.com
WEBSITE URL: www.danasafety-supply.com

COMPANY CONTACT FOR CONTRACT MANAGEMENT (Type/Print)

PERSON NAME: Sidney Wells
TELEPHONE NO: VOICE: (904) 388-7006, EXTENSION: _____
(Toll-Free Preferred) OTHER: (904) 635-1894; FAX: (904) 388-7181
EMAIL ADDRESS: swells@dana-safety-supply.com

PAYMENT REMITTANCE ADDRESS (Type/Print) (if same as 2.8, enter "SAME 2.8")

NAME: Dana Safety Supply
MAIL ADDRESS: 4089 Koger Blvd
Greensboro, NC 27409
(City) (State) (Zip Code+4)
TELEPHONE NO: VOICE: (800) 845-0045, EXTENSION: _____
(Toll-Free Preferred) OTHER: (336) 854-5536; FAX: (336) 854-3884
EMAIL ADDRESS: whobbs@dana-safety-supply.com

CONTACT FOR INVOICE INQUIRIES

NAME: Joan Miller
TELEPHONE NO: VOICE: (800) 845-0045, EXTENSION: _____
(Toll-Free Preferred) OTHER: (336) 854-5536; FAX: (336) 854-3884
EMAIL ADDRESS: j.miller@dana-safety-supply.com

WHERE TO SEND PURCHASE ORDER (IF APPLICABLE)

COMPANY NAME: Dana Safety Supply
MAIL ADDRESS: 1855 Cassat Avenue, Unit 11
Jacksonville FL 32210
(City) (State) (Zip Code+4)

ATTACHMENT B
Local Vendor Affidavit

To qualify for Location points, a vendor must maintain a permanent place of business with full-time employees within 100 miles of Bradford County, Florida, for a minimum of six (6) months prior to the date quotes are received. Local vendor must submit this Local Vendor Affidavit with their proposal for the preference.

The undersigned, as a duly authorized representative of the vendor listed herein, certifies to the best of his/her knowledge and belief, that the vendor meets the definition of a "Local Business." For purposes of this section, "local business" shall mean a business which meets ALL below requirements:

- a) Has had a fixed office or distribution point located in and having a street address within 100 miles of Bradford County for at least six (6) months immediately prior to the submission of bids/quotes, to the Bradford County Sheriff's Office, and
- b) Holds any business license required by the county area of which the business resides (please attach copies); and
- c) Employs at least one (1) full time employee, or two (2) part time employees whose primary residence is in the 100 mile radius of Bradford County, or, if the business has no employees, the business shall be at least fifty percent (50%) owned by one or more persons whose primary residence is in the 100 mile radius of Bradford County.

Please complete the following in support of the self-certification and submit copies of your County and/or County business licenses. Failure to provide the information requested will result in denial of certification as a local business.

Business/Company Name: <u>Dana Safety Supply</u>	
Current Local Address: <u>1855 Cassat Avenue, Unit 11</u> <u>Jacksonville, FL 32210</u>	Phone: <u>(904) 388-7006</u> Fax: <u>(904) 388-7181</u>
If the above address has been for less than six months, please provide the prior local address:	
Length of time at this address: <u>4 years</u>	
Home Office Address: <u>4809 Koger Blvd</u> <u>Greensboro, NC 27409</u>	Phone: <u>(336) 854-5536</u> Fax: <u>(336) 854-3884</u>

NOTE: The purchasing agent shall not be required to verify the accuracy of any such certifications, and shall have the sole discretion to determine if a bidder meets the definition of a "local business."


Signature of Authorized Representative

Sidney Wells
Print Name of Authorized Representative

6/17/19
Date Signed

**2018-2019 BUSINESS TAX RECEIPT****DUVAL COUNTY TAX COLLECTOR**

231 E. FORSYTH STREET, SUITE 130, JACKSONVILLE, FL 32202-3370

Phone: (904) 630-1916, option 3; Fax: (904) 630-1432

Website: www.coj.net/tc; Email: taxcollector@coj.net

Note – A penalty is imposed for failure to keep this receipt exhibited conspicuously at your place of business.

This business tax receipt is furnished pursuant to Municipal Ordinance Code, Chapters 770-772, for the period October 1, 2018 through September 30, 2019.

DANA SAFETY SUPPLY INC
ATTN: ACCOUNTS PAYABLE
1855 CASSAT AVE
STE 10
JACKSONVILLE, FL 32210

ACCOUNT NUMBER: 82037

LOCATION ADDRESS: 1855 CASSAT AVE STE 10
JACKSONVILLE, FL 32210

DESCRIPTION: TRADING TPP OWNR/BROK AT RETAIL

STATE LICENSE NO.:

COUNTY RECEIPT DESC: TRADING TPP OWNR/BROK AT RETAIL

COUNTY TAX: 30.00

MUNICIPAL RECEIPT DESC: RETAIL INVENTORY

MUNICIPAL TAX: 996.30

TOTAL TAX PAID: 1,026.30

VALID UNTIL September 30, 2019

*****ATTENTION*****

THIS RECEIPT IS FOR BUSINESS TAX RECEIPT ONLY.

CERTAIN BUSINESSES MAY REQUIRE ADDITIONAL STATE LICENSING.

This is a business tax receipt only. It does not permit the receipt holder to violate any existing regulatory or zoning laws of the County or City. It does not exempt the receipt holder from any other license or permit required by law. This is not a certification of the receipt holder's qualifications.

DUVAL COUNTY TAX COLLECTOR

THIS BECOMES A RECEIPT AFTER VALIDATION.

PAID-4135121.0001-0001 Y02 09/19/2018 2,271.68

Attachment C

FORMULA FOR ASSIGNING COST POINTS

Cost evaluation points are determined based on the following:

Lowest bid in each category = Max Points in each category

Second lowest bid in each category = percentage of points relative to the difference in cost from the lowest bid in each category.

Add all points from each category to arrive at the total number of points.

Each bid after the second lowest to be determined using the same process.

Example:

\$1,000 (Lowest Bid) = 25 points

\$1500 (second lowest bid) = 500 divided by 1000 = 50% or 12.5 points

BID SUBMITTAL

Name: Dana Safety Supply

(This section must be submitted with bid and shall become an integral part of the resultant contract.)

THE BIDDER AGREES

To sell the items listed in Appendix A to the Bradford County Sheriff's Office.

CERTIFICATION OF INDEPENDENT PRICE DETERMINATION

The bidder certifies that:

- (1) The price set forth herein has been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other bidder or competitor.
- (2) The price set forth herein will not be knowingly disclosed by the bidder, directly or indirectly, to any other bidder or competitor before bid opening.

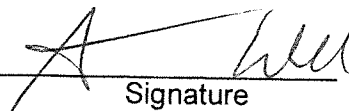
- (3) No attempts have been made by the bidder to induce any other concern to submit or not to submit a bid for the purpose of restricting competition.

CERTIFICATION OF BIDDER

In response to this solicitation, I, the undersigned representative of the named bidder, hereby certify and represent as follows:

- (1) That I have read and examined the solicitation in full and all attachments thereto, and that I have satisfied myself with respect to any questions I have regarding the solicitation; and
- (2) That I am duly authorized by the named bidder to execute the bid and associated Purchase and Sale Agreement intending to bind the bidder to the County as stated in those documents; and
- (3) That, if awarded the subject bid, the bidder will sell and/or donate the real estate described in the Purchase and Sale Agreement in strict accordance with its terms and conditions.

Sidney Wells, General Manager 6/17/19
Print/Type Name, Title and Date


Signature

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Dana Safety Supply, Inc		
2 Business name/disregarded entity name, if different from above		
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. ☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate ☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. ☐ Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)	
5 Address (number, street, and apt. or suite no.) See instructions. 1855 Cassat Avenue, Unit 11	Requester's name and address (optional)	
6 City, state, and ZIP code Jacksonville, FL 32210		
7 List account number(s) here (optional)		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

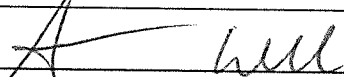
Social security number											
				-				-			
or											
Employer identification number											
2	7	-	1	5	5	7	2	2	6		

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► 	Date ► 6/17/19
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.