1. INVITATION TO BID ACKNOWLEDGEMENT
ITB # 269-2016-086
FIREFIGHTING TURNOUT GEAR

The Company hereby certifies receipt of the Invitation to Bid for the City of Charlotte, North Carolina Bid #269-2016-086, FIREFIGHTING TURNOUT GEAR. This form should be completed upon receipt of the City's ITB and faxed in time for the City to receive it by or before **MAY 25, 2016**. Failure to submit this form by the designated date shall not preclude the Company from submitting a bid. Please fax or email the completed form to the attention of:

Genetta Carothers
Finance Office - Procurement Management Division
Fax: 704-632-8257
Email: gcarothers@charlottenc.gov

Date: 5-25-16

Authorized Signature: Carl Walker

Title: REGIONAL ACCOUNT REP

Company Name: ATLANTIC EMERGENCY SOLUTIONS

Contact Name: CARL WALKER

Contact E-mail address: cwalker@atlanticemergency.com

Please check the appropriate space below and provide the requested information:

✓ **We plan to attend the Pre-Bid Conference and plan to submit a Bid**

Indicate number of attendees: 1

_____ **We do not plan to attend the Pre-Bid Conference but plan to submit a Bid**

Reason: _____

_____ **We do not plan to attend the Pre-Bid Conference and do not plan to submit a Bid**

Reason: _____

_____

2. BID SUBMISSION FORM
ITB # 269-2016-086
FIREFIGHTING TURNOUT GEAR

This Bid is submitted by:

Company Name: ATLANTIC EMERGENCY SOLUTIONS

State of Incorporation: VIRGINIA

Representative (printed): CARL WALKER

Representative *(signed)*: Carl Walker

Address: 12351 RANDOLPH RIDGE LN.

City/State/Zip: MANASSAS VIRGINIA 20109

Telephone: 1-800-442-9700
(Area Code) Telephone Number

Facsimile:
(Area Code) Fax Number

E-Mail Address: cwalker@atlanticemergency.com

By signing above, the Bidder agrees that the CLT reserves the right to reject any and all Bids, to award multiple Contracts by line item, combination of items, or grand total according to the best interest of the CLT and the CCPA, to waive formalities, technicalities, to recover and re-bid this ITB. Bids are valid for one hundred twenty (120) calendar days from Bid Opening.

The representative signing above hereby certifies and agrees that the following information is correct:

1. Bid/Bid document has been signed by authorized bidder/proposer official.
2. Bid/Bid package has been properly labeled per the instructions. (See Section 1.8)
3. Bid/Bid package contains all of the Bid/Bid Response Package Forms:
    - Bid Submission - Form Two
    - Addenda Acknowledgement - Form Three
    - Exceptions – Form Four
    - Pricing Sheet - Form Five
    - Non-Discrimination Certification Compliance - Form Six
    - Bidder References - Form Seven (due by 12 pm EST on July 11, 2016)
    - Specification Compliance Pages (due by 12 pm EST on July 11, 2016)
    - Sample Reports – Attachment One (due by 12 pm EST on July 11, 2016)
    - CCPA Plan – Attachment Two

3. ADDENDA ACKNOWLEDGEMENT FORM

ITB # 269-2016-086
FIREFIGHTING TURNOUT GEAR

Bid/Bid Submission Check List: Confirm by placing a check mark in the space provided that as the bidder or proposer the information listed below has been reviewed and complied with in the submission of a response to this Invitation to Bid/Request for Bids.

Addenda acknowledgement. Please contact the Procurement Management Division representative listed below to verify the number of addenda issued:

Genetta Carothers **704-336-5195**

Addenda Receipt: The Bidder confirms receipt of any and all addenda issued for this Invitation to Bid/Request for Bids (Bidder to list all addenda received):

Addendum #	Date Issued
269-2016-086 1	MAY 26-2016
2	MAY 31, 2016
3	JULY 11, 2016

The signature below certifies that the above information has been verified as complete.

Date: OCTOBER 25. 2016

Bidder: ATLANTIC EMERGENCY SOLUTIONS

Print name of Bidder

By: CARL WALKER
REGIONAL ACCT. MANAGER
Print name and title of signatory

Signature: Carl Walker

3. ADDENDA ACKNOWLEDGEMENT FORM

ITB # 269-2016-086
FIREFIGHTING TURNOUT GEAR

Bid/Bid Submission Check List: Confirm by placing a check mark in the space provided that as the bidder or proposer the information listed below has been reviewed and complied with in the submission of a response to this Invitation to Bid/Request for Bids.

Addenda acknowledgement. Please contact the Procurement Management Division representative listed below to verify the number of addenda issued:

Genetta Carothers **704-336-5195**

Addenda Receipt: The Bidder confirms receipt of any and all addenda issued for this Invitation to Bid/Request for Bids (Bidder to list all addenda received):

Addendum #	Date Issued
269-2016-086 4	AUGUST 16, 2016
5	OCTOBER 18. 2016

The signature below certifies that the above information has been verified as complete.

Date: OCTOBER 25, 2016 **Bidder:** ATLANTIC EMERGENCY SOLUTIONS
Print name of Bidder

By: CARL WALKER **Signature:**
REGIONAL ACCOUNT MANAGER
Print name and title of signatory

REVISED - SOLICITATION SCHEDULE
ITB #269-2016-086 – FIREFIGHTING TURNOUT GEAR

DATE	EVENT/REQUIREMENT	COMPLIANCE Y/N
5/19/2016	City will Issue ITB	Y
5/26/2016	Pre-Bid conference	Y
6/1/2016	**Vendors must notify Genetta Carothers of intent to submit alternate garments per section 1.22**	Y
6/29/2016	Vendors must notify Genetta Carothers in writing if they desire to inspect samples per section 1.23	Y
7/11/2016	Vendors must submit samples of proposed "or equal" garments per section 1.22 and specifications sheet per section 3.4 no later than **12:00 p.m. EST**	Y
7/12/2016	Vendors that wish to comment on samples must do so in writing to Genetta Carothers per section 1.23 no later than **5:00 p.m. EST**	Y
7/18/2016 – 10/11/2016	City will conduct an evaluation of Samples for compliance to specifications	Y
10/18/2016	City will issue second phase of ITB (per addendum). Addendum will include approved garment brands and a pricing sheet for submitted bids	Y
10/27/2016	Vendors must submit client references per section 1.25 as Attachment 1 no later than **2:00 p.m. EST**	Y
10/27/2016	Vendors must submit sample monthly reports per sections 1.26 as Attachment 2 no later than **2:00 p.m. EST**	Y
10/27/2016	Bid deadline at **2:00 pm EST** including the Required Forms, Section 4 and Attachments (Sample Reporting, CCPA Plan, and Authorized Distributor Letter)	Y
10/27/2016 – 11/7/2016	Evaluation of bids (by the City's evaluation team)	
12/12/2016	City Council will consider contract award recommendation.	
1/1/2017	Effective date of contract	

The City reserves the right to revise the solicitation schedule if the City deems it to be in the City's best interest.

4. EXCEPTIONS FORM

The undersigned Bidder agrees to provide all Products and Services requested in the ITB for the price(s) set forth in the Pricing Sheet, all in strict conformity with the terms, conditions and specifications set forth in the ITB (including any addenda or amendments), subject only to the exceptions stated in the chart below. Exceptions representing material changes to Bid terms are grounds for rejection of the Bidder's Bid.

ITB Section Number	ITB Section Title	Exception and Proposed Change to ITB
SECTION 3	SPECIFICATIONS	WILL BID INNOTEX BRAND INPLACE OF GLOBE
SECTION 3	SPECIFICATIONS	WILL BID INNOTEX BRAND IN PLACE OF MORNING PRIDE

The signature below certifies that: (a) the Bidder's Bid complies with the requirements of this Invitation to Bid; and (b) that the Bidder takes no exception to the terms of the ITB other than those listed in the chart contained in this Form.

Date: 6-1-2016

Bidder: ATLANTIC EMERGENCY SOLUTIONS

ATLANTIC EMERGENCY SOLUTIONS
Print name of Bidder

By: N. CARL WALKER
Print name and title of signatory
REGIONAL ACCOUNT MANAGER

Signature: N Carl Walker

1. REVISED PRICING SHEET – 10-18-16

ITB # 269-2016-086, FIREFIGHTING TURNOUT GEAR

The undersigned proposes to furnish the following items in strict conformance to the bid specifications and bid invitation issued by the City of Charlotte for this bid. Any exceptions are clearly marked in the attached copy of bid specifications. Please do not include taxes in your bid.

BIDS ARE DUE NO LATER THAN **2:00 P.M., OCTOBER 27, 2016**

CONTRACT TERM							INITIAL TERM – YEAR 1		RENEWAL OPTION – YEAR 2		RENEWAL OPTION – YEAR 3		RENEWAL OPTION – YEAR 4		RENEWAL OPTION – YEAR 5	
ITEM	**DESCRIPTION**	**BRAND NAME**	**STYLE NUMBER**	**COLOR**	**UOM**	**EST ANNUAL QTY**	**UNIT PRICE**	**EXT PRICE**	**UNIT PRICE**	**EXT PRICE**	**UNIT PRICE**	**EXT PRICE**	**UNIT PRICE**	**EXT PRICE**	**UNIT PRICE**	**EXT PRICE**
1	Turnout Gear Coat	Globe	D1253-D	Khaki	Each	200										
		Globe	**D2253-D**													
		Inno Tex	**Energy**				$1036.00	207,200.00	$1088.00	217,600.00	$1142.00	228,400.00	$1199.00	239,800.00	$1260.00	252,000.00
2	Turnout Gear Pant	Globe	Y1253-D	Khaki	Each	200										
		Globe	**Y2253-D**													
		Inno Tex	**Energy**				$691.00	138,200.00	$726.00	145,200.00	$762.00	152,400.00	$799.00	159,800.00	$840.00	168,000.00
3	Turnout Gear Coat	Morning Pride	LTO-41i3TB	Black	Each	50										
4	Turnout Gear Pant	Morning Pride	LTO-41i3PB	Black	Each	50										
						TOTAL:	$345,400.00		$362,800.00		$380,800.00		$399,600.00		$420,000.00	
						OVERALL TOTAL:	$1,908,600.00									

"bold" text denotes acceptable proposed Alternates

Bidders must provide a fixed percentage discount from the List Price (list price less discount) included in the Company's most current full line catalog identified in the Specifications for all other items (Non-Core) included in your catalog for the life of the contract.

(A) Insert the verifiable catalog name/edition: No catalog

(B) Insert the fixed percentage discount for Non-Core Items: 25%

Total Bid Price must include all equipment, labor, delivery, installation, consultation, vendor profit and all other costs associated with this project. No additional cost will be allowed.

Pricing Incentives and Rebates: Per Section 3.9, identify any incentive and rebates offered based on volume, dollar amounts or other criteria:

Administrative Fees: Per Section 3.10, Bidders shall pay the CLT administrative fees of/% based on of overall CCPA Program spend by the CLT/Participating Public Agencies during the term of the contract. The Administrative Fee shall be paid no later than 30 days after the end of each calendar quarter during the term of the contract, and include a report as mutually agreed to by the parties outlining the CCPA spend. **It is the responsibility of the Bidder to set the Administrative Fee.**

Payment Terms: Payment of 1% for CCPAProgram Administrative fees. 30 DAYS

Delivery After Receipt of Order: 60 days

The undersigned hereby certifies the Bidder has read the terms of this bid document, including the sample contract (Section 5) and is authorized to bind the firm to the information herein set forth.

Date: October 26, 2016

Legal Name of Bidder: Atlantic Emergency Solutions Inc.

By: Carl Walker

CARL WALKAR REGIONAL ACCOUNT MANAGER
Name and Title of Person Signing (please print)

6. NON-DISCRIMINATION PROVISION

PROJECT: FIREFIGHTING TURNOUT GEAR

All requests for bids or Bids issued for City contracts shall include a certification to be completed by the Bidder or Proposer in substantially the following form:

The undersigned Bidder or Proposer hereby certifies and agrees that the following information is correct:

1. In preparing it's the enclosed bid or Bid, the Bidder or Proposer has considered all bids and Bids submitted from qualified, potential subcontractors and suppliers, and has not engaged in discrimination as defined in **Section 5**.
2. For purposes of this form, discrimination means discrimination in the solicitation, selection, or treatment of any subcontractor, vendor or supplier on the basis of race, ethnicity, gender, age, religion, national origin, marital status, familial status, sexual orientation, gender identity, gender expression or disability or any otherwise unlawful form of discrimination. Without limiting the foregoing, discrimination also includes retaliating against any person or other entity for reporting any incident of discrimination.
3. Without limiting any other remedies that the City may have for a false certification, it is understood and agreed that, if this certification is false, such false certification will constitute grounds for the City to reject the bid or Bid submitted with this certification, and terminate any contract awarded based on such bid or Bid It shall also constitute a violation of the City's Commercial Non-Discrimination Ordinance and shall subject the Bidder or Proposer to any remedies allowed thereunder, including possible disqualification from participating in City contracts or bid processes for up to two years.
4. As a condition of contracting with the City, the Bidder or Proposer agrees to promptly provide to the City all information and documentation that may be requested by the City from time to time regarding the solicitation and selection of suppliers and subcontractors in connection with this solicitation process. Failure to maintain or failure to provide such information shall constitute grounds for the City to reject the bid or Bid and to any contract awarded on such bid or Bid. It shall also constitute a violation of the City's Commercial Non-Discrimination Ordinance, and shall subject the Bidder or Proposer to any remedies that are allowed thereunder.
5. As part of its bid or Bid, the Bidder or Proposer shall provide to the City a list of all instances within the past ten years where a complaint was filed or pending against Bidder or Proposer in a legal or administrative proceeding alleging that Bidder or Proposer discriminated against its subcontractors, vendors, suppliers, or commercial customers, and a description of the status or resolution of that complaint, including any remedial action taken.
6. As a condition of submitting a bid or Bid to the City, the Bidder or Proposer agrees to comply with the City's Commercial Non-Discrimination Policy as described in **Section 5**, Article V of the Charlotte City Code, and consents to be bound by the award of any arbitration conducted thereunder.

NAME OF COMPANY: Atlantic Emergency Solutions, Inc.
BY: Becky Rawls TITLE: VP NC Sales
SIGNATURE OF AUTHORIZED OFFICIAL: Rawls
DATE: October 26, 2016

7. REFERENCES

Company Name: Atlantic Emergency Solutions

List three (3) clients excluding the City of Charlotte, for whom you have provided services similar to those outlined in this Invitation to Bid, for reference check:

NAME OF FIRM:	Winston Salem Fire Department
ADDRESS OF FIRM:	725 N. Cherry St Winston Salem NC 27101
CONTACT PERSON:	Chief Frank Stowe
TELEPHONE NUMBER:	336-773-7950
FAX NUMBER:	

NAME OF FIRM:	Laredo Fire Department
ADDRESS OF FIRM:	616 E Delmar Blvd Laredo TX 78045
CONTACT PERSON:	Chief Antonio Garibay
TELEPHONE NUMBER:	956-718-6000
FAX NUMBER:	

NAME OF FIRM:	Courtney Fire Department
ADDRESS OF FIRM:	2604 Courtney-Huntsville rd Courtney NC 27055
CONTACT PERSON:	Barry Willard
TELEPHONE NUMBER:	336-463-5551
FAX NUMBER:	

Turnout Gear Reference list

Western USA		
San Andreas Fire Dept. San Andreas, CA	Don Young	209-754-4693 safpd@goldrush.com
Lemoore Fire Dept. Lemoore, CA	John Gibson	559-582-3211 gibsongate@me.com
Hillsboro Fire Dept. Hillsboro, OR	Mark Neece	503-681-6166 Mark.neece@hillsboro-oregon.gov
Charleston Rural Fire Protection District. Coos Bay, OR	Mick Sneddon	541-888-3269 Chief.mick@charlestonfire.net
Cal-Fire San Benito-Monterey Unit. Monterey, CA	Marlee Francis	831-333-2600 Marlee.francis@fire.ca.gov
South East USA		
Laredo FD, TX	Captain Perez	956-237-5914 cperez1@ci.laredo.tx.us
Midland FD, TX	Chief Niggler	432-685-7332
PCS Phosphate	Mike Weatherington	252-322-8284 michaelweatherington@pcs.com
Holly Springs FD, NC	Chief LeRoy Smith	919-427-9111 Leroy.smith@hollyspringsnc.us
Winston-Salem Fire Department	Franklin Stowe A. Chief - Logistics	336-773-7950 franklins@cityofwsfire.org
Central USA		
Elgin F.D. – IL	George Steiner	Station – 847-937-6177 Steiner_G@cityofelgin.org
Elgin F.D. – IL	Captain Hollis Miller	Cell - 847-989-3004 Miller_H@cityofelgin.org
Glenview F.D. – IL	Brian Render (Quartermaster)	Station – 847-657-6771 brender@glenview.il.us
City of Minneapolis FD	Jim Thomas, Supervisor Eauipment	1-612-741-7202 James.Thomas@minneapolismn.gov

North East		
Plainfield Fire Department Plainfield, Michigan	Chief David Peterson	616-361-2895 chiefp@plainfieldmi.org
Hamburg Fire Department Hamburg, Mi	Chief Mark Hogrebe	810-222-1100 Mhogrebehamburg.mi.us
Shirley Fire Department Shirley, Mass	Chief Dennis Levesque	978-425-4334
Danbury Fire Department Danbury, Ct	Captain Joe Halas	203-948-9610 Joe.halas@danbury_ct.gov
Bridgeport Fire Department Bridgeport, Ct	Deputy Chief Robert Petrucelli	203-337-2060 Robert.petrucelli@bridgeportct.gov

Canada		
Greater Sudbury Fire Services	Deputy Chief Graham Campbell , GSFS	705-674-4455 ext 2731 Graham.campbell@greatersudbury.ca
Haldimand County Emergency Services	Deputy Fire Chief Rodger Hill	905-318-5932x6246 rhill@haldimandcounty.on.ca
Montreal Firefighter Association (union)	Chris Ross, B. Comm.	514 527-9691 x 302 cross@adpm.qc.ca
Montreal Fire Service	Sylvain Lecours	514 872 4730 sylvain.lecours@ville.montreal.qc.ca
Quebec City Fire Service	François Deschamps Chief of logistics	418-641-6411 ext 7230
Quebec City Fire Service	Kathleen Gendron Clothing Supervisor	418-641-6411 ext 7241
Department of National Defence	Dale Sutton	Dale.sutton@forces.gc.ca 819 797 8864
West Vancouver	Randy Heath, Fire Chief	604-925-7388 604-785-8311 cell rheath@westvancouver.ca
Coquitlam	Jim Ogloff, Deputy Fire Chief	(604) 927-6402 604-418-8002 cell jogloff@coquitlam.ca
Abbotsford	Dave Rivett, Assistant Chief	604-853-3566 604-626-6419 cell drivett@abbotsford.ca

October 25th, 2016

To Whom It May Concern,

We hereby confirm that Atlantic Emergency Solutions is an authorized distributor for INNOTEX® products.

Sincerely,

René-Frédéric Roy
Financial Director
INNOTEX

INNOTEX INC., 275 Gouin, Richmond (Québec) J0B 2H0
Tel.: 1-888-821-3121 / 819-826-5971 Fax: 819-826-5195
www.innotexprotection.com

Tel.: 819-826-5971
Fax: 819-826-5195

www.innotexprotection.com

Quote

Quote: QUO-20555-W0Z7

To

Company	Atlantic Emergency Solutions
Name of the Quote	Charlotte spec
Contact	Carl Walker
Phone	336-451-4801
Mobile Phone	336-451-4801
Fax	

YOUR QUOTATION

USD

COAT ENERGY - INNOTEXENERGY	QTY	MSRP	SUB TOTAL
NFPA 1971-2013			
32" STYLE - SINGLE COLOR OUTER SHELL - WITH SINGLE METABOLIC ZONE (THERMAL BARRIER)	1		
Gemini™ XT, 60% Kevlar® / 40% PBI®, with Matrix® Technology, 7.5 osy - Natural			
GORE® RT7100 moisture barrier - Type 3D, 4.6 osy			
Quantum 3D® SL2i, (2.3 osy & 1.5 osy aramid non woven), 7.7 osy			
3M Scotchlite® 3" (triple trim) - Yellow Grey			
Trim Pattern: New York Style	1		
Zipper closure system (VISLON®)	1		
Inside pocket (7.5" x 8") with hook & loop (1" x 3") (unit) - Regular	1		
SPECIAL: Full belows pockets with hand warmer	1		
Utility pouch with "QRS system"	1		
Nomex® tube wristlet with thumb hole - Black	1		
Vented back protection Airflow™	1		
Vented shoulders protection Airflow™	1		
Zippered Inspection port	1		
Exterior hanging loop	1		
Mic loop / P.A.S.S. loop / 2 UNITS / Left chest / Front flap	2		
N-STD POS: RIVETED CLIP - both on right chest at staggered levels. Please see picture	2		
Removable utility gloves strap QRS system /	1		
Reinforcement patch (3" x 2")	2		
PERSO: Back under neck (H) - Lettering - For all units (CHARLOTTE) / Scotchlite® 3" - Lime yellow / Arched (half-moon) / Sewn on shell	1		

PERSO: Back above the reflective trim (I) - Lettering - For all units (FIRE DEPT) / Scotchlite® 2" - Lime yellow / Sewn on shell	1

PERSO: Hem of coat (M) - Lettering - Different for each unit / Average 8 letters / Scotchlite® 3" - Lime yellow / Sewn on fixed patch / 4" X 17"	1
Polymer coated aramid Color: BLACK	
POSITION: Inside pocket: Left side	
SPECIAL NOTES: Right chest d / rings - picture provided. Radio pocket Kevlar lined. Full Bellows pockets 8"x10"x2" with hand warmers	
N-STD: Elbow reinforced with an extra layer of outer shell 7" x 9" as well as a layer of neoprene coated aramid sandwiched between the 2 layers of shell	1
N-STD: Radio pocket (unit) - Interior bottom half of pocket line with Kevlar - H:7 x W:3.5 x D:2 - POSITION B	1
N-STD: Standard flap with Grabber™ with hole on left side of the flap	1
Thermal liner attachements - 4 units (evenly spaced thermal liner	4
N-STD: Full bellows pockets (pair) - (8"x9"x2") - Regular	1
N-STD: Hand warmer pockets	1

PANTS ENERGY - INNOTEXENERGY	QTY	MSRP	SUB TOTAL
NFPA 1971-2013			
Regular waist - SINGLE COLOR OUTER SHELL - WITH SINGLE METABOLIC ZONE (THERMAL BARRIER)	1		
Gemini™ XT, 60% Kevlar® / 40% PBI®, with Matrix® Technology, 7.5 osy - Natural			
GORE® RT7100 moisture barrier - Type 3D, 4.6 osy			
Quantum 3D® SL2i, (2.3 osy & 1.5 osy aramid non woven), 7.7 osy			
3M Scotchlite® 3" (triple trim) - Yellow Grey			
Trim Pattern: Standard NFPA	1		
Zipper closure system (VISLON®)	1		
EMK™ (Enhanced Mobility Knee) in Polymer coated aramid - With closed cell FR blend sponge foam (BLACK REINFORCEMENT)	1		
DELUXE Cotton suspenders ("H style")	1		
Zippered Inspection port	1		
Nomex belt (2-sides adjustment)	1		
Belt loops (6 units) (3" x 2") (included) / 6 UNITS	1		
Polymer coated aramid Color: BLACK			
SPECIAL NOTES: Pant full bellows pocket to be reinforced on the outside with Ara Shield			
PANTS SPECIAL PRODUCTION RUN	1		
N-STD: Full bellows pockets ANGLED (pair) - (10" X 12 to 9" X 2") - Lined with Kevlar® twill (inside-4 sides) and black polymer coated aramid (5" outside)- BOTH POCKETS TO INCLUDE A 3 SLOT (EVENLY SPACED) TOOL POUCH	1		

Because of our ongoing commitment to product quality and development, we reserve the right to change, cancel, discontinue or alter any specification, price, design or feature without prior notice and without incurring any obligation.

Revised January 8th 2008

LIFETIME LIMITED WARRANTY

We warrant, for a period of **5 years** from the date on the original sales invoice that all Protective Garments manufactured by INNOTEX, will be free from defects in material and workmanship when used in accordance with acceptable fire fighting, rescue or emergency procedures by appropriately trained personnel.

This product conforms to listed standards in effect at time of manufacture. Please note that only you can determine the suitability of this Protective Garment for your intended use.

WHAT IS COVERED

We will repair or replace, at our option, any Protective Garment which we determine to have a defect in material or workmanship.

EXCLUSION

Are not covered damages resulting from misuse, abuse, neglect, modification, alteration or otherwise non-compliance with the instructions contained in the Protective Garment User Guide (including failure to respect and document proper maintenance and storage practices for the Protective Garment or any applicable laws, regulations, standards or best practices). No other damages will be covered, including shading, discoloration or color runs, damages due to ultra violet rays, DRD, damages caused by improper cleaning, normal wear and tear, loss of retro-reflectibility or damage to zippers or snaps.

We hereby disclaim any liability for any other damages or losses, including consequential, incidental, exemplary, punitive or other damages (Including without limitation any damages resulting from or arising from the repair or replacement of the Protective Garment by an non-authorized third party, arising from the use of the Protective Garment or the inability to use the Protective Garment during the limited warranty coverage period).

THIS LIMITED WARRANTY IS IN LIEU OF ANY OTHER WARRANTY, INCLUDING WITHOUT LIMITATION, ANY WARRANTY, EXPRESSED OR IMPLIED, OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. YOUR LOCAL LAWS MAY NOT AUTHORISE SUCH LIMITATIONS AND GRANT YOU SPECIFIC RIGHTS. IN THIS EVENT THIS LIMITATION SHALL BE DEEMED NULL AND VOID.

HOW TO HAVE LIMITED WARRANTY COVERAGE HONORED.

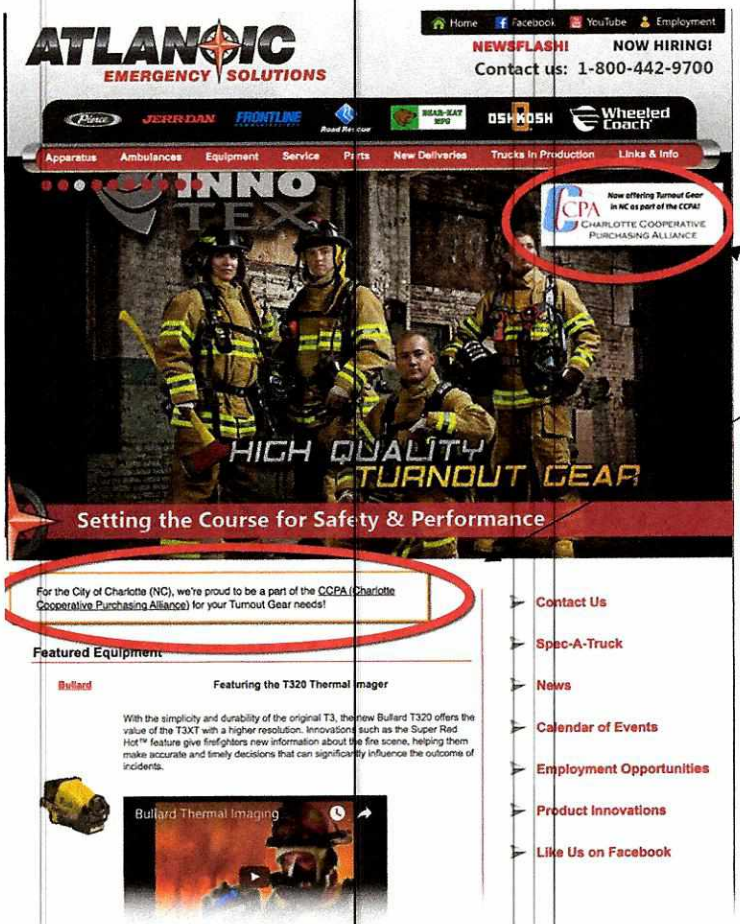
All defects to your Protective Garment must be declared to INNOTEX within 48 hours of occurrence. Once a defect has been deemed eligible INNOTEX will, at its discretion, repair or replace the Protective Garment.

All repairs or replacement to your Protective Garment are deemed to have been made for cosmetic purpose only and have to be accepted by the user 3 days after receipt of the Protective Garment.

All parts of a Protective Garment that is repaired or replaced (or any components thereof) become the property of INNOTEX.

Important:
As a health safety for our personnel please note that before sending any products for warranty and non warranty repairs, they must have been cleaned and decontaminated.

Otherwise, the necessary fees will be charged and this may delay the repair process.



WEBSITE MESSAGING

www.atlanticemergency.com/equipment

Draw attention to CCPA in several areas for increased awareness.

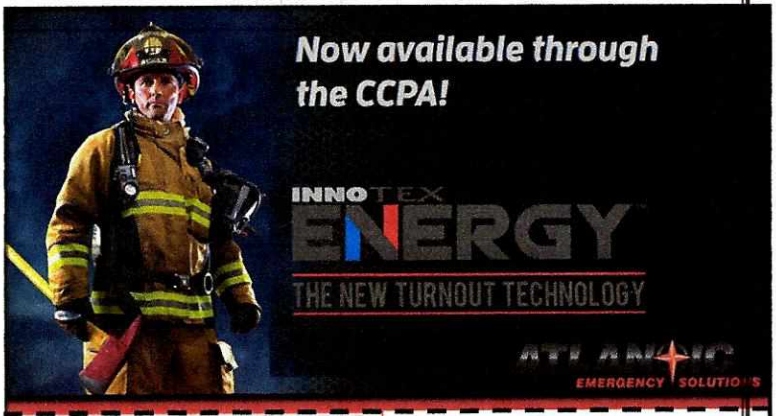
- Rotating banner (1 of 8)
- Message box

REGIONAL MAILER

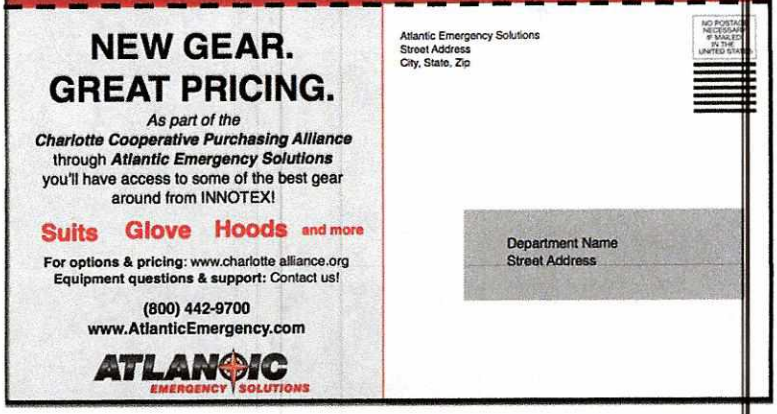
Send a mailer to all departments able to leverage CCPA.

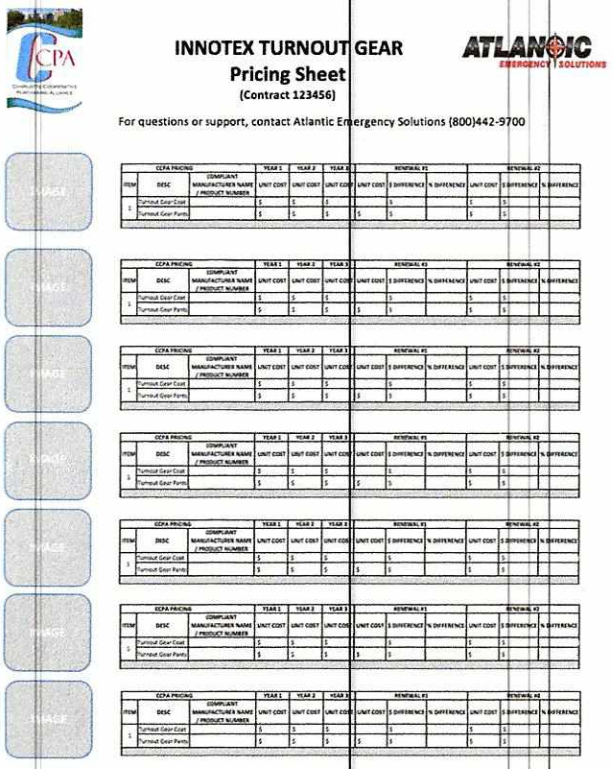
- Indicate where pricing can be obtained
- Encourage to contact Atlantic for support – build relationships!

Front



Back





INNOTEX TURNOUT GEAR
Pricing Sheet
(Contract 123456)

For questions or support, contact Atlantic Emergency Solutions (800)442-9700

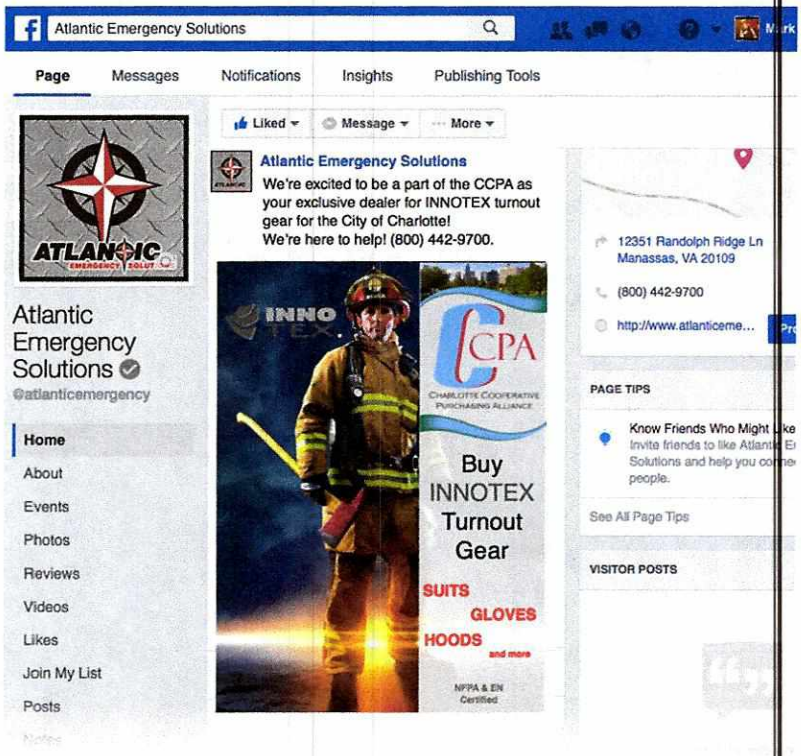
PRICING SHEET

- Create a flyer with CCPA pricing and details to be **shared at shows** and **customer events** in and around the Charlotte area.
- Draw attention to the negotiated pricing for departments to take advantage of.

FACEBOOK

Create a **Facebook post** and leverage **Facebook Ads** to **directly target** suitable demographics in the Charlotte area.

This will be done on a consistent basis (quarterly, etc.)to promote different items and the availability within CCPA.

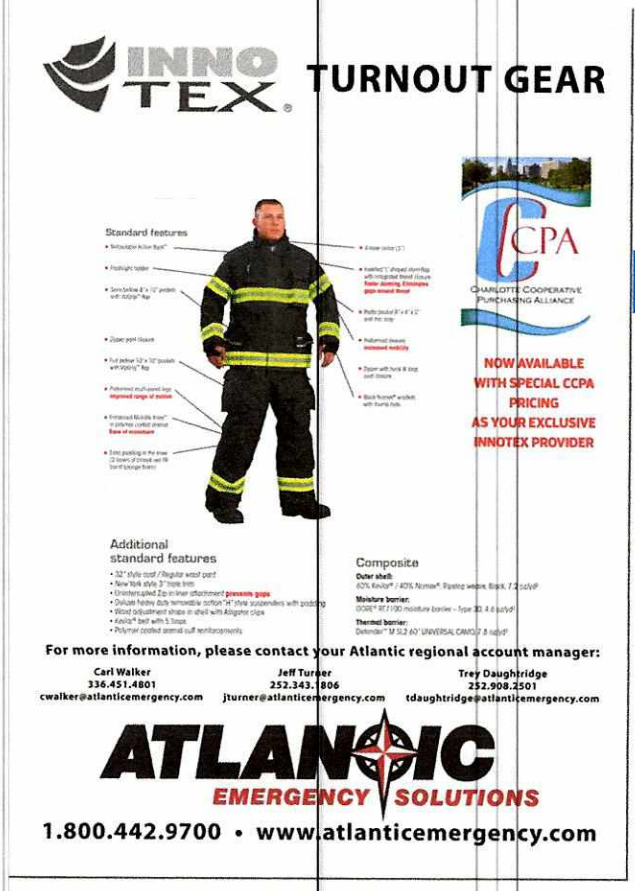


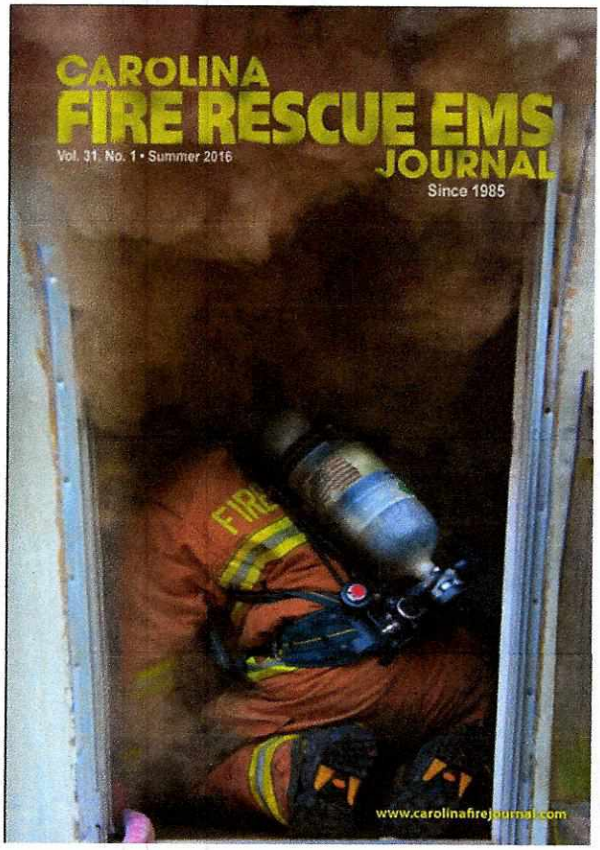
PRINT ADS

Carolina Fire Rescue Journal

We provide equipment ads for **every issue of Carolina Fire Rescue Journal**. Whenever INNOTEX is featured, we will also display messaging to highlight the CCPA partnership.

This magazine is distributed FREE of charge to all departments and training agencies throughout North Carolina.





ATTACHMENT 1

SAMPLE REPORTS, SECTION 1.26

Bids must include or address the following information as Attachment 1:

3.26 Sample Reports:
Bidders must submit the sample reports required in Section 27 of the Specifications as Attachment 1 no later **12:00 p.m. EST** on **July 11, 2016**.

CHARLOTTE AREA CONSORTIUM TRACKING

INVOICE #	DEPT.	QTY.	ITEM	DESCRIPTION	PRICE	CAC CHARGE
00001EQU	Charlotte FD	1	Bunker gear	Inno, Energy CCPA	$ -	$ -

ATTACHMENT 2

CCPA PLAN, SPECIFICATIONS, SECTION 1

Bids must include or address the following information as Attachment 2:

3.1 **Introduction:**

Pursuant to N.C. G.S. 160-a-461 and 143-129(e)(3), the City of Charlotte Management & Financial Services, Finance Office – Procurement Management has established the CCPA. The purpose of the CCPA is to allow other public agencies regionally and nationwide to use contracts competitively solicited and awarded by the City of Charlotte (herein "CLT"). Combining the volumes of government agencies achieves cost effective pricing and reduces the administrative and overhead costs of suppliers and public agencies alike. By providing a comprehensive and competitively solicited Contract through a single bid process, county, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), state, other government agency or nonprofit organization can utilize the subsequent contract(s) without the need for further solicitation. Bidders should consider the potential volumes when responding to this ITB. Participation by other entities is strictly voluntary and no volumes are guaranteed. Participating Public Agencies will be required to register with the CCPA at: www.charlottealliance.org.

(D) Bids must include in detail how the Bidder plans to service all Participating Public Agencies as it relates to the CCPA. Currently the CCPA has approximately 300 registered Participating Public Agencies in California, Georgia, Michigan, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia. Please address the following in your bid response as Attachment 2:

1. Ability to provide Products/Services to any Participating Public Agency in the contiguous 48 states; and the ability to deliver Products/Services in Alaska and Hawaii; and

2. Address if the Bidder has a national sales force, dealer network or distributor with the ability to serve Participating Public Agencies in all 50 U.S. states.

(B) Bids must include in detail how the Bidder will monitor and report all spend by CLT/Participating Public Agencies to the CLT for auditing purposes as Attachment 2.

(C) The City of Charlotte will post all awarded contracts on the CCPA website, along with the respective vendor information. Please address the following in your bid response:

1. Indicate if the Bidder will allow the City to utilize their organization's logo on the CCPA website;

2. Address if the Bidder will advertise the CCPA logo and website on their organization's website; and

3. Bids must include in detail how the Bidder plans to market the Contract(s) as a result of this ITB as Attachment 2.

ATLANTIC EMERGENCY SOLUTIONS

Pierce

Atlantic Emergency Solutions is proud to be involved in the bid process for Bunker gear with CCPA.

To answer the questions on Attachment 2.

1.) Atlantic Emergency Solutions will work with the Innotex dealer network to provide services to all 50 states and overseas if the need arises. Any orders taken for bunker gear can be shipped via UPS. If the need arises Atlantic can fly a representative to anywhere in the country.
2.) Innotex Protection has a dealer network in all 50 states and overseas.
3.) Atlantic Emergency will have a quote number assigned to the bunker gear specification for the CCPA/Charlotte bid.
Any gear sold will be this specification and will produce a report in our internal tracking systems. We will generate a Excel spreadsheet and report to CCPA in quarterly reports.
A sample of the Excel tracking sheet is enclosed in this bid.
4.) Atlantic Emergency Solutions will use the CCPA logo on their website and in electronic as well as print advertising. There is a sample of some of the adverting included.
5.) Atlantic plans to use the CCPA/Charlotte plans to promote the product and promote purchase on this plan. See attached advertising sample. We will market the plan and our product extensively in North Carolina, Virginia, Maryland, and Delaware.

12351 Randolph Ridge Lane • Manassas, VA 20109 • Office: 703.393.9911 • Toll Free: 800.442.9700
www.atlanticemergency.com