

RFP# 0900000564

**EXHIBIT 3 – STATION WEAR FIREFIGHTER'S EQUIPMENT -**  
**SUPPLIER'S NAME: Northern Safety Co., Inc.**

**MARKET BASKET EVALUATION WORKSHEET**

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
Shirts	5.11 Tactical Poly/Cotton Fleece ¼ Zip Shirt	Each	NB				\$0.00
Shirts	5.11 Tactical Men's ¼ Zip Shirt with Canvas Collars and Elbows	Each	NB				\$0.00
Shirts	5.11 Tactical, Tactical SS Polo Shirt	Each	NB				\$0.00
Shirts	5.11 Tactical Professional Long Sleeve Polo Shirt	Each	Workrite Tactical LS Polo Shirt	FT20NV	\$142.91	10.00%	\$128.62
Shirts	Propper Men's I.C.E. Integrated Cooling Effect Performance Polo	Each	NB				\$0.00
Shirts	LION StationWear, Bravo Short Sleeve Uniform Shirt, Poly/Cotton	Each	Pinnacle Public Safety Short Sleeve Shirt	SH96-5520	\$139.00	10.00%	\$125.10
Shirts	LION StationWear: Bravo Short Sleeve Uniform Shirt, NOMEX IIIA	Each	Pinnacle Public Safety Short Sleeve Shirt	SH96-5520	\$139.00	10.00%	\$125.10
Shirts	Elbeco: Textrop2 Ladies Choice Short Sleeve Shirt	Each	NB				\$0.00
Shirts	Elbeco: Ufx Performance Tactical Women's Polo	Each	NB				\$0.00
Shirts	Workrite: Men's Classic Short Sleeve Fire Chief Shirt	Each	NB				\$0.00
Pants	TRU-SPEC: 24-7 Series, Poly-Cotton Ripstop Men's Pants	Each	Tactical Ripstop Pant	FP40NV	\$205.00	10.00%	\$184.50
Pants	Workrite: Men's Classic Pant	Each	NB				\$0.00
Pants	5.11 Tactical: Women's TacLite EMS Pant	Each	NB				\$0.00
Pants	5.11 Tactical: TDU Poly/Cotton Twill Pants	Each	5.11 Tactical TDU P/C Twill Pant	74280	\$77.65	10%	\$69.89
Belts	Boston Leather: 1-3/4" Garrison Belt - Leather	Each	Boston Leather 1 3/4 Garrison Belt	6605	\$49.00	10%	\$44.10
Belts	Boston Leather: 1-1/2" Belt - Leather	Each	Boston Leather 1 1/2 Belt	6582	\$33.62	10%	\$30.26
Belts	5.11 Tactical: TDU Belts - Polymer Buckle, 1.5" or 1.75"	Each	5.11 Tactical TDU Belt	59551	\$29.00	10%	\$26.10
Hats	Flexfit: Acrylic-Wool Low Profile Cap	Each	NSI-PORT AUTHORITY CAP	149339	\$29.00	10%	\$26.10
Hats	True North: DragonWear Nomex Fleece, Double Shot Hat	Each	True North: DragonWear Nomex Fleece, Double Shot Hat	24057	\$33.50	3%	\$32.50
Hats	Flexfit: Heavyweight Cuffed Knit Cap	Each	NSI-NSA FR NOMEX Fleece Cap	404026	\$41.00	10%	\$36.90
Hat & Helmet Liner	NoSweat: Disposable Hat & Helmet Liner	Each	NSI Disposable Hat & Helmet Liner (10/box)	3689	\$28.75	10%	\$25.88
Shoes/Boots	Thorogood: ASR Black Leather Slip-On Shoe	Pair	Haix Eagle Safety 42.1 Low	610013	\$244.00	15%	\$207.40
Shoes/Boots	Haix Airpower R2 8" Station/EMS Boot with Crosstech, Men's, NFPA	Pair	Haix Airpower R2 8" Station/EMS Boot	605109	\$374.00	15%	\$317.90
Shoes/Boots	Thorogood: The Deuce 6" Waterproof Side Zip w/ Composite Toe Station Boot	Pair	Haix Black Eagle Safety 55 Mid Side Zip	620012	\$354.00	15%	\$300.90

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**EXHIBIT 4 – STRUCTURAL FIREFIGHTER'S EQUIPMENT -**  
**SUPPLIER'S NAME: Northern Safety Co., Inc.**

**MARKET BASKET EVALUATION WORKSHEET**

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
Helmets	Cairns N6A Houston Black Leather Helmet, OSHA Certified	Each	Bullard Trad w/4" Shield & 6" Eagle	UST6	\$521.12	31.00%	\$359.57
Helmets	Cairns: NSA New Yorker Natural Leather Helmet, OSHA	Each	Bullard Trad w/4" Shield & 5" Eagle	UST5	\$521.12	31.00%	\$359.57
Helmets	Morning Pride: Ben 2 Low Rider Helmet NFPA 2013 Certified	Each	Honeywell MP Ben 2 Low Rider Std 4" Shield, Brass Eagle	HT-BFL-HDO	\$485.77	15.00%	\$412.90
Helmets	Honeywell: The EV1 Traditional Firefighting Helmet, with Internal EZ TouchFace Eye Protection, NFPA	Each	Honeywell EV1 Trad w/EZ Touch Eye Protection	HT-TRA-EV1	\$556.37	15.00%	\$472.91
Helmets	Cairns: 1044 Helmet, Black, NFPA, OSHA	Each	Bullard LW Trad Retrak Visor, 6" Brass Eagle	ULW6R350	\$571.34	31.00%	\$394.22

Hoods	Majestic: PAC III, 100% Nomex, Black, NFPA 1971-2013	Each	Majestic: PAC III, 100% Nomex, Black, NFPA 1971-2013	100% NX BLK/WHT PAC I	\$73.16	23.00%	\$56.33
Hoods	PGI: Cobra™ Ultimate™ Carbon Shield™ Hood, NFPA Certified	Each	Majestic Pac II C6 Carbon	C6 PAC II	\$71.16	23.00%	\$54.79
Hoods	Majestic: PAC II Ultra C6, SVZ, NFPA 1971-2013	Each	Majestic Pac II C6 Carbon	C6 PAC II	\$71.16	23.00%	\$54.79
Gloves	Ergodyne ProFlex Fire & Rescue Performance Gloves	Pair	DEEP III BARRIER 102	1002	\$67.95	35.00%	\$44.17
Gloves	Fire Pro II Structural Fire Glove	Pair	Fire Pro II Structural Fire Glove	FP11-G-1000	\$117.60	30.00%	\$82.32
Gloves	Pro Tech 8 Titan Kangaroo Structural Glove, Short Cuff	Pair	Fire Attack Structural Glove	FR1000	\$179.00	35.00%	\$116.35
Gloves	Fire Armor Structural Fire Glove	Pair	Fire Armor Structural Fire Glove	FA-G-1020	\$172.20	30.00%	\$120.54
Gloves	Pro-Tech 8: TITAN-K Structural Firefighting Glove, Kangaroo Leather	Pair	Majestic Kangaroo Structural Glove	MFA72	\$156.00	23.00%	\$120.12
Gloves	Honeywell: Kangaroo Leather Cadet Size Super Glove, NFPA	Pair	Fire Armor SR-X Structural Glove Cadet size	8180-C	\$143.00	30.00%	\$100.10
Gloves	Veridian: Fire Armor Structural Firefighting Glove, NFPA	Pair	Fire Armor Structural Fire Glove	FA-G-1020	\$172.00	30.00%	\$120.40
Gloves	Shelby 5292 Tuff Glove Structural Firefighting Glove with Gauntlet	Pair	FIRE HOG Structural Fire Fighting Glove	FH-G-1010	\$128.10	30.00%	\$89.67
Eye Protection	Conway/Lion: Faceshield, 4" x .150 Apec (Thumbwheel Style)	Each	BULLARD 4" Polycarbonate High Heat Faceshield	R333	\$127.17	31.00%	\$87.75
Eye Protection	Conway/Lion: Faceshield Hardware, Thumbwheel	Each	Honeywell Faceshield Hardware Kit	HR-FSGABB	\$24.39	15.00%	\$20.73
Eye Protection	Bullard: 6" Polycarbonate, Hard Coated Faceshield	Each	Bullard: 6" Polycarbonate, Hard Coated Faceshield	R325	\$112.75	31.00%	\$77.80
Eye Protection	Bullard: Faceshield Mounting Hardware Kit	Each	Bullard: Faceshield Mounting Hardware Kit	R151	\$28.89	31.00%	\$19.93
Eye Protection	Innerzone 1 NFPA Goggle System With Mounting Brackets	Each	ESS Innerzone 1 NFPA Goggle System w/Mounting Bracket	IZ2	\$110.69	31.00%	\$76.38
Eye Protection	ESS:FirePro-1971 FS Struct Firefighting Goggle Kt,Full Strap,NFPA 2013	Each	ESS FIRE PRO NFPA Goggle	FP2	\$141.36	31.00%	\$97.54
Boots	Hellfire Rubber Felt Insulated Boot, Lug Sole	Pair	Honeywell Rubber Boot 16"	BT-2600	\$291.61	15.00%	\$247.87
Boots	Globe: Men's Supreme 14" Structural Fire Boot Pull-On, NFPA	Pair	Honeywell Pro Series Night Hawk Structural Boot	BT5555	\$699.00	15.00%	\$594.15
Boots	Thorogood: 14" Oblique Toe Structural Boot, NFPA	Pair	Honeywell 14" Structural Boot NFPA	BT4010	\$454.98	15.00%	\$386.73
Boots	Pro Warrington: 5006 Ultimate Power 14" Bunker Boot, NFPA	Pair	Pro Warrington 5006 14" Bunker Boot	BT5006B	\$812.67	15.00%	\$690.77
Boots	Honeywell: Ranger Series Mod 1500 Insulated Rubber Boots, 16", NFPA	Pair	Honeywell Rubber Boot Model 1500, 16" NFPA	BT1500	\$345.05	15.00%	\$293.29
Boots	HAIX: FIRE HERO XTREME 11" Leather Bunker Boot, Mens, NFPA	Pair	Haix Fire Hero Xtreme 13" Leather Bunker Boot	507101	\$569.00	15.00%	\$483.65
Boots	Globe Men's Shadow 14" black Leather Structural Fire Boot, Pull-On	Pair	Haix Fire Hunter 14" Leather Structural Fire Boot	502004	\$424.00	15.00%	\$360.40
Boots	Honeywell: Ranger Series Mod 1000 Insulated Rubber Boots, 15", NFPA	Pair	Honeywell Rubber Boot Model 1000, 13"	BT1000	\$409.15	15.00%	\$347.78
Boots	Thorogood Women's Rubber Insulated Felt Fire Boot w/Lug Sole, NFPA	Pair	Haix Women Fire Hunter 14" Structural Boot	502005	\$424.00	15.00%	\$360.40
Turnout Gear - Coats	Globe: TheFireStore Spec Classix Coat	Each	Lakeland Fire B1 Bunker Coat, Dept Customization available	BA3207/LOB3297	\$1,431.75	17.00%	\$1,188.35
Turnout Gear - Coats	Fire-Dex: Nomex III Deluxe Chieftain Express Turnout Gear Coat with Q8 Thermal Liner and Stedair 3000 Moisture Barrier	Each	Lakeland Fire A10 Bunker Coat, Nomex III, Q8 TL/Sted 3000, Dept Customization available	AT3202/LOA3297	\$1,267.30	17.00%	\$1,051.86
Turnout Gear - Coats	Morning Pride: TheFireStore Spec Structural Firefighting Bunker Gear, NFPA 1971 - Jacket	Each	Honeywell MP MT Gear Structural Bunker Coat, Includes Dept & FF Name, Custom Fit	MTLTO 17TGCK	\$2,624.32	32.00%	\$1,784.54
Turnout Gear - Coats	Lion: V-Force TFS, 32" Bi-Swing Turnout Coat	Each	Honeywell MP Tails Bunker Coat, Includes Dept & FF Name, Custom Fit	LTO 75IGTK	\$2,425.92	15.00%	\$2,062.03
Turnout Gear - Coats	Fire Dex: Gold FXA Express Coat, 7.2 oz Advance-Nomex/Kevlar	Each	Lakeland Fire B2 Bunker Coat, Pioneer OS, Dept customization avail	BP3207LBP3297	\$1,556.54	17.00%	\$1,291.93
Turnout Gear - Pants	Globe: TheFireStore Spec Classix Pants	Each	Lakeland Fire B1 Bunker Pant	BA3307/LOB3397	\$1,076.71	17.00%	\$893.67
Turnout Gear - Pants	Fire-Dex: Nomex III Deluxe Chieftain Express Turnout Gear Pants with Q8 Thermal Liner and Stedair 3000 Moisture Barrier	Each	Lakeland Fire A10 Bunker Pant, Nomex III, Q8 TL Sted 3000 MB	AT3302/LOA3397	\$934.52	17.00%	\$775.65
Turnout Gear - Pants	Fire-Dex: Gemini XT FX-M Express Turnout Gear Pants with Caldura SL21 Thermal Liner and Stedair 4000 Moisture Barrier	Each	Lakeland Fire B2 Bunker Pant, Pioneer OS	BP3307LBP3397	\$1,224.72	17.00%	\$1,016.52
Turnout Gear - Pants	Morning Pride: TheFireStore Spec Structural Firefighting Bunker Gear, NFPA 1971 - Pants	Each	Honeywell MP MT Gear Structural Bunker Pant, Custom Fit	MTLTO 17TGPK	\$1,733.82	32.00%	\$1,179.00
Turnout Gear - Pants	Lion: V-Force TFS, Turnout Pants	Each	Honeywell MP Tails Bunker Pant, Custom Fit	LTO 75IGPK	\$1,720.15	15.00%	\$1,462.13
Tools	Fire Axe, Inc. LAFD Polished Steel Pick Head Firefighter Axe, 6 lb.	Each	FH Pick Head Axe, 6lb	FAP-6	\$82.90	3.00%	\$80.41
Tools	FH 8 lbs 36" Chrome Forcible Entry Axe with Marrying Slot, Fiberglass Head	Each	FH Forcible Entry Axe w/Marry Slot, 6lb	LS-8	\$186.30	3.00%	\$180.71

Tools	Akron Roof Hook, Compact 17" All-Steel Multi-Purp NY-style Hook, Fulcrum Chisel	Each	FH Captains Hook with Chisel End	CH24	\$131.10	3.00%	\$127.17
Tools	Leatherhead NY-Style Hook with Angled Chisel at Foot	Each	FH JOHNNY BAR 30" PRO BAR	JOHNNY BAR	\$276.00	3.00%	\$267.72
Tools	Aazel All-Stainless 1 Piece Forged Steel Halligan Bar	Each	FH PRO Bar 30"	PB-30	\$343.85	3.00%	\$333.53
Tools	Council Single Forged Allow Steel Halligan Style Forcible Entry Tool	Each	FH Kelly Tool	KELLY	\$276.00	3.00%	\$267.72
Tools	Tempest Technology VentMaster Husqvarna Pro 576HD Fire/Rescue Chain Saw	Each	Tempest Ventmaster 572HD 16" Bar, Fire Chainsaw	TV-084	\$3,559.60	10.00%	\$3,203.64
Tools	Akron 58" Round or Square Point Shovels, Ultra-Lite Handle	Each	NSI Jackson Razor Back Shovel	160297	\$41.80	10.00%	\$37.62
Tools	Council Tool Sledge Hammer	Each	NSI 8lb Nupla sledge hammer	10176	\$58.10	10.00%	\$52.29
Tools	LoneStar Axe The PIG Forcible Entry Tool, 8 lbs.	Each	Lonestar Axe The Pig 8 lb	TP36TN	\$332.00	0.00%	\$332.00
Tools	FireHooks Unlimited: FD-760 Forcible Entry Saw	Each	FH Forcible Entry Saw	FD770PKG	\$1,891.18	3.00%	\$1,834.44
Tools	Channellock The 89 Rescue Tool with Cable Cutter	Each	Channellock 89 Rescue Tool with Cutter	89	\$62.60	0.00%	\$62.60
Tools	EMI Window Punch, Adjustable Tension	Each	FH Auto Rescue Kit	ARK	\$29.90	3.00%	\$29.00
Tools	Emi First-In Rescue Kit	Each	EMI FIRE POWER RESCUE KIT	EMI-928	\$135.00	0.00%	\$135.00
Tools	Fire Hooks Unllimited The FireMaxx 14-in-1 Tool	Each	FH FIRE MAXX 14-N-1	FIREMX22	\$210.00	3.00%	\$203.70

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EXHIBIT 5 – WILDLAND FIREFIGHTER'S EQUIPMENT -  
SUPPLIER'S NAME: Northern Safety Co., Inc. \_\_\_\_\_

MARKET BASKET EVALUATION WORKSHEET

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
Boots	Pro Warrington: 3003 8" Wildland/Station Boot, NFPA 1977	Pair	Pro Warrington Model 3003 8" Wildland Boot, NFPA 1977	BT3003	\$453.49	15.00%	\$385.47
Boots	Haix: Airpower XR1 Dual-Certified Wildland, EMS, Station Boot, NFPA 1977	Pair	Haix Airpower XR1 Pro Tri Certified w/Zipper 9"	605128	\$414.00	15.00%	\$351.90
Boots	Thorogoods 10" Wildland Hellfire Fire Boot	Pair	Haix Missoula 2.1 10" Wildland Boot	111011	\$399.00	15.00%	\$339.15
Boots	Thorogoods 9" Hellfire Wildland Boot	Pair	Haix Airpower XR1 Pro Tri Certified w/Zipper 9"	605128	\$414.00	15.00%	\$351.90
Boots	Thorogoods 10" Wildland Boot with Zipper	Pair	Haix Airpower XR1 Pro Tri Certified w/Zipper 9"	605128	\$414.00	15.00%	\$351.90
Boots	10" I-Met Structural/TRI/Wildland Boot	Pair	Haix Fire Flash Xtreme Quad Certified	506005	\$584.00	15.00%	\$496.40
Boots	Hercules V2 9" Leather Wildland Boot	Pair	Pro Warrington Model 3050B Wildland 8"	BT3050B	\$493.18	15.00%	\$419.20
Gloves	Pro-Tech 8: Fusion Structural / Wildland Firefighting and Extrication Glove, NFPA	Pair	NB				\$0.00
Gloves	Shelby Pigskin Wildland/Rescue Glove	Pair	Veridian Wildland Glove	GWL-KW-4200	\$60.90	30.00%	\$42.63
Pants	FeldFire CrewBoss Nomex Brush Pant	Each	Crewboss Nomex Brush Pant	23641	\$356.40	3.00%	\$345.71
Pants	Coaxsher CX Wildland Brush Pant	Each	Lakeland Wildland Brush Pant	WLPTN19	\$306.58	17.00%	\$254.46
Pants	Coaxsher CX Wildland Vent Brush Pant	Each	Coaxsher CX Wildland Vent Brush Pant	235621	\$342.10	3.00%	\$331.84
Pants	Vector Wildland Fire Pant	Each	Lakeland Wildland Pant	WLSPTN26	\$302.84	17.00%	\$251.36
Pants	CX Wildland Vent Pant, Tecasafe	Each	Lakeland Wildland Vented Brush Pant	WLVPN19	\$317.79	17.00%	\$263.77
Pants	Crew Boss: Interface Brush Pants, NFPA	Each	Crewboss Brush Pant	23622	\$356.40	3.00%	\$345.71
Shirts	Vector Wildland Fire Shirt	Each	Lakeland Wildland Shirt	WLSHN26	\$235.54	17.00%	\$195.50
Shirts	Coaxsher CX Wildland Brush Shirt	Each	Lakeland Tecasafe Brush Shirt Wildland	WLSHTS26	\$173.86	17.00%	\$144.30
Shirts	Stryker Wildland Fire Shirt	Each	True North Brush Shirt Wildland	25854	\$133.38	3.00%	\$129.38
Shirts	Beta Wildland Fire Shirt	Each	Coaxsher Beta Wildland Shirt	24151	\$201.25	3.00%	\$195.21
Shirts	BetaX Wildland Fire Shirt	Each	Coaxsher BetaX Wildland Shirt	24152	\$216.98	3.00%	\$210.47
Jumpsuits	Fireline Wildland Jumpsuit, 9 oz Indura Cotton or 6 oz Nomex IIIA	Each	Lakeland Wildland Jumpsuit, 9oz Indura	WLSCV126	\$415.93	17.00%	\$345.22
Coats/Jackets	Coaxsher: CX Urban Interface Coat	Each	Lakeland Wildland Coat	WLSCT126	\$286.00	17.00%	\$237.38
Coats/Jackets	Veridian Limited's Wildland Jacket	Each	Veridian Wildland Jacket	CWLD-D29-000-41-YYY	\$397.43	10.00%	\$357.69
Coats/Jackets	PGI Fireline Wildland Coat, Yellow Nomex IIIA	Each	Fireline Wildland Coat 9oz Indura	23793	\$436.00	3.00%	\$422.92
Coats/Jackets	Crew Boss: Interface Wildland/Urban Coat, NFPA 1977	Each	Crewboss Nomex Brush Coat	23260	\$393.80	3.00%	\$381.99

Helmets	Bullard Wildland Helmet Hat	Each	Bullard Full Brim Style Ratchet Suspension	FH911HR	\$101.17	31.00%	\$69.81
Helmets	Phenix First Due Series WILDLAND Version - OSHA Compliant	Each	NB				\$0.00
Face MasksShroud	Hot Shield Wildland Firefighter Face Mask	Each	Hotshield Wildland Firefighter Face mask	HS-2	\$71.50	5.00%	\$67.93
Face MasksShroud	Hot Shield UNI-V@ Ultra Shroud Extreme	Each	Hotshield UNI-V Ultra Shroud	UNI-V2	\$57.90	5.00%	\$55.01
Face MasksShroud	CX Wildland Helmet Shroud	Each	Bullard Wildland Helmet Shroud	R222	\$67.76	31.00%	\$46.75
Firefighting Pumps	Indian Backpack Firefighting Pumps-Galvanized	Each	Indian Backpack Firefighting Pumps-Galvanized, 5 Gallon	85700	\$246.00	3.00%	\$238.62
Firefighting Pumps	Smith Indian Fire Pump, Steel Wildland Fire Tank with Pump, 5 Gallon	Each	Smith Indian Fire Pump, Steel Wildland Fire Tank with Pump, 5 Gallon	85701	\$330.00	3.00%	\$320.10
Firefighting Pumps	Smith 500 FSV Fedco SmokeChaser Collapsible Heavy Duty Vinyl Wildland Indian Fire Tank Bag with Pump, 5 Gallon	Each	Smith 500 FSV Fedco SmokeChaser Collapsible Heavy Duty Vinyl Wildland Indian Fire Tank Bag with Pump, 5 Gallon	85130	\$208.99	3.00%	\$202.72
Firefighting Pumps	Smith Indian Fire Pump, Chief 5-Gallon Heavy-Duty Dual Bag Nylon Fire Pump	Each	Smith Indian Fire Pump, Chief 5-Gallon Heavy-Duty Dual Bag Nylon Fire Pump	85230	\$252.99	3.00%	\$245.40
Firefighting Pumps	Hale Fyr Pak Backpack Pump	Each	NB				\$0.00
Drip Torch	Forestry Suppliers Sure-Seal Double-Bottom Drip Torch	Each	Forestry Suppliers Sure-Seal Double-Bottom Drip Torch	85022	\$180.40	3.00%	\$174.99
Drip Torch	Mercedes Textiles Drip Torch, 1.2 US Gallon Capacity	Each	Jim-Gem Drip Torch, 1/4 Gallon Capacity	85032	\$199.65	3.00%	\$193.66
Wildland Pack	True North Spitfire Wildland Pack	Each	True North Wildland Pack	35023	\$313.45	3.00%	\$304.05
Wildland Pack	Coaxsher SR-1 Endeavor Search and Rescue Pack	Each	Coaxsher SR-1 Endeavor Search and Rescue Pack	SR-1	\$329.99	3.00%	\$320.09
Wildland Pack	Coaxsher FS-1 Spotter Mid-Weight Wildland Fire Pack	Each	Coaxsher FS-1 Spotter Mid-Weight Wildland Fire Pack	35353	\$243.10	3.00%	\$235.81
Wildland Pack	Coaxsher FS-1 Ranger Wildland Fire Pack	Each	Coaxsher FS-1 Ranger Wildland Fire Pack	35935	\$337.70	3.00%	\$327.57
Wildland Pack	Coaxsher FS-1 Mojave Lightweight Wildland Fire Pack	Each	Coaxsher FS-1 Mojave Lightweight Wildland Fire Pack	35913	\$179.30	3.00%	\$173.92
Wildland Pack	Ranger/Endeavor 1500ci Pack	Each	Coaxsher Ranger/Endeavor 1500ci Pack	CX-OS801	\$119.25	3.00%	\$115.67
Wildland Pack	Alpha-10 Fire Line Pack System	Each	Alpha-10 Fire Line Pack System	BL395	\$413.95	3.00%	\$401.53
Forest Fire Protection Shelter	Anchor Industries New Generation Fire Shelter	Each	Forest Fire Practice Shelter	23079	\$256.30	3.00%	\$248.61
Radio Holster, Hip Case, Radio Chest Harness	Coaxsher Mini Radio Holster	Each	Coaxsher Mini Radio Holster	OS610	\$15.54	3.00%	\$15.07
Radio Holster, Hip Case, Radio Chest Harness	Multi-Use Hip-Case	Each	Multi-Use Hip-Case	35382	\$20.90	3.00%	\$20.27
Radio Holster, Hip Case, Radio Chest Harness	Coaxsher DR-1 Commander Dual Radio Chest Harness	Each	Coaxsher DR-1 Commander Dual Radio Chest Harness	35350	\$73.70	3.00%	\$71.49
Tools	Council Tools 3.75lb Pulaski Axe	Each	FH Pulaski Axe Fiberglass Handle	PUL-AXE	\$82.80	3.00%	\$80.32
Tools	Fire Hooks Unlimited Pulaski Axe with Fiberglass Handle	Each	FH Pulaski Axe Fiberglass Handle	PUL-AXE	\$82.80	3.00%	\$80.32
Tools	Akron 58" Round or Square Point Shovels, Ultra-Lite Handle	Each	NSI True Temper Square Point Shovel	218306	\$33.26	10.00%	\$29.93
Tools	Akron McLeod Wildland Fire Tool, 48" Wooden Handle	Each	McLeod Wildland Fire Tool, 48" Wooden Handle	85072	\$101.10	3.00%	\$98.07
Tools	Council Pick & Shovel Combi-Tool	Each	Council Pick & Shovel Combi-Tool	85280	\$143.70	3.00%	\$139.39
Tools	Council Tool Forest Fire Rake	Each	Council Tool Forest Fire Rake	85207	\$68.10	3.00%	\$66.06
Tools	Council Tool McLeod Tool	Each	Council Tool McLeod Tool	85272	\$114.30	3.00%	\$110.87
Tools	Fire Hooks Unlimited Wildland McCloud Tool	Each	Fire Hooks Unlimited Wildland McCloud Tool	McCloud Tool	\$93.66	3.00%	\$90.85
Tools	Fire Hooks Unlimited Brush Fire Broom, 5 Ft Length	Each	Fire Hooks Unlimited Brush Fire Broom, 5 Ft Length	BBR-5	\$26.22	3.00%	\$25.43
Tools	Fire Hooks Unlimited Brush Rake, 5 feet	Each	Fire Hooks Unlimited Brush Rake, 5 feet	BRW-5	\$63.48	3.00%	\$61.58
Tools	Council Tool Fire Swatter w/ 60" Handle	Each	Council Tool Fire Swatter w/ 60" Handle	85093	\$73.50	3.00%	\$71.30
Tools	Nupla Single Edge Bush Hook	Each	Nupla Double Edge Bush Hook	33847	\$95.10	3.00%	\$92.25

RFP# 0900000564		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
SUPPLIER NAME___Northern Safety Co., Inc._____			
EXHIBIT 3-FIREFIGHTER'S EQUIPMENT- STATIONWEAR			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
Shirts		10%	
Pants		10%	
Belts		10%	
Hats		True North-3%, NSI-10%	
Hat & Helmet Liner		NSI-10%	
Shoes/Boots		Haix-15%	
Other items Not listed Above in Exhibit 3 Example Products		See Other Item Workbook	
EXHIBIT 4-STRUCTURAL FIREFIGHTER'S EQUIPMENT			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
Helmets		Bullard-31%, Honeywell-15%	
Hoods		Majestic-23%,	
Gloves		Majestic-23%, Veridian-30%, Fire Attack-35%	
Eye Protection		Bullard-31%, Honeywell-15%	
Boots		15%	
Turnout Gear-Coats		Lakeland-17%, Honeywell MT-32%, Honeywell Tails-15%	
Turnout Gear-Pants		Lakeland-17%, Honeywell MT-32%, Honeywell Tails-15%, Channellok-0,EMI-0	
Tools Carried/Utilized by Firefighters in Structural Firefighting		Tempest-10%, NSI-10%, Fire hooks-3%, Nupla-10%, Council Tools-10%,	
Other items Not listed Above in Exhibit 4 Example Products		See Other Item Workbook	
EXHIBIT 5-WILDLAND FIREFIGHTER'S EQUIPMENT			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
Boots		15%	
Gloves		30%, Veridian	
Pants		Lakeland-17%, Crewboss-3%, Coaxsher-3%	
Shirts		Lakeland-17%, Crewboss-3%, Coaxsher-3%, True North-3%	
Jumpsuits		Lakeland-17%, Crewboss-3%, Coaxsher-3%, True North-3%	
Coats/Jackets		Lakeland-17%, Crewboss-3%, Coaxsher-3%, True North-3%, Fireline-3%	
Helmets		Bullard-31%	
Face Masks/Shrouds		Bullard-31%, Hotshield-5%	
Goggles		Bullard-31%	
Firefighting Pumps		3%	
Drip Torch		3%	
Wildland Packs		3%	
Forest Fire Protection Shelter		3%	
Radio Holster, Hip Case, Radio Chest Harness		3%	
Tools		NSI-10%, Nupla-3%, Fire Hooks-3%, Council -3%	
Other items Not listed Above in Exhibit 5 Example Products		See Other Item Workbook	

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**EXHIBIT 3 – Other Items for STATION WEAR FIREFIGHTER'S EQUIPMENT -**  
**SUPPLIER'S NAME: Northern Safety Co., Inc**

MARKET BASKET EVALUATION WORKSHEET

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
PANTS	Fire Fighting pants	EACH	NSI FR LAPCO CARGO PANTS 9oz 100% Cotton	169787	\$79.70	10.00%	\$71.73

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**EXHIBIT 4 – Other Items for STRUCTURAL FIREFIGHTER'S EQUIPMENT -**  
**SUPPLIER'S NAME: Northern Safety Co., Inc**

MARKET BASKET EVALUATION WORKSHEET

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
SCBA	Fire Fighting Self Contained Breathing Apparatus	EACH	Scott X3 Pro Legacy Platform 4500psi, Snap Change, Std EZ Flo Reg, Pass Device	7012623527	\$9,505.48	28.00%	\$6,843.95
SCBA	Fire Fighting Self Contained Breathing Apparatus	EACH	Scott X3 Pro C5 Platform 4500psi, Snap Change, Std EZ Flo Reg, Pass Device	7100258852	\$9,683.11	28.00%	\$6,971.84
SCBA	Fire Fighting Self Contained Breathing Apparatus Cylinder	EACH	Scott 4500psi 30 min Snap Change Carbon Cylinder	7012471198	\$1,587.46	26.00%	\$1,174.72
SCBA	Fire Fighting Self Contained Breathing Apparatus Cylinder	EACH	Scott 4500psi 45 min Snap Change Carbon Cylinder	7012471228	\$1,892.97	26.00%	\$1,400.80
SCBA	Fire Fighting Self Contained Breathing Apparatus Face Piece	EACH	Scott AV3000HT Face Piece, 4 Strap	7012511834	\$472.99	24.00%	\$359.47
SCBA	Fire Fighting Self Contained Breathing Apparatus Face Piece	EACH	Scott C5 Face Piece, 4 Strap	7012475313	\$502.43	24.00%	\$381.85
Helmet	Fire Fighting Structural Helmet	EACH	Honeywell Lite Force Modern Structural Helmet, Std 4" Shield	HT-LFLHDO	\$360.83	15.00%	\$306.71
Helmet	Fire Fighting Structural Helmet	EACH	Bullard FX Modern, Std 4" Face Shield	FX	\$457.48	31.00%	\$315.66
Turn out Gear-Coat	Fire Fighting Bunker Coat	EACH	Lakeland Fire Stealth Bunker Coat, Dept Customization Available	ST3207/LST3298	\$1,758.73	17.00%	\$1,459.75
Turn out Gear-Pant	Fire Fighting Bunker Pant	EACH	Lakeland Fire Stealth Bunker Pant	ST3307/LST3398	\$1,329.21	17.00%	\$1,103.24
TIC	Fire Fighting Thermal Camera	EACH	Bullard NXT Thermal Camera	NXTBUNDLE	\$9,936.00	12.00%	\$8,743.68
TIC	Fire Fighting Thermal Camera	EACH	Bullard QXT Thermal Camera	QXTBUNDLE	\$9,016.92	12.00%	\$7,934.89
TIC	Fire Fighting Thermal Camera	EACH	Bullard TXS Thermal Camera	TXSBUNDLE	\$3,778.92	6.00%	\$3,552.18
TIC	Fire Fighting Thermal Camera	EACH	Scott V320 Thermal Camera	7012473782	\$3,268.65	6.00%	\$3,072.53
Lights	Fire Fighting Lights	EACH	NSI Intrans RA Light, 3AAA	265289	\$97.37	10.00%	\$87.63
Lights	Fire Fighting Lights	EACH	NSI Integritas Rechargeable Lantern	299633	\$315.93	10.00%	\$284.34
Lights	Fire Fighting Lights	EACH	NSI Vantage RA Light Helmet Light	249058	\$114.50	10.00%	\$103.05
Lights	Fire Fighting Lights	EACH	NSI Lighthawk Gen II Lantern	94834	\$335.88	10.00%	\$302.29
Lights	Fire Fighting Lights	EACH	NSI Rechargeable Scene Light	262574	\$135.94	10.00%	\$122.35
Gear Bags	Fire Fighting Equipment Gear Bags	EACH	NSI Lighting X Red Gear Bag	385977 RD	\$98.00	10.00%	\$88.20
Gear Bags	Fire Fighting Equipment Gear Bags	EACH	NSI Arsenal Wheeled Gear Bag 5120	54259	\$180.10	10.00%	\$162.09
Gas Monitor	Fire Fighting Gas Monitors	EACH	NSI QRAE 4 Gas Monitor LEL, O2, CO, H2S	96907	\$1,024.11	10.00%	\$921.70
Gas Monitor	Fire Fighting Gas Monitors	EACH	NSI Max XT II Confined Space Kit, 4 Gas Monitor	96750	\$1,698.90	10.00%	\$1,529.01
Gas Monitor	Fire Fighting Gas Monitors	EACH	NSI Ventis MX4 Pumped 4 Gas Monitor	31236	\$1,364.79	10.00%	\$1,228.31
Nozzles	Fire Fighting Nozzle	EACH	TFT G FORCE NOZZLE 1.5" F VALVE W/GRIP @100PSI	GF3C15	\$714.00	0.00%	\$714.00
Level A	Fire Fighting Level A Suit	EACH	NSI KAPPLER LEVEL A Front Entry, Fully Encapsulated	29044	\$1,237.97	10.00%	\$1,114.17
SCBA	SCBA FUNCTION TEST	EACH	Scott SCBA FLOW TEST	FLOWTEST	\$65.00	10.00%	\$58.50
TIC	Fire Fighting Thermal Camera	EACH	Tempest TIC 3.1 with 1 Battery, 2 Hand Straps, 1 Color Mode (Fire), Freeze, 115V Charger	A10.00.310FTK	\$6,514.20	10.00%	\$5,862.78
Vent Fan	Fire Fighting Vent Fan	EACH	Tempest Battery Powered Fan V51.2D - 3 x 12Ah DeWalt Batteries & 1 4-Bay Charger	910-18608	\$8,463.00	10.00%	\$7,616.70

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**EXHIBIT 5 – Other Items for WILDLAND FIREFIGHTER'S EQUIPMENT -**  
**SUPPLIER'S NAME: Northern Safety Co., Inc**

MARKET BASKET EVALUATION WORKSHEET

PRODUCT	EXAMPLE PRODUCT MANUFACTURER/DESCRIPTION	UNIT OF MEASURE	EQUAL PRODUCT MANUFACTURER/DESCRIPTION	MANUFACTURER'S PART NUMBER	(MSRP) LIST PRICE	% DISCOUNT	NET COST
FP Adapter	Adapter for Scott FP for Wildfire filters	EACH	Scott AV-632 Adapter	7012475331	\$77.46	15.00%	65.841
FP Filter	3M Filter for Scott FP for Wildfire	PAIR	3M Scott 2091 P100 filter	7000051991	\$11.38	15.00%	9.673

RFP# 0900000564		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
SUPPLIER NAME___Northern Safety Co., Inc._____			
EXHIBIT 3-FIREFIGHTER'S EQUIPMENT- STATIONWEAR			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
Pants		Northern-10%	
EXHIBIT 4-STRUCTURAL FIREFIGHTER'S EQUIPMENT			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
SCBA		Scott-SCBA-28%, Cylinders-26%, Face Pieces-24%, Scott Accessories-15%	
Helmets		Bullard-31%, Honeywell-15%	
Turnout Gear		Lakeland-17%	
Tic		Bullard-QXT/NXT-12%, Bullard TXS-6%, Scott-6%, Tempest-10%	
Flashlights		NSI-10%	
Gear Bags		NSI-10%	
Gas Monitors		NSI-10%	
Nozzles		TFT-G FORCE-10%	
Vent Fans		Tempest-10%	
EXHIBIT 5-WILDLAND FIREFIGHTER'S EQUIPMENT			
PRODUCT		PERCENTAGE DISCOUNT OFF MANUFACTURER'S LIST PRICE	
Face Piece-Adapter/Filter		Scott-15%	