



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

Date: **JUL 11 2011**

Safeware, Inc.
3200 Hubbard Road
Landover, MD 20785-2005

Attention: Edward A. Simons, President

Reference: RFP11-205753-10, Public Safety and Emergency Preparedness and Related Services

Dear Mr. Simons:

Acceptance Agreement

Contract Number: RQ11-205753-10A

This acceptance agreement signifies a contract award to Safeware, Inc. for Public Safety and Emergency Preparedness and Related Services. The period of the contract shall be from September 1, 2011 through September 30, 2014 with renewals of four (4) additional years, one (1) year at a time or a combination of the years, by mutual agreement of both parties.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement;
- 2) The Attached Memorandum of Negotiations.

Please note that this is not an order to proceed. A Purchase Order, which constitutes your notice to proceed, will be issued to your firm. Please provide your Insurance Certificate according to Special Provisions paragraph 14 within ten (10) days after receipt of this letter.

Sincerely,

Cathy A. Muse, CPPO
Director/County Purchasing Agent

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

Website: www.fairfaxcounty.gov/dpsm
Phone 703-324-3201, **TTY:** 1-800-828-1140, **Fax:** 703-324-3228



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County

MEMORANDUM OF NEGOTIATIONS

RFP11-205753-10; Public Safety and Emergency Preparedness and Related Services

The County of Fairfax (hereinafter called the County) and Safeware, Inc. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract RQ11-205753-10A. The final contract contains the following documents:

- a. County's Request for Proposal RFP11-205753-10 and all Addenda;
- b. The Contractor's Technical and Cost Proposals dated April 13, 2011;
- c. The Contractor's response to clarification questions dated April 29, 2011;
- d. The Contractor's response to items for negotiation dated May 6, 2011;
- e. This Memorandum of Negotiation;
- f. County purchase order;
- g. Any amendments subsequently issued.

In addition, the County and the Contractor agreed to the following:

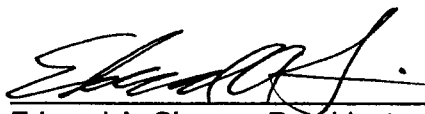
1. The Contract start date will be begin on September 1, 2011.
2. eCommerce Rebates:
 - If 30%-69.99% of total invoiced sales are received by website orders at the conclusion of each contract year, a 0.5% rebate will be provided on the website orders.
 - If 70% or greater of total invoiced sales are received by website orders at the conclusion of each contract year, a 1% rebate will be provided on the website orders.
3. Large sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and will be automatically flagged in the Contractor's system to seek additional price concessions from manufacturers.
4. The 41% discount will be taken from Safeware and Mallory's list price. Items not specifically listed in the catalog may be purchased under this contract at the above noted discount rate.
5. The National Account Manager is Charles Radcliffe.
6. The attached technical service, rental and training price lists are added and Contractor agrees that the pricing is the maximum rate and/or pricing allowed under this contract. In addition, pricing may be negotiated to a lower rate and/or price.

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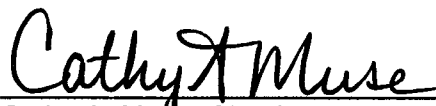
7. Signed U. S. Communities General Administration Agreement.

ACCEPTED BY:



Edward A. Simons, President
Safeware, Inc.

6/30/11
Date



Cathy A. Muse, CPPO
Director/County Purchasing Agent

7/8/2011
Date

Safeware & Mallory Technical Service Rates

*Onsite Service may include travel and accommodation charges

| | Price | Discount | US Com Price | UOM |
|--|--------|----------|--------------|-----|
| Regulator Flow Testing: | 65.00 | 10% | 58.50 | EA |
| | 95.00 | 10% | 85.50 | EA |
| | | | | |
| Hydrostatic Testing (cylinders up to 4500psi) | 27.00 | 10% | 24.30 | EA |
| Cylinder Refill up to 4500 psi | 8.00 | 10% | 7.20 | EA |
| Portable Gas Detection | 170.00 | 10% | 153.00 | EA |
| Respirator fit test | 25.00 | 10% | 22.50 | EA |
| | 45.00 | 10% | 40.50 | EA |
| Level A Suit Pressure Test and Certification | 105.00 | 10% | 94.50 | EA |
| Mask Cleaning SCBA Cleaning | 50.00 | 10% | 45.00 | EA |
| | 75.00 | 10% | 67.50 | EA |
| Fire Hose Testing | 0.85 | 10% | 0.77 | EA |
| Labor Charges | | | | |
| Gas Detection Evaluation Charge | 95.00 | 10% | 85.50 | EA |
| | 75.00 | 10% | 67.50 | EA |
| Rush Charge | 100.00 | 10% | 90.00 | EA |
| Pick up / Delivery | 150.00 | 10% | 135.00 | EA |
| On-site fee | 650.00 | 10% | 585.00 | EA |
| Emergency Response | 125.00 | 10% | 112.50 | EA |

*Includes Batteries as needed
*Includes Batteries as needed

*Excludes Refill

*Price based on standard 4 gas mix

* per mask
* per mask

NOTE: Suits must be decontaminated with letter of decon certification attached to each suit before work can be performed

* Replacement parts not included
* Replacement parts not included

* Fee is waived if customer replaces equipment through Safeware

* Completion of rush unit dependent on parts and availability

* Available up to 60 mile radius from service center

* Available up to 60 mile radius from service center
* Onsite Service may include travel and accommodation charges
* Call for price quote and availability for additional mileage

* Per Hour Additional fee

After Hours emergency response fee

ADDITION SERVICES

| | | | Price Discount | US Com Price | UOM |
|------------------|--|---|----------------|--------------|-----|
| DBI | DBI 3400115 SRL 50ft | Recertification Service | 10% | 540.00 | EA |
| DBI | DBI 3400407 SRL 130ft | Recertification Service | 10% | 821.00 | EA |
| DBI | DBI 3504450 SRL ULTRLOK 50ft | Recertification Service | 10% | 286.00 | EA |
| DBI | DBI 3000150 SRL 39ft | Recertification Service | 10% | 340.00 | EA |
| Miller | MightyLite RL20, RLS30 SRLs | Recertification Service | 10% | 253.00 | EA |
| Miller | MightyLite RL30, 50, 65 SRLs | Recertification Service | 10% | 299.00 | EA |
| Miller | MightyLite RL100, 130 SRLs | Recertification Service | 10% | 439.00 | EA |
| Miller | M52 & 52 SRL's w/retrieval | Recertification Service | 10% | 450.00 | EA |
| Miller | Manhandler 8440, 8441, 8442 | Recertification Service | 10% | 180.00 | EA |
| MSA | Dynalock 20' | Recertification Service | 10% | 524.00 | EA |
| TSI | Port Count 8020 | Calibration | 10% | 875.00 | EA |
| Smiths Detection | APD2000 | Calibration & Clean | 10% | 605.00 | EA |
| Elwood Safety | Electrical Gloves Testing | Dielectric testing inspection and labeling. | 10% | 21.95 | EA |
| Elwood Safety | Electrical Blanket Testing | Dielectric testing inspection and labeling. | 10% | 23.00 | EA |
| Elwood Safety | Electrical Sleeves Testing | Dielectric testing inspection and labeling. | 10% | 23.00 | EA |
| Elwood Safety | Electrical Hot Sticks | Dielectric testing inspection and labeling. | 10% | 6.00 | FT |
| Drager | Drager CMS Unit - Gas detection analyzer | | 10% | 149.00 | EA |
| Pro Engine | AP2C - Chemical Contamination Control Device | | 10% | 693.00 | EA |

Not available in all areas

Portable Fire Extinguishers

Flat rate Minimum Service Charge for individual sites with 1 to 8 fire extinguishers
 Annual Fire Extinguisher inspection per NFPA #10 standards

| | | | |
|-------|-----|-------|----|
| 45.00 | 10% | 40.50 | EA |
| 5.50 | 10% | 4.95 | EA |

Hydrostatic Testing Per Extinguisher

Dry Chemical/H20/K-Class (Low Pressure)
 CO2, SCBA, (High Pressure)
 6 year Maintenance for dry chemical extinguishers

| | | | |
|-------|-----|-------|----|
| 12.00 | 10% | 10.80 | EA |
| 16.00 | 10% | 14.40 | EA |
| 10.00 | 10% | 9.00 | EA |

Recharge Fire Extinguishers (not including repair parts)

Dry Chemical ABC/BC
 Dry Chemical ABC/BC 20lb
 Dry Chemical ABC/BC 10lb
 Dry Chemical ABC/BC 5lb
 Dry Chemical ABC/BC 2-1/2lb
 CO2 20lb
 CO2 15lb
 CO2 10lb
 CO2 5lb
 H2O
 Class K (6 Liter)

| | | | |
|-------|-----|-------|----|
| 25.00 | 10% | 22.50 | EA |
| 20.00 | 10% | 18.00 | EA |
| 16.00 | 10% | 14.40 | EA |
| 14.00 | 10% | 12.60 | EA |
| 16.00 | 10% | 14.40 | EA |
| 15.00 | 10% | 13.50 | EA |
| 12.00 | 10% | 10.80 | EA |
| 10.00 | 10% | 9.00 | EA |
| 10.00 | 10% | 9.00 | EA |
| 85.00 | 10% | 76.50 | EA |

Kitchen Hood Fire Suppression Service

Semi-Annual test and inspection per NFPA Standards
 \$15.00 each for each extra cylinder per system.
 Fusible link detectors changed semi-annually per NFPA Standards

| | | | |
|-------|-----|-------|----|
| 75.00 | 10% | 67.50 | EA |
| 10.00 | 10% | 9.00 | EA |

Fire Alarm System test and inspection per NFPA Standards

Control Panel
 Individual Devices (pull station, horn strobe, detector etc)

| | | | |
|--------|-----|--------|----|
| 150.00 | 10% | 135.00 | EA |
| 10.00 | 10% | 9.00 | EA |

Safeware & Mallory Rental Pricing For US Communities

Jun-11

Confined Space/Multi Gas Meters

4 gas meter w/ pump LEL, O2, CO, H2S

PID's with Multi Gas Sensors

RAE Systems MultiRAE w/ Datalogging (PID/LEL/O2/CO/H2S)

Photoionization Detectors (PIDs)

RAE Systems MultiRAE w/datalogging (PID/LEL/O2/CO/H2S)

RAE Systems ppbRAE

RAE Systems MiniRAE 2000 (10.6eV)

Radiation Monitors

CALL

Combustible Gas Leak Detectors - Sniffers

Single Gas Meters

Single gas meter with H2S, CO or O2

Single gas meter with NH3, HCN, CL2, SO2, NO or NO2

Tripods and Winches / Entry Kits

Confined Space Entry System (includes 3 items below)

7' Adjustable Tripod

SRL with Retrieval/Fall Protection (50')

Manload Winch (60')

Confined Space Entry System (includes 5 items below)

4-Gas Monitor w/pump LEL, O2, CO, H2S

7' Adjustable Tripod

SRL with Retrieval/Fall Protection (50')

Manload Winch (60')

Ventilation Package (A/C Powered)

UCL Adjustable Davit Arm Hoist (Where a tripod doesn't work)

Complete mast unit w/ man winch 70' cable (choose a base below)

Mobile "H" Base

Vehicle Mount

Fall Protection - Self Retracting Lines (SRL)

DBI, Miller or MSA 50' SRL Galvanized Cable

Ventilation Equipment

Confined Space Kit include: (Gas or Electric blower, saddle vent, elbow, duct, carrying case)

Explosion proof blower version of Confined Space Kit above

A/C Axial Blower with 15' duct

Manhole Guards

Manhole Guard, yellow tubular steel, collapsible

Breathing Apparatus

30 Minute SCBA Industrial

Extra SCBA Bottle - 30 minute

60 Minute SCBA Industrial

Extra SCBA Bottle - 60 minute

Emergency Escape Pack with hood - 5 minute or 10 minute

Supplied Air Full Face PD Respirator w/ 5 min Escape Pak & Hansen fittings

4 Person Manifold w/ Regulator

50' Hose

100' Hose

Pigtail (connects two bottles)

Breathing Air Filtration Box: 50 CFM 6/4 Outlets, Portable Grade D filtration

| | Published Price | | | Discount | US Communities Price | | |
|---|-----------------|----------|------------|----------|----------------------|----------|------------|
| | Daily | Weekly | Monthly | | Daily | Weekly | Monthly |
| 4 gas meter w/ pump LEL, O2, CO, H2S | \$75.00 | \$225.00 | \$675.00 | 10% | \$67.50 | \$202.50 | \$607.50 |
| RAE Systems MultiRAE w/ Datalogging (PID/LEL/O2/CO/H2S) | \$100.00 | \$300.00 | \$900.00 | 10% | \$90.00 | \$270.00 | \$810.00 |
| RAE Systems MultiRAE w/datalogging (PID/LEL/O2/CO/H2S) | \$100.00 | \$300.00 | \$900.00 | 10% | \$90.00 | \$270.00 | \$810.00 |
| RAE Systems ppbRAE | \$280.00 | \$700.00 | \$1,800.00 | 10% | \$252.00 | \$630.00 | \$1,620.00 |
| RAE Systems MiniRAE 2000 (10.6eV) | \$120.00 | \$340.00 | \$1,000.00 | 10% | \$108.00 | \$306.00 | \$900.00 |
| CALL | | | | | | | |
| Combustible Gas Leak Detectors - Sniffers | \$46.00 | \$100.00 | \$250.00 | 10% | \$41.40 | \$90.00 | \$225.00 |
| Single Gas Meters | \$50.00 | \$110.00 | \$300.00 | 10% | \$45.00 | \$99.00 | \$270.00 |
| Single gas meter with H2S, CO or O2 | \$100.00 | \$180.00 | \$440.00 | 10% | \$90.00 | \$162.00 | \$396.00 |
| Single gas meter with NH3, HCN, CL2, SO2, NO or NO2 | | | | | | | |
| Tripods and Winches / Entry Kits | | | | | | | |
| Confined Space Entry System (includes 3 items below) | \$100.00 | \$280.00 | \$750.00 | 10% | \$90.00 | \$252.00 | \$675.00 |
| 7' Adjustable Tripod | \$30.00 | \$100.00 | \$225.00 | 10% | \$27.00 | \$90.00 | \$202.50 |
| SRL with Retrieval/Fall Protection (50') | \$50.00 | \$140.00 | \$400.00 | 10% | \$45.00 | \$126.00 | \$360.00 |
| Manload Winch (60') | \$55.00 | \$165.00 | \$495.00 | 10% | \$49.50 | \$148.50 | \$445.50 |
| Confined Space Entry System (includes 5 items below) | \$200.00 | \$600.00 | \$1,800.00 | 10% | \$180.00 | \$540.00 | \$1,620.00 |
| 4-Gas Monitor w/pump LEL, O2, CO, H2S | \$75.00 | \$225.00 | \$675.00 | 10% | \$67.50 | \$202.50 | \$607.50 |
| 7' Adjustable Tripod | \$30.00 | \$100.00 | \$225.00 | 10% | \$27.00 | \$90.00 | \$202.50 |
| SRL with Retrieval/Fall Protection (50') | \$50.00 | \$140.00 | \$400.00 | 10% | \$45.00 | \$126.00 | \$360.00 |
| Manload Winch (60') | \$55.00 | \$165.00 | \$495.00 | 10% | \$49.50 | \$148.50 | \$445.50 |
| Ventilation Package (A/C Powered) | \$60.00 | \$180.00 | \$540.00 | 10% | \$54.00 | \$162.00 | \$486.00 |
| UCL Adjustable Davit Arm Hoist (Where a tripod doesn't work) | \$100.00 | \$280.00 | \$750.00 | 10% | \$90.00 | \$252.00 | \$675.00 |
| Complete mast unit w/ man winch 70' cable (choose a base below) | | | | | | | |
| Mobile "H" Base | | | | | | | |
| Vehicle Mount | | | | | | | |
| Fall Protection - Self Retracting Lines (SRL) | \$50.00 | \$140.00 | \$400.00 | 10% | \$45.00 | \$126.00 | \$360.00 |
| DBI, Miller or MSA 50' SRL Galvanized Cable | | | | | | | |
| Ventilation Equipment | \$90.00 | \$180.00 | \$550.00 | 10% | \$81.00 | \$162.00 | \$495.00 |
| Confined Space Kit include: (Gas or Electric blower, saddle vent, elbow, duct, carrying case) | \$120.00 | \$300.00 | \$900.00 | 10% | \$108.00 | \$270.00 | \$810.00 |
| Explosion proof blower version of Confined Space Kit above | \$70.00 | \$150.00 | \$450.00 | 10% | \$63.00 | \$135.00 | \$405.00 |
| A/C Axial Blower with 15' duct | | | | | | | |
| Manhole Guards | \$30.00 | \$60.00 | \$240.00 | 10% | \$27.00 | \$54.00 | \$216.00 |
| Manhole Guard, yellow tubular steel, collapsible | | | | | | | |
| Breathing Apparatus | \$80.00 | \$190.00 | \$550.00 | 10% | \$72.00 | \$171.00 | \$495.00 |
| 30 Minute SCBA Industrial | \$20.00 | \$60.00 | \$160.00 | 10% | \$18.00 | \$54.00 | \$144.00 |
| Extra SCBA Bottle - 30 minute | \$110.00 | \$290.00 | \$720.00 | 10% | \$99.00 | \$261.00 | \$648.00 |
| 60 Minute SCBA Industrial | \$20.00 | \$60.00 | \$160.00 | 10% | \$18.00 | \$54.00 | \$144.00 |
| Extra SCBA Bottle - 60 minute | \$20.00 | \$60.00 | \$180.00 | 10% | \$18.00 | \$54.00 | \$162.00 |
| Emergency Escape Pack with hood - 5 minute or 10 minute | \$60.00 | \$150.00 | \$400.00 | 10% | \$54.00 | \$135.00 | \$360.00 |
| Supplied Air Full Face PD Respirator w/ 5 min Escape Pak & Hansen fittings | \$50.00 | \$100.00 | \$300.00 | 10% | \$45.00 | \$90.00 | \$270.00 |
| 4 Person Manifold w/ Regulator | \$20.00 | \$50.00 | \$100.00 | 10% | \$18.00 | \$45.00 | \$90.00 |
| 50' Hose | \$28.00 | \$60.00 | \$150.00 | 10% | \$25.20 | \$54.00 | \$135.00 |
| 100' Hose | \$10.00 | \$30.00 | \$60.00 | 10% | \$9.00 | \$27.00 | \$54.00 |
| Pigtail (connects two bottles) | \$100.00 | \$260.00 | \$690.00 | 10% | \$90.00 | \$234.00 | \$621.00 |
| Breathing Air Filtration Box: 50 CFM 6/4 Outlets, Portable Grade D filtration | | | | | | | |

Personal Air Sampling Equipment

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|--|----------|----------|----------|----------|----------|----------|----------|
| MSA Escort ELF | \$38.00 | \$76.00 | \$240.00 | 10% | \$34.20 | \$68.40 | \$216.00 |
| MSA Escort ELF (5 Pack) | \$120.00 | \$350.00 | \$980.00 | 10% | \$108.00 | \$315.00 | \$882.00 |
| MSA Gemini Twin Port Sampler 0 to 500 mL/min | \$16.00 | \$30.00 | \$60.00 | 10% | \$14.40 | \$27.00 | \$54.00 |
| MSA 10mm cyclone assembly | \$16.00 | \$30.00 | \$60.00 | 10% | \$14.40 | \$27.00 | \$54.00 |
| MSA Digical sampling Calibrator | \$32.00 | \$96.00 | \$340.00 | 10% | \$28.80 | \$86.40 | \$306.00 |

High Volume Air Sampling Equipment

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|---|---------|----------|----------|----------|---------|----------|----------|
| Rotary vane pump (3-20 LPM) A/C Version | \$70.00 | \$140.00 | \$350.00 | 10% | \$63.00 | \$126.00 | \$315.00 |

Hand Operated Air Sampling Equipment

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|---------------------------|---------|---------|----------|----------|---------|---------|----------|
| MSA Kwik Draw Deluxe Pump | \$26.00 | \$52.00 | \$150.00 | 10% | \$23.40 | \$46.80 | \$135.00 |

Indoor Air Quality

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|--|----------|----------|---------|----------|----------|----------|------------|
| IAQ Monitor (CO, CO2, Temp., Humidity) | \$200.00 | \$400.00 | \$1,200 | 10% | \$180.00 | \$360.00 | \$1,080.00 |
| IR - CO2 Meter (0-10%) | \$130.00 | \$300.00 | \$900 | 10% | \$117.00 | \$270.00 | \$810.00 |

Respirator Fit Test Equipment - Quantitative

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|---|----------|----------|------------|----------|----------|----------|------------|
| TSI PortaCount Plus - Respirator Fit Tester | \$250.00 | \$650.00 | \$1,990.00 | 10% | \$225.00 | \$585.00 | \$1,791.00 |
| TSI N95 Companion | \$200.00 | \$540.00 | \$1,200.00 | 10% | \$180.00 | \$486.00 | \$1,080.00 |
| OHD Fit Tester | \$150.00 | \$600.00 | \$900.00 | 110% | \$135.00 | \$540.00 | \$810.00 |
| Adapter (Specify Brand & Model Number) | \$30.00 | \$70.00 | \$140.00 | 10% | \$27.00 | \$63.00 | \$126.00 |

3M 6000 & 7000 series FT adaptor

Scott Xcel 1/2 mask FT adaptor

Fit Test Adapter MSA QuickCheck I - Demand style UltraVue Facepieces

Fit Test Adapter MSA QuickCheck II - All Comfo models, Duo-Twin, Ultra-Twin

Fit Test Adapter MSA QuickCheck III - Ultra Elite Full Facepiece

Fit Test Adapter MSA QuickCheck IV - Ultra Elite & UltraVue w/ 1/4 turn disconnect

Fit Test Adapter MSA QuickCheck 1000 - Advantage 1000

Fit Test Adapter Advantage Adapter - Use with A5859A Advantage 200 and 1000

Fit Test Adapter Scott AV2000 - Scott-o-Visa, AV-2000

Fit Test Adapter 3M 601 - Bayonet attachment with 2091 or 7093 filters

Fit Test Adapter Survivair - 4000 Series MED

Fit Test Adapter North - 821K

Fit Test Adapter North - Full/Half Mask

Mask Converter North - 80004(s) to 7700-23 (5400, 5500, 7600, 7700, 7800)

Fit Test Adapter Interspiro

Sound Level Meters

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|---|----------|----------|----------|----------|----------|----------|----------|
| Quest Type 2 SLM w/ Calibrator | \$80.00 | \$220.00 | \$640.00 | 10% | \$72.00 | \$198.00 | \$576.00 |
| Quest Type 2 SLM w/ Calibrator, Datalogging | \$120.00 | \$320.00 | \$780.00 | 10% | \$108.00 | \$288.00 | \$702.00 |
| Laptop Computer with Quest Software Suite for datalogging | \$120.00 | \$340.00 | \$740.00 | 10% | \$108.00 | \$306.00 | \$666.00 |
| Quest Model OB-300 Octave Band Analyzer | \$90.00 | \$200.00 | \$560.00 | 10% | \$81.00 | \$180.00 | \$504.00 |
| Quest Model OB-100 Octave Band Analyzer | \$60.00 | \$130.00 | \$320.00 | 10% | \$54.00 | \$117.00 | \$288.00 |
| Quest VA-508C Vibration Adapter | \$70.00 | \$220.00 | \$700.00 | 10% | \$63.00 | \$198.00 | \$630.00 |
| Tripod | \$10.00 | \$20.00 | \$40.00 | 10% | \$9.00 | \$18.00 | \$36.00 |

Temperature Meters

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|--|----------|----------|----------|----------|---------|----------|----------|
| Quest Temp 10 Personal Heat Stress Monitor | \$100.00 | \$230.00 | \$640.00 | 10% | \$90.00 | \$207.00 | \$576.00 |

Automated External Defibrillators

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|--------------------------------|-------|----------|------------|----------|-------|----------|------------|
| Cardiac Science Powerheart AED | n/a | \$500.00 | \$1,200.00 | 10% | | \$450.00 | \$1,080.00 |

Fire Extinguishers

| | Daily | Weekly | Monthly | Discount | Daily | Weekly | Monthly |
|----------|--------|---------|---------|----------|--------|---------|---------|
| 20 # ABC | \$8.00 | \$20.00 | \$48.00 | 10% | \$7.20 | \$18.00 | \$43.20 |

Standard or Expedited Shipping costs are not included.
Some material may require hazardous material shipping.
Other rental equipment available, call for information

Safeware & Mallory Safety Training

June-11

| Classroom or onsite Training | Published Price | Discount | US Com Price |
|------------------------------|-----------------|----------|--------------|
| Half Day | \$975.00 | 10% | \$ 877.50 |
| Full Day | \$1,500.00 | 10% | \$ 1,350.00 |
| Travel Rate half Day | \$487.50 | 10% | \$ 438.75 |
| Travel Rate Full Day | \$750.00 | 10% | \$ 675.00 |

Training Classes:

Job Safety Analysis/Job Hazard Analysis

Ladder Safety

Lead Safety

Lockout/Tagout Electrical Safety (authorized, affected and other)

Machine Guarding

Material Handling

Mobile Cranes & Rigging

NFPA70E

OSHA 10-hour General Industry

OSHA 10-hour Construction

OSHA 30-hour General Industry

OSHA 30-hour Construction

OSHA Overview for HR Managers

OSHA Recordkeeping Requirements

Overhead Crane Operator

Personal Protective Equipment

Power Tool Safety

PPE Hazard Assessments

Respirator Fit-Tester Course

Respiratory Protection

Respiratory Protection Program Administrator

Safe Lifting

Safety Orientation Programs

Scaffold User

Scaffold Competent Person

Slings and Rigging

Spill Response Team Training

TB & Airborne Pathogens

Trenching & Excavation Competent Person

Work Zone Safety Supervisor

Aerial Work/Lift Platforms

Back Safety

Bloodborne Pathogens

Bucket Truck Safety

Chainsaw Safety

Confined Space Entry Awareness

Confined Space Entry Operations

Confined Space Rescue
Cranes, Hoists & Lifts
Crane Safety Awareness
Defensive Driver (National Safety Council Certification)
Developing Effective Safety Action Teams
Do Your Own OSHA Inspection
Electrical Safe Work Practices
Emergency Action Plans
Evacuation Plans that Work
Ergonomics Hazard Assessment
Establishing a Safety & Health Committee
Fall Protection Awareness
Fall Protection Competent Person
Fire Prevention & Fire Extinguishers
First Aid CPR AED (National Safety Council Certification)
Flagger Certification (National Safety Council Certification)
Forklift Operator (industrial/warehouse)
Forklift Train the Trainer
Hand & Portable Power Tools
Hazard Communication/Right to Know
Hazard Identification
Hazardous Materials Awareness (initial and refresher)
Hazardous Materials Operations / Spill Response Team (initial and refresher)
Hazardous Materials 24 Hour Technician (initial and refresher)
Hazardous Waste Management (initial and refresher)
Hearing Conservation
High Voltage Electrical Safety
Hoists & Overhead Cranes
Customer Specific Safety Training
Local Government Challenges in Safety

Other Classes available, onsite or classroom

Maximum quantity of students vary with course

Customized classes available

Basic Training material included

Additional equipment may be required and is not included in rates

Travel and accomodations not included

Halfday minimum

Training facilites provided by customer

Commercial training facilities can be provided as a passthrough

Some courses may require multiple days