

Point One, LLC

Contract Number GS-07F-0562W

Point One, LLC's offer dated December 7, 2009 (SF 1449 revised 6/9/2010) and Final Proposal Revision dated July 20, 2010, submitted in response to standing Solicitation No 7FCI-L3-030084-B, for Multiple Award Schedule 084, entitled Total Solutions for Law Enforcement, Security, Facility, Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response, is hereby accepted by the Government for Special Item Numbers **465-11, 633-33, 633-35, 633-39**, for the contract period July 26, 2010 – July 25, 2015.

A Subcontracting plan was not required for contract award.

Point One's Price List entitled GSL Price List, effective December 9, 2009 (revised 7/14/10) is approved to be used as the basis of award. The Price List has been annotated to reflect the Special Item Numbers (SIN) applicability for each item.

Most Favored Customer: Award is based upon discounts granted to Point One's Most Favored Customer (MFC) identified as All Commercial Customers.

The award is predicated upon the above-listed most favored customer; therefore, it is that customer upon which the Price Reduction Clause, 552-238-75, will be activated. The Economic Price Adjustment Clause 552-216-70, applies to all items awarded herein.

The following price/discount relationship is hereby accepted for this award: Point One's Most Favored Customers are "All Commercial Customers." The price/discount relationship between the Government and the MFC will never be less favorable to the Government than at the time of award, that is: For the life of the contract, the Government's basic discount will never be less than 13.08% - 58.57% and will always be at least 13.08% - 58.57% greater than the 0% basic discount granted to the MFC.

The Industrial Funding Fee and Sales Reporting (IFF) is a separate collection mechanism and any increase, or decrease in the fee does not change the price relationship. The contractor shall add the prevailing IFF to the net GSA price (price after negotiated markups and/or discounts are deducted). The current IFF is .75% and should be calculated as follows:

Negotiated price divided by (1 minus .0075) which equates to Negotiated price divided by 0.9925. Example:
(\$100,000 / 0.9925) = \$100,755.67

The contract will be administered by the address shown in Block 9 of Page 1, except for administration of the Industrial Funding Fee and Contractor Report of Sales Program, which is delegated to:

General Services Administration, FAS
Contract Management Division (4QV0CEA)
Peachtree Summit Federal Bldg.
401 West Peachtree Street, N.W.
Atlanta, GA 30365-2550

This award consummates the contract, which consists of the following documents:

- (a) The Government's solicitation,
- (b) Point One's offer dated 12/7/2009 (SF 1449 revised 6/9/2010)
- (c) Point One's FPR dated 7/20/2010
- (d) This award/contract.

Pages 1B through 1D of this award reflect terms and conditions accepted at the time of award. As required in Clause I-FSS-600, Contract Price Lists, the information listed on pages 1B through 1D must also appear on the Cover Page Notices required by the clause.

Laura R. Wair

Date Signed: July 26, 2010

Laura R. Wair
Contracting Officer, United States of America

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsaadvantage.gov>

SCHEDULE TITLE: Federal Supply Schedule 084 – Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response
FSC Class: 4210, 8405

CONTRACT NUMBER: GS-07F-0562W

CONTRACT PERIOD: July 26, 2010 – July 25, 2015

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

CONTRACTOR: Point One, LLC
1215 S Clark Street, Suite 1102
Arlington, VA 22202
PHONE: 703-414-5440
FAX#: 703-414-5447

CONTRACTOR'S ADMINISTRATION SOURCE: Point One, LLC
1215 S Clark Street, Suite 1102
Arlington, VA 22202
POC: Alan Swain **EMAIL:** aswain@pointoneinc.com
PHONE: 703-414-5440

BUSINESS SIZE: Veteran Owned Small Business

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SINs	DESCRIPTION
<u>465 11</u>	Fire Extinguishing/Suppressing Products, Retardant, Foams and Equipment: - Includes but not limited to Foam Concentrate, Wetting Agent, Fire Extinguishers (excluding "Halon" fire extinguishing devices), Slip-on Firefighting Units, Pumps, Portable Tanks (folding or collapsible) and Chemical Mixing Equipment (foam proportioners, injectors, eductors).
<u>633 33</u>	Structural Fire Fighting Clothing. Gloves
<u>633 35</u>	Structural Fire Fighting Clothing. Protective Hoods
<u>633 39</u>	Wildland Fire Fighting Clothing - Personal Protection. Brush Shirts, Pants, Coats, Jackets, Jumpsuits - NFPA 1977 Compliant. Shirts, Pants, coats, Jumpsuits, coveralls - Flame Resistant. Not NFPA Compliant

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:
 (Government net price based on a unit of one)

<u>SIN</u>	<u>MODEL</u>	<u>PRICE</u>
465-11	FSA-OXX-5	\$128.09
633-33	MSG	\$26.19
633-35	LKH	\$31.31
633-39	LSKTC6	\$64.04

1c. HOURLY RATES:

N/A

2. MAXIMUM ORDER*:

SIN	Maximum Order Amount
465-11	\$100,00
633-33	\$50,000
633-35	\$50,000
633-39	\$50,000

*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: None

4. GEOGRAPHIC COVERAGE: 48 Contiguous States and the District of Columbia, Alaska, Hawaii, the Commonwealth of Puerto Rico, or U.S. territories and to a CONUS port or consolidation point for orders received from overseas activities.

5. POINT(S) OF PRODUCTION:

Brand	Production Point
Global Safety Labs	Tulsa, OK, Tulsa County

6. DISCOUNT FROM LIST PRICES: 13.08% - 58.57% from the accepted price list. For calculation of the GSA Schedule price (price paid by customers ordering from the GSA Schedule, and the price to be loaded in to GSA Advantage), the contractor should deduct the appropriate basic discount from the list price and add the prevailing IFF rate to the negotiated discounted price (Net GSA price). Current IFF rate is 0.75%.

7. QUANTITY DISCOUNT(S): Additional 1% over Basic Discount on purchases of \$50,000+ for a single or combination of Artic-Fire Freeze products only; None for all other products

8. PROMPT PAYMENT TERMS: Net 30

9.a Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9.b Government Purchase Cards are accepted above the micro-purchase threshold.

10. FOREIGN ITEMS: None

- 11a. **TIME OF DELIVERY:** 45 DARO
- 11b. **EXPEDITED DELIVERY:** Contact Contractor
- 11c. **OVERNIGHT AND 2-DAY DELIVERY:** Contact the Contractor for availability and rates.
- 11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.
- 12. **FOB POINT:** Origin
- 13a. **ORDERING ADDRESS:** Same as contractor's address
- 14. **PAYMENT ADDRESS:** Same as contractor's address
- 15. **WARRANTY PROVISION:** Spentex garments are warranted for defects in manufacturing for 90 days from date of purchase. Artic Fire-Freeze fire suppression equipment is warranted for defects in manufacturing for 180 days from the date of purchase.
- 16. **EXPORT PACKING CHARGES:** Not applicable
- 17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** (any thresholds above the micro-purchase level)
- 18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A
- 19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
- 20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
- 21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A
- 22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
- 23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A
- 24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b. **Section 508 Compliance for EIT:** N/A
- 25. **DUNS NUMBER:** 06-218-1321
- 26. **NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE:** Registration valid until **10/07/2010**

Part Number	Product Description	List	GSA Catalog Price	Discount	Over \$50K of AFF products in one order	Discount	
633 39	LSKTC6	Spentex Knit Shirt - Long Sleeve	\$ 95.00	\$ 64.04	32.59%		
633 39	LKP	Spentex Knit Pants	\$ 95.00	\$ 64.04	32.59%		
633 39	LDWWS	Spentex Work Shirt	\$ 100.00	\$ 85.39	14.61%		
633 39	LDWCP	Spentex Work Pants	\$ 100.00	\$ 85.39	14.61%		
633 39	LDWCA	Spentex Coveralls	\$ 175.00	\$ 139.47	20.30%		
633 35	LKH	Spentex Fire Hood	\$ 75.00	\$ 31.31	58.25%		
465 11	HDWB	Spentex Heavy Duty Welding Blanket - 3 layer (54" x 54")	\$ 200.00	\$ 125.24	37.38%		
465 11	FRB	Spentex First Responder Blanket (54" x 54")	\$ 130.00	\$ 62.62	51.83%		
633 61	MSFST6	Spentex Flightsuit - MilSpec	\$ 325.00	\$ 284.63	12.42%		
633 39	MSCAT6	Spentex Coverall - MilSpec	\$ 300.00	\$ 199.24	33.59%		
633 33	MFG	Spentex Flight Gloves	\$ 50.00	\$ 26.19	47.63%		
465-11	FSE-WCSU-20M	Cart-Mounted "Stinger" Foaming Unit with Twenty Gallons of Arctic Fire Freeze	\$ 7,500.00	\$4,554.16	39.28%	\$4,479.16	40.28%
465-11	FSA-AWF-5	Arctic Fire-Freeze™ (5 gallon pail)	\$ 250.00	\$ 128.09	48.77%	\$125.59	49.77%
465-11	FSA-AWF-55	Arctic Fire-Freeze™ (55 gallon drum)	\$ 2,750.00	\$1,408.94	48.77%	\$1,381.44	49.77%
465-11	FSA-RTU-250	Arctic Fire-Freeze™ (250 gallon tote)	\$12,500.00	\$6,261.96	49.90%	\$6,136.96	50.90%
465-11	FSE-HHE-2.5G	Arctic Fire-Freeze 2.5 Gallon Hand-Held Extinguisher	\$ 400.00	\$ 284.63	28.84%	\$280.63	29.84%