



MALLORY
Safety and Supply

**PUBLIC SAFETY,
EMERGENCY PREPAREDNESS,
SAFETY EQUIPMENT
AND SOLUTIONS
PROPOSAL**

FEBRUARY 2, 2021

In response to

 **PORT OF PORTLAND**
SOLICITATION NO. 2020-9189

Submitted with pride by

MALLORY SAFETY AND SUPPLY LLC

3241 NW INDUSTRIAL ST.
PORTLAND, OR 97210



MALLORY

Safety and Supply

February 2, 2021

Ms. Christina Hamel
Procurement and Contract Specialist II
Port of Portland
P.O. Box 3529
Portland, OR 97208

Subject: Solicitation Number 2020-9189

Dear Ms. Hamel:

Mallory Safety and Supply is pleased to submit our response to the Port of Portland's Request for Proposal Solicitation Number 2020-9189: Public Safety, Emergency Preparedness, Safety Equipment and Solutions. Mallory is proud of our extensive experience partnering with both public and private customers on a local and national scale, and has actually held a very similar public safety and emergency preparedness contract with Omnia and Fairfax county Virginia for the last several years servicing just the Western part of the country with many of the exact products and services requested in this solicitation.

As a local company, with our executive headquarters here in Portland, Mallory is excited for the opportunity to service our fellow Portlanders at the Port of Portland, as well as agencies across the US that are so vital to our well-being and societal function. We find we haven't done a great job of telling our story, so longtime customers like the Port may not know of our immense growth, both organically and through over twenty-five acquisitions, giving us locations and a sales team across the country. Mallory is currently the largest privately-owned independent safety distributor in the nation.

Our response will demonstrate how Mallory has earned an excellent reputation for providing exceptional service, broad product capabilities, ease of ordering, and prompt and efficient delivery. We will offer highly competitive pricing with an aggressive discount structure and are proud to be able to offer numerous additional valuable products and services, including our own private brand, Diamond M, rental and repair, vending and training, safety staffing, and other needed services for member agencies.

On behalf of Mallory Safety and Supply, I truly appreciate the opportunity to respond to this Request for Proposal and am looking forward to the opportunity of working with Port of Portland and Omnia and can be reached at 503-330-7660 or tim.loy@mallory.com anytime for any questions.

Sincerely,

Tim Loy
President




MALLORY
Safety and Supply

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Emergency Preparedness,
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And Solutions
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Table of Contents

PART I – PROPOSAL FORM.....	1
PART II – REQUIRED SUBMISSIONS AND EVALUATION CRITERIA	3
4.1 Qualifications, Performance Capability and Sustainability of Provider	3
4.2 Quality Control and Project Approach	66
4.3 Products/Pricing	84
4.4 Small Business Enterprise Program	89
RESPONSE TO ATTACHMENT A	92
Exhibit A – Response for National Cooperative Contract.....	93
3.1 Company	96
3.2 Distribution, Logistics.....	105
3.3 Marketing and Sales	113
Exhibit B Administration Agreement, Example	127
Exhibit C Master Intergovernmental Cooperative Purchasing Agreement, Example	128
Exhibit D Principal Procurement Agency Certificate, Example	129
Exhibit E Contract Sales Reporting Template	130
Exhibit F Federal Funds Certifications	131
Exhibit G New Jersey Business Compliance.....	132
Exhibit H Advertising Compliance Requirement	133
MALLORY RESPONSE ATTACHMENTS.....	134
Attachment 1 – Mallory Dun and Bradstreet Report.....	134
Attachment 2 – OMNIA Branded Marketing Material Examples.....	134
Attachment 3 – ???.....	134
Attachment 1 Mallory Dun and Bradstreet Report	135
Attachment 2 OMNIA Branded Marketing Material Examples.....	136

List of Illustrations

Figure No.	Title	page
Figure 1.	Mallory Locations -- Then and Now	3
Figure 2.	Vending Solutions – Machine Health Report.....	44
Figure 3.	Vending Solutions – Par Optimization Report.....	44
Figure 4.	Mallory-ENSA Training Facility	47
Figure 5.	Mallory.com Dynamic Search.....	51
Figure 6.	Mallory.com Search Refinement.....	52
Figure 7.	Mallory.com Dynamic Search.....	53
Figure 8.	Mallory.com Search Refinement.....	54
Figure 9.	Mallory.com Dynamic Search.....	55
Figure 10.	Mallory.com Availability	56
Figure 11.	Mallory.com Shopping Lists	57
Figure 12.	Mallory.com Shopping List.....	58
Figure 13.	Mallory.com Quote Request.....	59
Figure 14.	Mallory.com Speed Entry.....	60
Figure 15.	Mallory.com File Upload	60
Figure 16.	Mallory.com Dashboard.....	61
Figure 17.	Mallory.com Order History	62
Figure 18.	Mallory.com Quotes	63
Figure 19.	Mallory Safety Team.....	65
Figure 20.	Contingency Plan Workbook Sample	71
Figure 21.	White Cup Status Scorecard.....	81
Figure 22.	Power Bi Reporting	82
Figure 23.	The Mallory Way	83
Figure 24.	Mallory Locations -- Then and Now	97
Figure 25.	Mallory Provides Nationwide Support.....	98
Figure 26.	The Mallory Way Wordle	104
Figure 27.	Mallory Line Card (page 1 of 5).....	106
Figure 28.	Mallory Government Sales Leadership	120

List of Tables

Table No.	Title	page
Table 1.	Public Sector References for Mallory	4
Table 2.	Uniform Guidance Required and FEMA Recommended Contract Provisions	50
Table 3.	Mallory Injury Incident Rate	64
Table 4.	Mallory Experience Modification Rate	64
Table 5.	Mallory's Small Business Suppliers.....	90
Table 6.	Nationwide Distribution of Mallory Sales Representatives	98
Table 7.	Mallory Locations and Services	99
Table 8.	Mallory's Small Business Suppliers.....	101
Table 9.	Mallory Facility Locations and Sizes	112
Table 10.	Mallory Team Responsibilities.....	119

PART I – PROPOSAL FORM

SCHEDULE 3.2.1

PORT OF PORTLAND

PROPOSAL FORM

Schedule PROPOSAL FORM

Solicitation Number 2020-9189

The Provider named below submits this proposal in response to the Port's Request for Proposals (RFP) for the contract named above.

The Provider warrants that the Provider has carefully reviewed the RFP and that this proposal represents the Provider's full response to the requirements described in the RFP. The Provider further warrants that if this proposal is accepted, the Provider will contract with the Port, agrees to all terms and conditions found in the attached sample contract, and will provide all necessary labor, materials, equipment, and other means required to complete the work in accordance with the requirements of the RFP and contract documents.

The Provider further warrants that the Provider has not and will not discriminate, in violation of ORS 279A.110, or any other local, state or federal law, against any minority, women service-disabled veteran or emerging small business enterprise or other protected individuals, in the development or presentation of this proposal, or in obtaining any required subcontract.

The Provider attests in connection with this solicitation that, as provided under ORS 279B.110(2), Provider has complied with the tax laws of the State of Oregon or a political subdivision of the State of Oregon, including ORS 305.620 and chapters 316, 317 and 318.

The Provider hereby acknowledges the requirement to carry or indicates the ability to obtain the insurance required in Section [##] of the sample contract, attached to the RFP as Schedule 1.2. Indicate in the affirmative by initialing here: _____

The Provider hereby acknowledges receipt of Addendum Nos. 1, _____, _____, _____, _____ to this RFP.

Name of Provider: Mallory Safety and Supply LLC

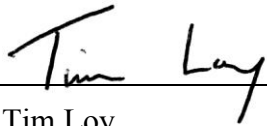
Business Address: 3241 Industrial Street, Portland OR 97210

Telephone Number: 360-636-5750

Fax Number: 360-577-4244

Email Address: Tim.loy@mallory.com

Authorized
Signature:



Printed/Typed
Name:

Tim Loy

Title:

President

Date:

February 2, 2021

PART II – REQUIRED SUBMISSIONS AND EVALUATION CRITERIA

4.1 Qualifications, Performance Capability and Sustainability of Provider – Weight 30%

4.1.1 Provider shall provide a brief history of the Provider and its organization. Include the Principal or Officer of the organization who will be the Port’s primary point of contact during clarifications or negotiations. This individual must have the authority to clarify and/or negotiate all aspects of the scope or work on behalf of the provider.

4.1 Qualifications, Performance Capability and Sustainability of Provider

Mallory Safety and Supply, headquartered in Portland, Oregon, started as small logging supplier FB Mallory in the 1800s. Purchased by the current ownership family in the 1970’s, through strong leadership and thoughtful acquisition we have grown to be the largest independent safety distributor in the United States, with 26 locations and strategically-positioned distribution warehouses coast-to-coast, as well as a world-class training center in Wisconsin and a national safety and training business (Figure 1). Mallory has 480 employees, \$35M in inventory, and over \$200M in annualized sales with 20% focused on the public safety market for law enforcement, fire, USAR, safety, and emergency preparedness supporting local, state, and federal government agencies with president Tim Loy at the helm.



FB Mallory Co. – circa 1930
(Now Pine Street Market)



Mallory Today

Figure 1. Mallory Locations -- Then and Now

As President of Mallory, Tim has led Mallory's organic and customer-service-based growth after joining the company in 1999, then taking over from his father, Avery Loy, in the 2000s. Since then, Tim has served in various industry and vendor committees, including involvement on supplier advisory councils for suppliers like MSA, on the boards for Affiliated Distributors Safety Division and supplyFORCE (currently Chairman of the Board of Directors). Tim is also an accountant and lawyer with experience in managing, documenting, and executing large customer agreements and regulatory compliance issues. He is the primary contact for negotiations, and available to respond with any clarifications on all aspects of the scope of work that Mallory provides. He can be reached at tim.loy@mallory.com or on his cell phone at (503) 330-7660. Tim resides in NW Portland, and works out of the Portland headquarters with his brother Brian, who is Mallory’s CFO, and other executive leadership.

Mallory maintains a customer-centric approach supported by a national team of territory-specific outside safety professionals who apply their safety expertise, education, and creativity working personally with valued customers to provide best-in-class solutions, a specialized public safety inside support and sales team who are available to research, source, and provide quick turn around on time-sensitive quotes as well as seek out new sales opportunities, and a dedicated and efficient customer service representative team assigned to specific accounts and government contracts for consistent follow up, order processing and updates, and billing. Additionally, Mallory maintains an active service department with 20 mobile and factory technicians who are certified in gas detection, NFPA Self-Contained Breathing Apparatus (SCBA), air-compressors, Level-A suit pressure testing, and tool repair. ENSA, the nation’s leading safety training center through Mallory, is staffed with 13 full-time trainers for confined space, trauma, rescue, and work-at-height safety.

Government agencies rely on Mallory during emergencies for our rapid response, creative solutions, and access to critical emergency equipment as demonstrated in such past disasters as Mount St. Helen’s eruption, yearly wildfires, hurricanes, recent civil riots, and the current pandemic. At the core, Mallory delivers the personal touch of a local supplier with the resources of a national company committed to the growth, productivity, and safety of every customer.

4.1.2 Provide a minimum of 5 current public sector references similar in size to the Port of Portland and in relation to the scope of this RFP. Include entity name, contact name and title, contact phone and email, city, state, years serviced, description of services and annual volume.

Table 1. Public Sector References for Mallory

Entity Name	Contact Name, Title, City, State, Phone, & Email	Years Serviced	Description of Services	Annual Volume
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table 1. Public Sector References for Mallory (continued)

Entity Name	Contact Name, Title, City, State, Phone, & Email	Years Served	Description of Services	Annual Volume
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table 1. Public Sector References for Mallory (continued)

Entity Name	Contact Name, Title, City, State, Phone, & Email	Years Served	Description of Services	Annual Volume
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

4.1.3 What is your reputation in the marketplace?

Mallory would be described by customers as partnerable and agile for our creative and responsive problem-solving solutions, as well as consistent and resourceful, and able to respond to supply crisis that occur in all companies and agencies. Purchasing departments like Mallory for their diligent follow through and astute attention to details while providing good value; safety

departments like us for fielding consistent personnel. The two primary Port of Portland contacts for Mallory, Maureen Jacobson and Steve Johnson, both have over 30 years supporting the Port.

Mallory’s reputation among suppliers is that of being an acquisitive, high-growth, business-focused, professional service organization. Mallory is a primary channel to the market for many suppliers, and our track record of consistent 15% annual growth and expansion makes Mallory an important factor in the go-to-market plans of many suppliers. We frequently hear that our team is the most professional and organized and tenured and competent in the industry. Mallory is known for being the safety specialist in public and private companies.

Mallory’s reputation among employees is one of caring and dedicated management and coworkers. We enjoy strong ratings on Glassdoor and in internal engagement surveys, and enjoy a really long average tenure, with over 10 years of industry experience average for customer service and sales teams. We would argue that people and people systems are the most important aspect of any supplier, and this is a focus.

Mallory was recently featured in Industrial Supply Magazine. Mallory Safety and Supply is an established and reputable distributor for Public Safety specializing in Law Enforcement, Fire/USAR, Emergency Preparedness equipment and services, and industrial safety, and for providing solutions and support for local, state, and federal agencies through various competitively-bid local, state, and federal contracts with dedicated teams of expert safety, marketing, sales manager, and customer service professionals. We do not know how our competitors view us, but we enjoy longstanding partnerships with many peers, many buy vending solutions from us, and we would generally believe that reputation of integrity and professionalism would be echoed by at least a majority of our competitors.

a. Describe the financial condition of Provider.

[Redacted]

[Redacted]

[REDACTED]

[REDACTED]

[REDACTED]

b. Describe Provider's experience in providing the products and service in in the marketplace.

Mallory has significant experience supporting the exact type of products, services, and needs specified in this solicitation.

For more than 40 years, Mallory has provided customers with safety expertise and supply chain efficiency along with a broad array of safety products and solutions sourcing from over 2,000 manufacturers. During that time, Mallory has expanded to 26 locations across the United States, now within two shipping days ground of the entire US continental population and within one day ground of over 75% of the US population, and nearly 500 employees by acquiring smaller, reputable safety companies and their competent teams of professionals including Chief Supply Team and Washington state-based Sanderson Safety, as well as Safety & Supply, RJ Safety, Interstate Safety & Supply and recently Wise Safety & Environmental completing our national footprint with locations in all corners of the US.

Mallory has, for the last ten years, shared a similar contract with Safeware, Inc., that was led by Fairfax County as the lead agency for U.S. Communities and now USC's successor, OMNIA, that covers most of the same categories. In fact, almost all of the products on the quotation list have been sold by Mallory or Safeware under the OMNIA agreement. At the inception of that agreement, Mallory and Safeware jointly bid and Mallory agreed to cover 20% of the US Population in the 12 states West of Colorado, with Safeware covering the other 80% of the population East of the Rockies. At the time of that joint bid, Mallory only had locations along the West Coast, but with Mallory's continued expansion Eastward, and Safeware's continued expansion, where there was no initial overlap, both organizations now have the potential to propose national solutions with slightly different strengths and advantages.

Mallory hired a nationwide team of ten inside public safety sales reps from Chief Supply in late 2019, with each of those reps having an average tenure of over ten years, and this team is, we

believe, perfectly situated to carry this agreement nationwide, supported by our locations and field sales team across the country. That team has had significant sales success outside Mallory's designated OMNIA territory, but without the benefit of any cooperative agreement, so we are very excited about the prospect of serving agencies nationwide.

Some areas that we feel are differentiated from our esteemed partner would be our large field sales team, our significant warehouse and inventory footprint of over 500,000 square feet of warehouse across the entire country and over \$35 million in inventory, our expertise in importing and expansive house brand, and our high-end training, staffing, and service solutions. And for servicing the Port of Portland specifically, we have over 130,000 square feet within three hours, and 50,000 square feet within the Portland city limits and headquarters, so in the event of an earthquake or other localized event, we are uniquely positioned to provide immediate emergency response.

Mallory provides an offering meeting the requirements in each of the 21 Product and Services categories listed in Section 1.6 of the RFP. Mallory has relationships with suppliers meeting the requirements in every category, is continually pursuing new relationships with suppliers and manufacturers as customer needs dictate, and has never had trouble sourcing products needed by an agency in this area.

1. Personal Protective Equipment

Equipment worn to protect the individual from hazardous materials and contamination in the workplace, including a chemical/biological threat environment. Examples include the following: respirators, such as N95 and SCBA; gloves such as medical nitrile gloves and cryogenic gloves; protective clothing, such as isolation gowns and wildland firefighting gear, eye protection, helmets, safety footwear, respiratory protective equipment, SCBA's, and all other protective items worn on the person.

Personal protective equipment (PPE) is at the heart of Mallory's core competencies. Mallory has over 40 years of experience as distributors of PPE serving commercial and government markets and many industries, including auto, chemical, pulp and paper, food production and distribution, aeronautical, energy production and distribution, construction, transportation, communications, utilities, waste management, Federal government, Military, and State and Local government to name a few. Head-to-toe protection for use in a hazardous environment requires knowledge and expertise to select the correct ensemble and should not be taken lightly. Mallory's staff understands the dangers to workers dealing with chemical/biological threats both in the industrial environment as well as for first responders. Mallory has the depth of experience and the support of top manufacturers to deliver solutions for any situation. Mallory has ongoing PPE contracts with many of the largest public and private entities in the country, and believes it is the largest privately-held independent safety specialist in the country.

Mallory has over 1,000 PPE suppliers, some of the major ones include:

- 3M
 - Air Systems
 - Allegro Industries
 - Ansell
 - Avon Protection
 - FRB Industries
 - Haws
 - Hi-Viz Clothing
 - Honeywell
 - Impacto
 - PIP
 - Pyramex Safety
 - Radians
 - Radiation Shield Technologies
 - RamStar Safety
-

- Best Glove
- Brand X Safety
- Bullard
- Chums
- CMC Rescue
- Cordova
- CPA
- Crews
- Crossfire Safety
- Danner
- Diamond M
- Draeger
- Dunlop
- DuPont
- Ellwood Safety
- Elvex
- ERB Industries
- Ergodyne
- Fibre-Metal
- Global Glove
- Jackson Safety
- Kappler
- Kimberly Clark
- LaCrosse
- Lakeland
- MAPA Spontex
- MCR
- Mechanix Wear
- MegaComfort
- Memphis
- ML Kishigo
- Moldex
- MSA
- Mutual Industries
- Nasco
- National Safety Apparel
- North Safety
- Occunomix
- Onguard
- River City
- SAS Safety
- SAS Safety Corporation
- Scott Safety
- Sellstrom
- Speakman Safety
- Stanco
- Steel Grip
- Stockhausen
- Sundstrom Safety
- Superior Glove
- The Safety Zone
- Tingley Rubber
- Uvex
- Valeo
- Vision Aid
- VizCon
- Wells Lamont
- West Chester

PPE is likely the number one category listed because it is the biggest spend category that most agencies have in common, and Mallory would expect that, because its growth path has included acquiring 20 other safety distribution peers, who all had their own supply relationships, that there is barely a PPE manufacturer in existence doing business in the US that Mallory has not worked with.

2. Explosive Device Mitigation and Remediation Equipment

Equipment providing for the mitigation and remediation of explosive devices in a CBRNE environment such as:

- Bomb Search Protective Ensemble for Chemical/Biological Response
 - Chemical/Biological Undergarment for Bomb Search Protective Ensemble
 - Cooling Garments to manage heat stress
 - Robots; Robot Upgrades
 - Ballistic Threat Body Armor & Helmets
 - Blast and Ballistic Threat Eye Protection
 - Blast and Overpressure Threat Ear Protection
 - Fire Resistant Gloves
 - Disarmer/Disrupter
 - Real Time X-Ray Unit, Portable X-Ray Unit
 - CBRNE Compatible Total Containment Vessel (TCV)
 - CBRNE Upgrades for Existing TCV
 - Fiber Optic Kit (inspection or viewing)
 - Tents, standard or air inflatable for chem/bio protection
-

- Inspection mirrors
- Ion Tract Explosive Detector
- Z Ray Equipment
- All other EOD Equipment

Explosive Ordinance Disposal (EOD) is among the most elite special operations units in the first responder community because of the inherent dangers and complexity of the job they are tasked with. This group does not let in just anyone; you must earn that right. Mallory has been servicing this small tight-knit group for many years, and has gained trust and respect as a valued partner. Mallory maintains an extensive supplier list that enables us to provide all products listed above specifically designed for EOD, as well as all the ancillary items needed for EOD teams to complete their mission. Our offering includes PPE, including all products from head-to-toe protection both ballistic and non-ballistic, head protection, eye and face, hearing, hand, body, foot, chemical/biological and explosives detection, and disposal products including Total Containment Vessels (TCVs), robotic and examination tools utilizing video, X-Ray, ion, and other electronic monitoring, water and explosive disrupters. Mallory also has the capability to provide upgrades and retrofitting of TCVs and EOD Robots when necessary for technical upgrades or general service.

Explosive protection is particularly important in and around government buildings and public spaces where large numbers of people pass through such as public transportation hubs, airports, and train stations. Mallory has many unique products to help mitigate explosive blasts in and around buildings. A common method for a bomb delivery is depositing in trash receptacles, and Mallory has trash cans that greatly reduce the explosion impact by absorbing the bulk of the blast. Mallory has suppliers to source items used to protect buildings such as surface wraps, shatter-resistant glass, and blast-resistant window drapes to reduce flying glass and debris. Explosive protective clothing worn by EOD technicians is a core offering from Mallory, including all PPE from head to toe, including eye and face protection, hand protection, body protection, and leg and foot protection. Mallory offers multiple robot platforms which include capabilities to disarm or disable explosive devices.

Mallory's Explosive Device Mitigation and Remediation Equipment suppliers include:

- | | | |
|--------------------|---------------------------|---------------------------|
| • 3M | • Inert Products | • Remotec |
| • ABA | • iRobot | • Revision Military |
| • Allen-Vanguard | • Lindon Defense | • RoboteX |
| • Angel Armor | • MED-ENG | • Safariland |
| • Armor Express | • Memphis | • Sage |
| • Avon | • Mistral Security | • Savvy |
| • BAHIA 21 | • Mitigation Technologies | • Second Chance |
| • Bolle | • MSA | • Smith Optics |
| • Combined Systems | • North Safety | • Spec Ops Bunker |
| • Crossfire Safety | • Occunomix | • Superior Glove |
| • Crye Precision | • Open Vision | • Tactical Electronics |
| • Deftech | • Paulson | • TCI |
| • Edge Eyewear | • Peltor | • Team Wendy |
| • Ergodyne | • PIP | • Techniche International |

- ESS
- FFI Tactical
- Gladiator
- Golden Engineering
- Hesco Bastion
- Howard Leight
- Icor Technology
- Proper International
- Protech Tactical
- Pyramex
- QinetiQ
- Radians
- Recon Robots
- United Shield
- Valeo
- Wells Lamont
- West Chester
- Wiley-X
- WMD Tech

3. CBRNE Operational and Search and Rescue Equipment

Equipment providing a technical search and rescue capability for a CBRNE environment, such as:

- Hydraulic tools; hydraulic power unit
- Listening devices, hearing protection
- Search cameras (Including thermal and infrared imaging)
- Night Vision
- Radiological isotope identifying detectors
- Breaking devices (Including spreaders, saws, and hammers)
- Lifting devices (including air bag systems, hydraulic rams, jacks, ropes, and block and tackle)
- Blocking and bracing materials
- Evacuation chairs (for evacuation of disabled personnel)
- Ventilation fans
- All other CBRNE operational and search and rescue equipment

CBRNE operational and Search and Rescue is an important niche of large metropolitan fire departments whose mission is to locate and extricate victims from hazardous environments where they encounter structure collapse. These teams require specialized equipment as well as standard equipment found in fire houses or tools from a hardware store. Mallory can supply all of this equipment including tools for finding victims using video and acoustical devices (including night vision thermal imaging), equipment for extricating victims from the hazard including hydraulic tools, powered and manual breaking devices such as spreaders, saws and hammers, lifting devices such as air bags, rams, jacks, rope, and block & tackle devices, equipment for physically moving victims such as stretchers, wire or composite baskets, and evacuation chairs. Mallory can also supply both wired and battery-powered ventilation fans for clearing hazardous environments. In a CBRNE threat, Mallory can also provide full PPE and decontamination equipment to protect both patient and first responder.

Mallory's CBRNE Operational and Search and Rescue Equipment suppliers include:

- Anderson Rescue Solutions
- Euramco
- FLIR
- Hurst Jaws of Life
- Leader North America
- PGI
- Polaris
- Prospan
- Tactical Electronics
- TecGen
- Tempest Technology
- True North Gear
- Wolfpack Gear

4. Information Technology

Equipment and services providing Information Technology, such as:

- Servers
- Switches
- Software
- Monitors and wall displays for Real time Crime Centers
- Cloud services
- All other Information Technology for Emergency and Public Preparedness

Mallory partners with experienced technology providers to support internal digital and secure infrastructure whether it is replacing, upgrading, or building an initial system. Cooperative purchasing contracts simplify the procurement process and facilitate on-time completion, especially when working with time-sensitive, grant-funded projects. Services include an in-depth walk through and evaluation, in-person consultation to assess project goals and budget parameters, detailed quote with equipment list, and thorough scope of work and pricing. Customers have several partners to choose from with Mallory for comparison.

Mallory has a proven track record of managing complicated IT projects with municipalities and police departments, as well as county and city parks and recreation departments from concept to completion. Projects have included upgrading antiquated systems for police headquarters, building emergency response command and control centers, and outfitting parks, civic centers, and other public spaces with CCTV. Equipment and services include servers with storage for physical security solutions such as video surveillance, switches, software for access control, and video management software (VMS), monitors, and wall displays for real-time crime centers, including emergency operation centers (EOCs) and regional operation centers (ROCs), and cloud service including health monitoring and physical security platforms (SaaS). Mallory has strong internal IT development expertise (have developed our own asset tracking, vending, video monitoring, and integration solutions) to assist with vetting and specifying such equipment and providers, and while this is not a category supported by much inventory, IOT initiatives and technology convergence make IT part of most large implementations, and Mallory has both experience and partnerships to assist.

Mallory's Information Technology suppliers include:

- Anyvision
- Dell
- Everbridge Mass Notification Systems
- HP/Aruba
- Kustom Signal
- Lenovo
- Milestone
- Nice
- Primeview
- Qognify
- RAS Watch
- Watson Consoles

5. Cyber Security Enhancement

Equipment and Services Equipment and services providing cyber security enhancement, such as:

- Secure appliances
 - Filter switches
 - Filters
-

- Securer cloud services
- All other cyber security enhancement equipment and services for Emergency and Public Preparedness

Mallory understands there are threats to our customers' critical cyber assets. Sometimes agencies are unaware of all of these possibly-catastrophic vulnerabilities. Mallory offers cyber security expertise and solutions that will fit these needs and protect with the industry's most reputable partners.

By securing both the private and public sector networks, it is important to assess risks, recommend mitigation measures, and implement holistic security solutions that keep departments operating while ensuring the confidentiality, data integrity, and continued availability of mission critical data. This year, there were several very public infiltrations of our nation's infrastructure by cryptolockers, ransomware, and foreign-actor surveillance.

Any device connected to a network from a smart phone to a thermostat to a remotely monitored substation could introduce new vulnerabilities, introducing security weaknesses that an in-house information technology staff can easily miss. Our cyber security professionals use government security expertise to comprehensively evaluate network infrastructures, identify weaknesses, and mitigate risks including an interruption in operations, lost revenue, and a damaged reputation. A holistic approach is needed to ensure public safety, and Mallory is prepared to be an integration partner that coordinates the multiple partners needed for a comprehensive strategy.

Mallory's Cyber Security Enhancement suppliers include:

- Cellubrite Intelligence
- ClearCloud Solutions
- Convergent
- Siemens

6. Interoperable Communications Equipment

Equipment and systems providing connectivity and electrical interoperability between local and interagency organizations to coordinate CBRNE response operations. This includes system design, installation, service and maintenance. Products include:

- CAD / RMS fusion equipment
 - Software and services
 - Land/Mobile. Two-way in-suit communications (secure, hands-free, fully duplex, optional), including air-to-ground capability (as required)
 - Antenna systems
 - Personnel Alert Safety System (PASS) - (location and physiological monitoring systems optional)
 - Personnel Accountability Systems
 - Individual/portable radios, software radios, portable repeaters, radio interconnect systems, satellite phones, batteries, chargers and battery conditioning systems
 - Computer systems designated for use in an integrated system to assist with detection and communication efforts (must be linked with integrated software packages designed specifically for chemical and/or biological agent detection and communication purposes)
-

- Portable Meteorological Station (monitors temperature, wind speed, wind direction and barometric pressure at a minimum)
- Commercially available crisis management software
- Mobile Display Terminals
- All other interoperable communications equipment

Interoperable Communications Equipment supports the critical infrastructure necessary for agencies to effectively, efficiently, and securely communicate across vast networks. Mallory provides equipment and systems that support Interoperable Communication. Many solutions include connectivity and electrical interoperability between local and interagency organizations such as needed to coordinate responses in a CBRNE situation. The solutions include system design, installation, service and maintenance. Mallory's areas of concentration include: land mobile, two-way in-suit communication (secure, hands-free, fully duplex, optional), including air-to-ground capability (as required), Antenna Systems including DAS (Distributed Antenna Systems), Personnel Alert Safety Systems (PASS) (location and physiological monitoring systems optional), Personnel Accountability Systems, individual/portable radios, software radios, portable repeaters, radio interconnect systems, satellite phones, batteries, chargers, and battery conditioning systems, computer systems designated for use in an integrated system to assist with detection and communication efforts (must be linked with integrated software packages designed specifically for chemical and/or biological agent detection and communication purposes), Portable Meteorological Station (monitors temperature, wind speed, wind direction and barometric pressure at a minimum), commercially-available crisis management software, and Mobile Display Terminals as well as other distributed portable Information Terminals. Mallory continues to work with leading-edge technologies for geolocation, whether GPS, Cellular, RFID, Bluetooth, and the landscape for integrated, interoperable response to incidents via SCBA, radio, optical recognition, and other technologies make this a field that is just really dynamic and expansive and exciting, and Mallory will continue to work to be on the forefront of developments and product options.

Mallory's Interoperable Communications Equipment suppliers include:

- Accordant Communications
- AER Consulting
- iPhone
- Atlantic ComTech
- Backhaul Engineering
- BlueLight LLC
- BriefCam
- CheckVideo
- Cintel
- CobHam
- ComLabs
- CON-SPACE
- CrimeView by TriTech
- Ear Hero
- Footprint
- HipLink
- IX Group
- LiveEarth
- McM Technologies
- Mobile PD
- MPC911
- Platinum Networks
- Public Safety Corp
- Rauland Borg
- Shield Group Technologies
- Sight Logix
- SpectraLink
- TriTech
- Verint Video Solutions, Inc.
- VideoIQ
- Vislink
- Xerox

7. Detection Equipment

Equipment to sample, detect, identify, quantify, and monitor for chemical, biological, radiological/nuclear, and explosive agents throughout designated areas or at specific points. Such items include:

- Bioassays
- PID
- Radiation Detection
- PCR
- All other detection equipment

Threats from chemical, biological, radiological/nuclear, and explosives (CBRNE) incidents can come from many sources, including industrial processes, spills and leaks, transportation hazards, and terrorist activities. Given the wide variety of potential hazardous materials there are many different technologies that provide detection, identification, and monitoring of hazardous materials in solid or gas state as well as radiation. Mallory has been supporting commercial, military, local and state governments, and first responders with technical detection equipment from the largest and top manufacturers in the market. Our experience with detection equipment and servicing extends back to our early days, 35+ years ago when we opened our first service center to repair and calibrate gas detection equipment for construction companies and local paper mills. Today we have factory-trained staff for both sales and service, with repair centers and mobile units around the county to fix and calibrate most of the equipment we sell.

Detection, identification, and monitoring comes in many forms and technologies. Mallory carries top names in equipment manufacturers for both powered and passive detection and identification equipment, fixed and portable. Mallory provides detection kits/paper for all chemical agent identification and detection including commercial and weaponized chemicals requiring M8 and M9 paper, M256 detection kits, and Hazard Categorizing (HAZCAT) kits as well as pH Paper/pH meters. Single- and multi-gas meters come in many configurations including fixed systems for continual monitoring and portable, handheld, and wearable detection and monitoring units. Mallory can supply and service top brands of gas detection, as well as design and install fixed systems and portable networked units for temporary deployments such as large gatherings.

Surface Acoustic Wave (SAW) detectors detect airborne molecular contamination from unwanted gas-phase materials deposited on a surface through molecular migration and can detect various chemicals, gasses and drugs. Mallory supplies both fixed and portable SAWs.

Technology surrounding spectrometer technology over the years has produced small, usable handheld units easily taken out into the field used by first responders, law enforcement, hazmat teams, and bomb squads. Mallory provides a wide spectrum of spectrometers, including fiber-coupled UV/VIS/NIR, portable NIR, and laser-induced and Raman technology. Handheld Raman spectrometers allow non-destructive, non-contact identifications and verifications of unknown chemicals, narcotics, pharmaceutical drugs, and other substances.

Mallory provides Colorimetric Tube/Chip Measurement System (CMS) Kits specific for TICs and CBRNE applications in single applications, and kits with a variety of battery-powered or manual pumps with electronic displays and data recorders.

Mallory has a wide range of air monitoring and sampling and portable leak detectors.

Point Detection System/Kits (Immunoassay or other technology) or Joint Biological Point Detection System (JBPDS) are designed to detect and identify low levels of airborne bio-hazards, trigger local and remote warning systems, and communicate threat information over standard communication systems. These systems can be fixed or placed on vehicles for mobile deployment. Mallory offers many Point Detection Systems from top manufacturers in the field.

Radiation detection is an essential part of our country's anti-terrorism strategy, and Mallory offers a wide range of equipment that detects alpha, beta, gamma, and high-intensity gamma radiation. The types of detectors available include:

- Fixed systems
- Portable handheld units
- Personal dosimeters
- Personal radiation detectors
- Mobile units networked together
- Liquid Scintillation Counting (LSC)

Mallory offers a wide range of hard plastic cases in many sizes and configurations to meet the needs of our customers.

Mallory's Detection Equipment suppliers include:

- | | | |
|--------------------------|------------------------|-----------------------|
| • 5.11 | • Crowcon | • Polimaster |
| • ADVNT Biotechnologies | • Draeger | • Proengin |
| • Alexeter Technologies | • Edwards & Cromwell | • RAE Systems |
| • Arizona Instrument | • Field Forensics | • Response Biomedical |
| • B&W Tek | • FLIR Detection | • RKI Instruments |
| • Berkeley Nucleonics | • GFG Instrumentation | • Scott Instruments |
| • BIO Systems | • Mirion Technologies | • SEER Technology |
| • BioShield Technologies | • Morphix Technologies | • Sensit Technologies |
| • Blackhawk | • Morpho Detection | • Smiths Detection |
| • BW Technologies | • MSA | • Spearhead |
| • Canberra Industries | • NEXTTEQ | • Truetech |
| • Chemring | • Pelican | |

8. Decontamination Equipment

Equipment and material used to clean, remediate, remove or mitigate chemical and biological contamination. Such items include:

- Decontamination system for individual and mass application with environmental controls, water heating system, showers, lighting, and transportation (trailer)
-

- Decon7/Extraction Litters/roller systems
- Runoff Containment Bladder(s), decontamination shower waste collection with intrinsically-safe evacuation pumps, hoses, connectors, scrub brushes, nozzles
- Spill containment devices
- Overpack drums
- Cadaver bags
- Hand carts
- Waste water classification kits/strips
- HEPA vacuum for dry decontamination
- Disinfectants
- Shelters
- Modesty kits
- All other decontamination equipment

Decontamination is a critical component to any incident where victims and first responders are exposed to hazardous materials. Having the right equipment and proper procedures will help reduce the potential spread of contaminants to other people, the environment and objects. Mallory has a long history of supplying decontamination systems and remediation equipment to support industrial applications, hospitals and first responders from small to large mass casualty incidents. These systems include shelters in varying sizes with self-contained HVAC with HEPA filtration systems, litters and roller systems to move patients through the decontamination process, showers with heating systems to wash contaminants in cold environments, HEPA vacuums for dry contaminants, and interior and exterior lighting. Containment systems are essential to collect contaminated water from the decontamination showers and Mallory has many equipment options to perform this function including containment bladders for small showers as well as systems for large multi-unit shelter units utilizing intrinsically-safe pumps, hoses, connectors, scrub brushes and nozzles, overpack drums (both metal and Poly), and hand carts for moving drums and equipment. Mallory provides a wide range of technical equipment to identify and classify all manner of contaminants including waste water classification kits/strips. When casualties are recovered, Mallory also supplies cadaver/body bags to minimize the spread of contaminants. Mallory has a nationwide contract to service US Ecology's emergency response decontamination needs, and works with environmental abatement contractors on Decon across the country.

Mallory's Decontamination Equipment suppliers include, among others:

- 3M
- Air Shelters USA
- American Innotek
- Decon7
- DHS Systems
- DuPont
- Eagle Manufacturing
- Force1Decon
- HDT Expeditionary Systems
- Imbiber Beads
- Justrite
- Kappler
- Kimberly Clark
- Lakeland
- TrueTech
- UltraTech

9. Medical

Medical supplies, such as:

- Trauma kits
- Tourniquets
- Tactical medical kits
- AED's (Portable, personal, and medical automatic external defibrillators, AED trainers, accessories, and replacement parts)
- First aid kits, refills, and blood borne pathogen response kits
- Burn care
- Medicinals such as antacids, aspirin, non-aspirin pain relief, cold and sinus medication
- Skin care products such as heavy-duty cleansers, medicated and protective skin creams, insect repellents, poison ivy relief, sunscreen
- Heat-Stress relief such as fluid replacement drinks and coolers
- All other medical supplies related to emergency and public preparedness

No matter what the facility, work vehicle, jobsite, police car, or ambulance, a comprehensive first-aid kit and supplies designed for the correct application and skill level of the user are essential. Mallory has been supplying first-aid/trauma/bleeding kits and components to businesses and government agencies since inception. Mallory has continually helped our customers keep up with the latest technology and changing ANSI/ISEA standards. Smart first-aid cabinets keep track of stock and allow the user to reorder supplies using a phone application. When the ANSI/ISEA standards were updated in 2015, Mallory worked with customers to update kits by augmenting or replacing their existing units. Through Mallory's vast list of vendors, customers can outfit their departments with top-quality first-aid kits and refills, BBP (blood-borne pathogen) kits for cleaning up fluids, burn-care dressings, and medicinals such as antacids, aspirin and non-aspirin pain relief, and cold and sinus medication. For law enforcement, Mallory offers tactical first-aid kits for rapid response for individual use and mass-casualty incidents.

Mallory supplies and supports the top portable automatic external defibrillator (AED) manufacturers for both personal and medical applications including AED trainers, accessories, and replacement parts. In addition to supplying AEDs, accessories, and parts, Mallory also provides AED program management software for tracing vital components of the program, including interactive reporting, escalating notification system for maintenance, battery and accessory expiration dates.

Mallory's Automatic External Defibrillator suppliers include:

- Allegro Industries
- Defibtech
- Physio Control
- Cardiac Science
- Philips
- Zoll Medica

Skin care products are a must for many different environments where bare hands are exposed to contaminants and dirt, or when heavy-duty cleansers are needed. Where continual use of latex or nitrile gloves will dry out hands, medicated and protective skin creams are essential to reduce excessive drying and cracking. Mallory offers high-quality cleansers and skin creams for every application.

Working outdoors, personnel may face many hazards, including biting insects, sun, and poisonous plants. Mallory can supply a wide range of insect repellents, poison ivy relief and pre-exposure lotion, and sunscreen.

Hot work environments will quickly drain the energy from workers, causing fatigue and reduced focus on the activity, and potentially endangering themselves and others. Mallory offers many heat-stress reliefs including clothing designed for hot environments, cooling vests and clothing, sports drinks in various forms (ready-to-drink, concentrated liquid, and powder mix), coolers, bottles, and backpacks.

Mallory's suppliers of other Medical items include:

- ARI
- Camelbak
- Certified Safety
- Chinook Medical Gear
- Combat Medical Systems
- CoreTex Products
- Ergodyne Corporation
- First Aid Only
- Gatorade
- Gojo
- H&H Medical
- Igloo Product
- JBC Corp
- Junkin Safety
- North American Rescue
- North Safety
- Occunomix
- PIP
- Sqwincher
- Stockhausen
- Tactical Medical Solutions
- Z-Medica

10. Power

Equipment used to provide power, such as:

- Generators
- Batteries
- All other equipment to provide power

Mallory offers a variety of solutions for providing generators. We source our smaller units from Kohler and provide larger generators from Generac. For smaller lithium ion battery needs and alkaline, we offer numerous options from Rayovac, Duracell, and Energizer. Mallory is the primary supplier of safety products to Tesla, and has implemented Powerwalls, solar roof, charging stations, and other technologies that are changing generation and storage. Mallory also trains and supplies large wind-power companies, including all of Vestas' field technicians, and represents small-scale wind and solar options that we think agencies will continue to incorporate into their backup power plans.

Mallory's suppliers of Equipment Used to Provide Power include:

- Duracell
- Energizer
- Generac
- Honda
- Kohler
- Rayovac
- Tesla Energy

11. CBRNE Reference Materials

Reference materials designed to assist emergency first responders in preparing for and responding to a CBRNE incident. This includes but is not limited to the following:

- Jane's books
-

- Training books, including but not limited to, NFPA Guide to hazardous materials, NIOSH Hazardous Materials Pocket Guide, North American Emergency Response Guide, First Responder Job Aids, etc.
- Reference and training videos
- All other CBRNE reference materials

Mallory has a large library of reference materials for both first responders and industrial applications including NFPA Guide to Hazardous Materials, NIOSH Hazardous Materials Pocket Guide, North American Emergency Response Guide, Jane's Chem-Bio Handbook, and First-Responder Job Aids.

Mallory's CBRNE Reference Materials suppliers include:

- JJ Keller

12. CBRNE Incident Response Vehicles

Any emergency and public preparedness vehicles, including: Command vehicles, hazmat rigs, bomb trucks, armored vehicles, ATV's, and all other CBRNE incident response vehicles.

Vehicles designed for public safety for different agencies often may have shared unique requirements even though the final products can vary greatly. Mallory has a wide range of manufacturers who can engineer, design, build, and assemble custom vehicles from the ground up, including armored, command and communications, chief's car, EMS responder, fire trucks, first-responder utility, EOD (bomb truck), surveillance, SWAT/rapid response, CBRN disposal trailers, and ATVs. Mallory has its own wildland brush truck and trailer manufacturing operation in Longview, Washington, and the Chief Supply team that joined Mallory just over a year ago had a significant background in vehicle upfitting. This combination of supply chain background and internal manufacturing expertise makes Mallory a good partner on CBRNE Incident Response Vehicle projects, as most include some similar needs and processes for ensuring correct builds.

Mallory's CBRNE Incident Response Vehicles suppliers include:

- ICS
- Lenco
- Polaris
- LDV
- Nomad Global Communications Solutions
- Troy Products

13. Terrorism Incident Prevention Equipment

Any emergency and public preparedness terrorism incident prevention equipment including: area monitoring, situational awareness equipment, CWA, stand-off detection, and all other terrorism incident prevention

The internet has made it easier for domestic and international terrorist groups to organize more efficiently introducing increased threats at stadiums, arenas, government buildings, campuses, airports, and any public event where large crowds can gather. Often without warning, these random acts of violence put large numbers of innocent people at significant risk of bodily injury or death. Preventing these situations requires specially-trained personnel to assess and coordinate an effective deterrent and response based on the nature of the threat. Surveying with the most sensitive and state-of-the-art technology is paramount to detecting and preventing

possible incidents and keeping our public safe. Mallory engages many specialized manufacturers who are dedicated to the most cutting edge and innovative equipment.

These categories include, but are not limited to the following:

- Chemical, Biological, Nuclear and Explosive Detection instrumentation, systems, and equipment as referenced in Category 7
- Robots
- Scanning systems including x-ray, wands, metal detectors and vehicle scanners
- EOD tool kits
- Cameras and scopes
- Containment vessels, explosive blast storage boxes

Mallory's Terrorism Incident Prevention Equipment suppliers include:

- 3M
- 5.11
- Adani Systems, Inc.
- ADVNT Biotechnologies
- Alexeter Technologies
- Arizona Instrument
- Avon Protection Systems
- B&W Tek
- Berkeley Nucleonics
- BIO Systems
- BioShield Technologies
- Blackhawk
- Blauer
- BW Technologies
- Camero Tech
- Canberra Industries
- Chemring
- Crowcon
- Draeger
- Edwards & Cromwell
- Everbridge Mass Communications
- Field Forensics
- FLIR Detection
- Garrertt
- Genasys Inc. (formerly LRAD)
- GFG Instrumentation
- Icor Technology
- Mirion Technologies
- Morphix Technologies
- Morpho Detection
- MSA
- NEXTTEQ
- Pelican
- Polimaster
- Proengin
- Qinetiq
- RAE Systems
- Response Biomedical
- RKI Instruments
- Scott Instruments
- SEER Technology
- Sensit Technologies
- Smiths Detection
- Spearhead
- Tactical Electronics
- Truetech
- United Shield

14. Physical Security Enhancement Equipment

Any equipment, such as CCTV, access control, LPR, radar and all other physical security enhancement equipment, including installation necessary to enhance the physical security of critical infrastructure such as system design, installation, service and maintenance

Agencies have concerns with protecting personnel (agency and public), hardware, software, networks and data from physical actions and events that could cause serious loss or damage to an enterprise, agency or institution. This includes protection from fire, flood, natural disasters, burglary, theft, vandalism, and terrorism. Mallory provides a wide range of physical security capabilities that include the equipment and installation necessary to enhance the physical security of critical infrastructure such as system design, installation, service, and maintenance. Mallory has designed our own confined space video monitoring system that incorporates access control, video, gas detection, and man-down worker monitoring, so this is another category where exposure to converging technologies and solutions is important.

Common components include: Security Design and Integration-Engineering-Installation & Service/Maintenance, Supporting Solutions such as Security Operations Centers Including Command & Control Rooms, Physical Security Information Management (PSIM), Interoperable Communications Equipment & Service, Display Walls, Portal Systems such as Access Control & locks, alarm systems, CCTV (Video Surveillance) in standard, low-light, IR, and auto-detection configurations, Biometrics, Body Camera Solutions, Video Analytics and Management, and storage (On-Site and Cloud SaaS service).

Mallory's Physical Security Enhancement Equipment suppliers include:

- American Dynamics
- Arecont
- Avigilon
- AXIS
- Bosch Security Systems, Inc.
- CONTROP
- HanWha/Samsung
- Indigo Vision
- iRecord
- March Networks/Infinitova
- Marshall Electronics
- Mobile Pro Systems
- Pelco
- VuGate

Mallory works with a team of resources to assist with physical and electronic security system plans from design to implementation, upgrades, latest technology in equipment and install services for any organization's needs including civic centers, police departments, parks and other public venues, and campuses. In many instances, these projects can prove to be complicated for creating specifications for bids and require a variety of listed components and plans including software, hardware equipment, installation services and even change orders throughout the project. Mallory understands the nature of such projects and partners with the industry's leading providers for professional guidance and expertise while offering contract resources for convenient purchasing and install. Available products and resources in this category include security camera systems, alarms, locking devices, communications, metal detectors, access controls, cyber security, vehicle identification and intelligent transportation systems through Automated License Plate Recognition, as well as ongoing services and maintenance.

Mallory collaborates with customers to design comprehensive security systems to fit with components specifically addressing their needs.

Whether for theft prevention, threat aversion, or regulatory compliance needs, Mallory will assist with designing a system to achieve maximum results by combining state-of-the-art devices with advanced systems and programming, resulting in a successful risk-mitigating system. Certified technicians install, test, and monitor the system from start to finish.

Services and solutions include:

- Video Management Systems
- Access Control
- Video Surveillance
- Intrusion Protection
- Perimeter Detection

Remote Monitoring

Critical Infrastructure Protection Solutions provide government agencies, educational institutions, utilities, transportation, healthcare, parks and recreation, and water districts with security systems that help minimize and avoid threats, alert and respond in the event of an incident, and evolve to prevent future threats.

Mallory's extensive range of solutions can be combined to design the perfect protection plan for each customer's need and budget. Whether for security compliance regulations that must be met or for basic property and asset protection, Mallory's team of industry experts will work with you to assess your company's needs and implement the best solution.

Example 1: Mallory was instrumental in coordinating a multi-million-dollar large-scale overhaul for Santa Ana Police Department's administration building and civic center, including replacing as well as upgrading numerous security cameras, increasing storage capability, and introducing new compatible software and installation. This project was supported through the U.S. Communities contract at the time, and enabled the City of Santa Ana to complete the project under budget and before deadline. Scope of the product included the following:

- Police Department Administration Building
 - Upgraded/Replaced 48 cameras (including PTZ and fixed)
 - Upgraded/over-hauled infrastructure to include switches, storage servers, backup servers, displays, etc.
 - Changed out VMS from OnSSI to Milestone X-Protect Corporate
 - Upgraded workstations
- Orange County Civic Center Installation
 - Installed approximately 60 cameras throughout the Civic Center
 - Included (2) federal, (1) state, (2) county, (3) city, and (1) privately owned buildings
 - Included 7 city traffic intersections
 - Implemented Immix/Sureview software system and associated servers for an added capability
 - Added necessary storage and backup servers
 - Installed necessary infrastructure to broadcast wireless feeds throughout the Civic Center for backhaul to PD Network (Microwave antennas)

Example 2: Mallory coordinated for the City of Pomona to install security camera systems for their city hall and its 13 city parks with stand-alone storage and the capability to integrate with the city's system should the parks get network access in the future. The project was complicated but went smoothly due to Mallory's relationships and the use of their co-operative purchasing contract. Pomona did not have to bid this project valued at over \$700K and was able to make changes along the way without the interference of new paperwork.

Access Control

Mallory offers customized Access Control Solutions that provide entry and exit access and monitoring from single entry to high traffic, multi-clearance-level entries.

Access Control allows businesses to take control of traffic in and around their property. Access Control can be seamlessly integrated into other infrastructure solutions such as video surveillance and fire safety systems.

Access control systems are a critical component to a building or property's protection. Companies across all industries and government entities are utilizing this technology to keep buildings and properties safe and secure while also being able to monitor movement of personnel.

Mallory offers the following access control services:

- Access Card
- Restricted Entry Access
- Entrance and Exit Monitoring
- Integrates with other security systems components

Video Surveillance:

Mallory works with government agencies to design and implement comprehensive video surveillance systems utilizing the latest camera technology.

Innovative devices combined with the state-of-the-art surveillance and monitoring programs provide agencies with around the clock protection with little investment of time and resources.

Mallory has access to a limitless amount of advanced security solutions to meet any security needs. From consultations, assessment, and design to installation and maintenance, Mallory will ensure the optimal surveillance system is created to cater to the environment, risks, and vulnerabilities that each customer has. With the ever-changing and improved technologies in the surveillance industry, it is critical that the most current and efficient systems are utilized for the right applications. Mallory consistently monitors the growing technology sector and recruits the industry's most trusted and renowned partners in this market space. Multiple technology solutions include but are not limited to high-definition IP cameras, advanced Network Video Recorders, and video management software. Mallory offers the ability to instantly monitor live video in multiple ways, ranging from complex command centers and video walls managed by security professionals, to state-of-the-art smart phone and tablet devices utilized by almost anyone.

Today's video analytics can be customized to identify and collect intelligence information and data not only for security, but also for safety, customer service, customer evaluation, and daily business operations to improve successful business decisions.

Mallory offers the following remote monitoring and management services:

- Central Station Alarm Monitoring
 - Video Surveillance Monitoring
 - Access Control System Management
 - Remote System Diagnostics
-

Intrusion Detection features:

- Transmitters, motion detectors, motion and sound sensors
- Cameras, door contacts, and communication control equipment

Video and audio verification:

- Real-time and remote monitoring
- Integrates with other security systems components

Project Management:

Mallory's partners will work with your company to identify and remove any infrastructure weaknesses designing the right solution to address a customer's concerns. From assessment to implementation, Mallory will ensure protection, satisfaction, and regulatory compliance. Their expert teams can manage and oversee any security project and execute deliverables timely and proficiently.

Project management teams are committed to monitoring and staying on-schedule and on-budget throughout the project's course. Effective project management is critical to any project to ensure it runs smoothly from conception to completion. Mallory only works with trusted partners who are mavericks on quality control and quality assurance guaranteeing each project is carried out with the highest level of execution in every aspect.

Mallory offers the following project management services:

- Project Planning and Coordination
- Security risk management
- Threat and vulnerability assessment
- End-User Training
- Quality Control Inspection
- System Certification Testing

Additional maintenance and service offerings:

- Service
- Inspections
- Quality Assurance Testing
- Software Compliance Testing

Equipment:

- Identiv
 - Gallagher
 - Hanwh.
 - Axis
-

Automatic License Plate Recognition

Automatic License Plate Recognition is also known as ALPR, Automatic Number Plate Reader, ANPR, License Plate Recognition, LPR Technology, License Plate Camera, or Car Plate Reader.

The use of ALPR technology has grown drastically, seeing rapid and widespread adoption worldwide as a means to providing more accurate and timely information in making critical business and enforcement decisions. Mallory stays on top of advancements in this industry to partner with its leading providers.

ALPR can be an effective tool in a variety of applications, providing accurate and timely information and allowing users to make quick and well-informed decisions in their respective areas. LPR systems take photos of vehicles, capturing license plate data as well as date, time and GPS coordinates. Detections can trigger a real-time alert to improve situational awareness, be searched and analyzed for investigative insight, and leveraged to automate processes such as traffic enforcement or access control.

Mallory works with several LPR providers depending on the agency's current provider across all categories including:

Law Enforcement – With ALPR, the stolen vehicle only has to pass a police cruiser or an intersection installed with ALPR cameras; if the plate number is in the database, the system will let the officer or the system operator know. The system will also inform the officer if the driver is known to be armed and dangerous, so the officer can choose to pursue discreetly rather than pull the suspect over immediately.

Parking Enforcement – With an ALPR system, the police vehicle only has to pass the violator – whether parked or in traffic – and ALPR will alert the officer. A quick drive through a large parking lot will often locate several serial violators, whose cars can be towed or clamped until the fines are paid. The end result is fewer scofflaws getting away with nonpayment of fines.

Security – ALPR provides additional security solution for campuses, private businesses (banks, shopping malls), critical facilities (power plants), parks and hospitals. Security management in these locations can equip its security patrol cars with ALPR cameras which automatically collect license plate data as security guards patrol the sites. In addition to the mobile ALPR cameras, fixed cameras can be strategically placed in various sites on the location's perimeter to support security efforts.

15. Inspection and Screening Systems

- Millimeter
 - X Ray
 - Gamma Ray
 - Thermal
 - Infrared
 - Proximity
 - All other inspection and screening systems
-

Mallory offers a variety of inspection, screening detection systems to safeguard people, airports and aircrafts, ships and the flow of goods, state boundaries, critical infrastructure and mass ventures against present-day threats such as terrorism and illegal guns and drugs trafficking, including suspect package identification, venue and room search, weapons exploitation, and forensics.

Full-body screening devices incorporate all-encompassing technology checkpoint inspection at prisons, airports, border crossings, mass ventures and government buildings or wherever a high level of security is required. Highly sensitive screening capabilities include detecting all types of illegal dangerous substances (guns, drugs, weapons, bombs) including liquid explosives, even if they are concealed in a human body – not only under clothes, but also in body cavities and prosthetic devices. The constant flow of people through airports, customs facilities, carriers, post offices, border crossings, seaports, logistics centers, and parcel services requires identifying numerous safety hazards and illegal substances including fuses, explosives, weapons, and drugs. Mallory sources compact and safe equipment allowing for high-security solutions in a variety of solutions including:

- X-Ray Security Screening Systems
- Millimeter Wave Scanners (active and passive)
- Gamma Ray Detectors
- Thermal Imaging
- Infrared Detectors
- Proximity Detection

Manufacturers include:

- Adani Systems, Inc.
- Caterpillar
- CEIA USA
- FLIR
- Garret
- Rapiscan
- Smith's Detections

16. Animal and Plants

Any animal and plants such as bomb sniffing dogs, drug sniffing dogs and all other animal and plants for the provision of emergency and public preparedness.

Mallory can provide a wide variety of animals and plants as needed for the provision of public preparedness, even though rarely requested. We were trying to recall the last time any plants were requested of Mallory and cannot recall any requests, even though we understand greenspaces and defensibility and the role vegetation can play in crime prevention in urban spaces. Mallory partners with Vohne Liche Kennels to supply strong, social police dogs including German Shepherds, Belgian Malinois, Dutch Shepherds, Giant Schnauzers, Bouvier des Flandres, and Rottweilers for police work. This reputable kennel has trained street and detector dogs that are currently in service with over 500 law enforcement agencies throughout the United States and Canada to include the Royal Canadian Mounted Police, NSA, Chicago, Indianapolis, Oklahoma City, Los Angeles, and Phoenix agencies, as well as several federal and state prisons.

Mallory offers canines trained in the following:

- Narcotic
- Explosive
- Police Service

Single Purpose Canines:

- Firearms
- Cell Phone
- Cadaver

Training Courses:

- Basic Odor Implementation
- Advanced Practical Application
- Police Service Dog Trainer
- Complete Detection Course
- Dual Purpose Police Dog
- Trainer's Course Recertification

Accessories:

- Leads
- Chains
- Tracking collars
- Muzzles
- E-collars
- Dog food

17. CBRNE Prevention and Response Watercraft

Watercraft equipment and any services such as CBRNE boats, box boats and all other CBRNE prevention and response watercraft.

Ports, critical waterways, dams, reservoirs, rivers, and large lakes can be vulnerable targets where agencies must secure through proper assessment to prevent and possibly respond in the case of a threat or emergency. Dive teams for law enforcement and fire & rescue are specialized, highly trained, and require quality equipment that will not fail during a mission. Mallory has been working closely with the dive and maritime community for many years, providing support through product, training, and regional events. Mallory works with each unit, law enforcement dive and recovery, water rescue and swift water rescue, marine patrol and safety by supplying equipment, including dive dry- and wetsuits, underwater robots for movement and recovery, metal and inflatable rescue boats, ropes and harnesses, and PFDs for water safety used in every application.

Mallory's CBRNE Prevention and Response Watercraft suppliers include:

- Ansell
- Aqua Lung
- CMC Rescue
- Demaree Inflatable Boats
- Diving Unlimited International
- Mistral Security
- Mustang Survival
- NRS
- Stearns
- Zodiac
- Polaris

18. CBRNE Aviation Equipment

Aviation equipment and any services such as helicopters and associated maintenance, UAV, UAW and accessories, drones, aviation mapping, software and all other CBRNE aviation equipment.

Aviation units are typically reserved for larger departments due to the expense and complexity of operating and maintaining readiness. Mallory has successfully supported the unique needs of municipal and state aviation units post-helicopter purchase with a full suite of electronic upgrades and mission-specific equipment for both law enforcement and Search & Rescue applications. Mallory's suppliers provide the cutting edge in HD video and optics, including thermal, infrared, and low-light. Knowing what you are looking at is critical, but equally important is where you are. Mallory's partners provide the latest in augmented-reality mapping software combining multiple mapping layers reflecting terrain and street maps with addressing.

When manned aircraft is not an option, Mallory offers a host of Unmanned Aerial Vehicles (UAVs) designed for surveillance, Search & Rescue operations, fire ground situational awareness, wild land firefighting, utility surveys, and law enforcement. Mallory's UAV offering includes fixed-wing and single- or multi-rotor with a wide range of electronics packages, weight capacities, and flight-time capabilities to meet our customers' needs.

Mallory has experience partnering with new suppliers in compliance with awarded categories and making available, in keeping with the master agreement pricing structures, to assist customers making their purchases. While Mallory has not sold a helicopter yet, there have been discussions with customers about utilizing a similar cooperative purchasing contract to do so. Mallory fully expects to be able to facilitate purchases of this kind should Mallory be awarded this contract.

Mallory's CBRNE Aviation Equipment suppliers include:

- Aeryon Labs
- Avege, Inc.
- Churchill Navigation
- DJI
- Elistair
- FLIR
- IMT Downlink
- Leptron
- Macro-Blue
- RP Flight Systems
- Tactical Drone Solutions
- Tactical Electronics
- Vetted Security Solutions

19. CBRNE Logistical Support Equipment

Logistical support equipment and any services such as control and command vehicles, NIMS accessories, traffic control items and all other CBRNE logistical support equipment.

Mallory works with several manufacturers for control and command vehicles to offer customers different options when refurbishing, upgrading or buying new. Mallory has a wide range of

manufacturers who can engineer, design, build, and assemble custom vehicles from the ground up including armored, command and communications, chief's car, EMS responder, fire trucks, first-responder utility, EOD (bomb truck), surveillance, SWAT/rapid response, CBRN disposal trailers, and ATVs.

Mallory's CBRNE Incident Response Vehicles suppliers include:

- ICS
- LDV
- Lenco
- Nomad Global Communications Solutions
- Polaris
- Troy Products

The FEMA National Incident Management System was borne out of the National Wildfire Coordinating Group that Mallory has been supporting for many years. Mallory had the Class A foam contract via GSA for many years, and has supported wildland emergencies for decades.

The logistics needs for hurricanes, earthquakes, wildfires, and other events require partners that can help with the equipment needed for these events, for mobilizing and demobilizing, for communicating, and for scaling and reacting to changing ground environments. Mallory is in a good position to support these product needs, whether vehicle, incident command post, staging areas, or the incident base. We have a long history working with deployable shelters, decon, and responder feeding and sleeping areas. We have helped outfit local caches for event response, and have a supply base for many needs under the Logistical Support Equipment category. We have in-house fabrication teams that have modified Conex boxes and arranged for incident support trailers with everything from bottled water to fire blankets to honey buckets.

Traffic safety, whether you are a worker repairing a road or a first responder operating on a highway, is inherently dangerous for everyone involved, and proper notification devices including Hi-Viz apparel are essential equipment. Mallory has been working with construction, local and state DOTs, law enforcement, and first responders for over 70 years, helping to supply traffic safety equipment and apparel. Safety apparel for road use has specific requirements that vary by state, and Mallory can supply all classes of apparel including I, II, and III in accordance with State and local laws. For temporary location or scene barricades, Mallory offers barricade tapes in many styles and materials. Roadway traffic control such as cones, delineator posts, flags, triangles, signs and stands, paddles, fences, wind socks, emergency kits, message boards, and flares are core offerings for Mallory.

Mallory's CBRNE Logistical Support Equipment suppliers include:

- Accuform Signs
- Bone Safety Signs
- Checkers
- Cortina
- Dicke Safety Products
- Ergodyne
- Harris Industries
- JBC Safety
- Lakeland
- ML Kishigo
- Mutual Industries
- Nasco
- National Marker
- Neese Industries
- Occunomix
- PIP
- Plasticade
- RamStar Safety
- River City
- Tingley Rubber
- VizCon
- Wanco
- Western Shelter
- Zumro

20. Intervention Equipment

- Ballistic protection
-

- Situational awareness equipment
- All other intervention equipment

Mallory works with many suppliers who encompass a wide variety of equipment and protection for interceding and preventing crime expansion. Civil disturbance and unrest have been on the rise in recent years and Mallory, with its 24/7 availability and relationships with key manufacturers in this channel, has sourced emergency supplies to help departments protect themselves and citizens, and provide aid during incidents.

Manufacturers include:

- 3M
- 5.11
- Amerex
- Armadillo Merino
- Avon Protection
- Cold Fire Tactical
- Damascus
- DMS Protective Equipment
- FirstSpear
- Genasys (formerly LRAD)
- Gentex Corporation
- Hatch
- Limited Leather & Tool
- Magnum Boots
- Mehler LE
- Noir Laser Company
- Original SWAT
- Paulson
- S&S Precision
- Safariland
- Survival Edge Tactical
- Tactical Electronics
- Team Wendy
- United Shield
- US Armor
- Yaffy Protective Clothing

21. Related Products and Services

Any related emergency and public preparedness equipment, supplies, and services offered by supplier.

Mallory offers expertise in a wide variety of additional categories not specifically called out above but intrinsic to many agencies' needs and related to public safety, including:

Facility Safety and Maintenance

Providing a safe workplace requires a plan, knowledge of the potential hazards, and experience to successfully implement that program. Every business needs a safety program from the small warehouse to a complex manufacturing facility and there are few who are as uniquely qualified to provide support of that plan as Mallory. Most supply companies, who supply safety equipment, simply distribute the product with limited support and expertise, whereas Mallory's salesforce has been working in the most complex business environments for decades providing solutions to the unique safety needs of our customers. Many of our salesforce are QSSP (Qualified Safety Sales Professional) certified which means that in addition to their field experience, they have been formally trained through an intensive course on technical and regulatory fundamentals of workplace safety and health sponsored by the International Safety Equipment Association (ISEA). Larger customers who face complex safety requirements, invite our sales professionals to play an important role as a member on their safety committee regularly sitting in on meetings to provide direction and material support. In the field, Mallory sales professionals can participate in comprehensive safety program creation, perform safety audits and supply equipment and recommendations to comply with Federal OSHA regulations and applicable State and local laws for a wide range of hazards including but not limited to:

- Personal protective equipment (PPE) requirements
-

- Noise monitoring and personal communication equipment
- Fixed and portable eyewash station products and strategic placement
- Fire extinguishers and placement
- Hazard labeling including label makers
- Portable lighting both personal and area scene illumination
- Lockout/tagout equipment for applications such as electrical circuits, pipe valves, and confined-space applications
- Material storage and handling for hazardous materials through moving devices such as dollies and carts, bins, bottle carriers, chests and lockers
- Complete signage and tag requirements from parking lot to bathrooms and all hazard signs and tags
- Ergonomic matting used for slip protection and anti-fatigue
- Hazardous waste disposal equipment
- Industrial wipers including cloth, paper and synthetic materials used for any application
- Welding PPE including head-to-toe clothing, helmets and goggles, ventilation equipment, and air monitoring and respiratory protection equipment.

Mallory has a full range of equipment and facility maintenance supplies, including abrasives, adhesives, sealants and tapes, electrical, HVAC and plumbing, janitorial, lubricants and penetrants, MRO, paint, tarps, hand tools, power tools, measuring and leveling, lawn and garden, and welding equipment.

Mallory's Facility Safety and Maintenance suppliers include:

- | | | |
|----------------------|---------------------|---------------------------|
| • 3M | • Flexbar | • Osborn Brush |
| • 8:12 illumination | • Flex-Hone | • PAC-KIT |
| • A & D Weighing | • Florida Pneumatic | • Pelican |
| • Abus | • Flynn Machine | • Pelouze |
| • Accuform Signs | • Foredom Electric | • Pennical Alloy |
| • Adhesive Research | • Formax Mfg. | • Permatex |
| • Aervoe Pacific | • Fowler | • Pferd |
| • AGS | • FoxFury | • Pit-Pro |
| • Air Supreme | • Gar | • Porter-Cable |
| • Air Systems | • Garland Mfg. | • Posi-Lock |
| • Air Turbine | • Gear Wrench | • Precision Brand |
| • Airstar Safety | • Gem Instrument | • Procheck |
| • Akro Mills | • General Tool | • Products Engineering |
| • Alden Corp. | • Gerber | • Proto |
| • Allegro Industries | • GOJO | • Quantum Storage Systems |
| • Allen | • Granlun Eng. | • Radiac |
| • American Innotek | • Graymills | • Rapidkut |
| • Amflo | • Greenlee | • Rayovac |
| • AMFLO | • Guardair | • Rectoseal |

- Apex Tool
- ARCAIR
- Arcos
- Armstrong Tools
- Arrow Fastening
- Ashburn Chemical
- AutoQuip Inc.
- B'Laster Chemical Corp.
- Bahco
- Baker Gauge
- Barcor
- Batteries Inc.
- Bausch and Lomb
- Bessey
- Blake
- Blohm
- Bogdan/Morse
- Bondhus
- Bosch
- Brady
- Bright Boy
- Bright Star
- Brown & Sharpe
- Brush Research Mfg.
- Buckeye
- Buffalo Industries
- C.H. Hanson
- Camel Grinding Wheels
- Canode
- Carborundum Abrasives
- CavCom
- CDI
- Cedarberg
- Channellock
- Chase Ergonomics
- Chicago-Pneumatic
- Cimcool
- Clorox Healthcare
- Clover Compounds
- CMC Rescue
- Coilhose
- Cold Fire Tactical
- Cox Reel
- Cratex Mfg.
- CRC Industries
- H.K. Porter
- Hackett Brass
- Hanson Tools
- Harris
- Harris Industries
- Hawkeye Borescopes
- Haws
- Helmann
- Hobart
- Honeywell
- Hougen
- Imada
- Indicol
- Industrial Press
- Intelegard
- Interapid
- Intertape
- Irwin
- ITW
- Jackson
- Jet
- Jet Lube
- Justrite
- Kastar
- Kidde
- Kimberly Clark
- Klingspor Abrasives
- Kool Mist
- Krylon
- L.R. Oliver & Co.
- Laco/Markal
- Lagasse
- Lang
- Legacy
- Legacy Manufacturing Co.
- Lincoln Electric
- Lisle
- Little Giant Pump
- Loctite
- LoLine
- Louisville Ladder
- LPS
- Lufkin
- Lutz
- Lysol
- Red Devil
- Reelcraft
- Relton
- Reprorubber
- Rex Durometers
- Rex-Cut Products
- Rhino
- Rico
- Ridgid Tool
- Rite-Mark
- Rubbermaid
- Santronics
- Savox (ConSpace)
- Scrubs
- Sequoia Publishing
- SGS
- SIC Marketing
- Simonds
- Simple Green
- Skil
- Snap On
- Spartan Felt
- SPC Brady
- Speakman Safety
- Spellmaco
- S-T Industries
- Standard Abrasives
- Stanley Black and Decker
- Starlite Ind.
- Starrett
- Steinel
- Strauss & Co.
- Streamlight
- Suburban Tool
- Superior Abrasives
- Superior Manufacturing
- Surf-Pro
- Tap Magic
- Teclock
- Teco
- Tesa
- The Anderson Company
- Toolmex
- Tregaskiss
- Trico Mfg.

- Crescent
- Crown
- Desmond-Stephan Mfg.
- DeWalt
- Diamond Machining Technology
- Divine Brothers
- Donegan Optical
- Dremel
- Dumore
- Dutton-Lainson
- Dyer
- Dynabrade
- Eagle Manufacturing
- ECHO
- Eflare
- Eklind
- Emhart
- Empire Level
- Ergodyne Corporation
- Etalon
- Eze Lap Diamond
- Fendall
- Fibre-Metal
- First Aid Only
- Fisher Machine
- Fiskars
- Mahr/Federal
- Makita
- Martronics
- Master Lock
- Master-View
- Mayhew
- Merit Abrasives Products
- Mikemaster
- Milwaukee Tool
- MIT
- Mitutoyo
- Mobil
- Monroe Fluid Technologies
- Morse Metal Devil
- MSA
- Nashua Tape
- National Marker
- Nicholson
- Nitto Denko
- Noga
- North American Rescue
- North Safety
- Norton
- Occunomix
- Olfa
- U.S. Blade
- UltraTech
- Underwater Kinetics
- United Abrasives
- Universal Tool
- Valtra
- Vaughan & Bushnell Mfg.
- Vaughan Chemical
- Vermont Gage
- Versa Holder
- Victor
- Vise-Grip
- VO Scope
- Walter Valenite
- Walton
- WD-40
- Weldas
- Weller Corp.
- Wesco Tool
- Wiha
- Wiss
- Wm. Sopko & Sons
- Wright Tool
- Young Brothers
- Zeba Skimmers

Fall Protection and Confined Space

Accidental falls can happen from almost any height, from a few feet on a ladder to hundreds of feet working on new construction project or repairing a wind turbine. A 150-pound person falling 6 feet will generate over 1,000 pounds of force, which is why OSHA requires fall protection equipment for employees working on heights 6 feet and above. Since our start, Mallory has supported construction companies, first responders for rescue applications, and many other industries, supplying a wide range of fall protection equipment and engineered systems, including self-retracting lifelines (SRLs), tripods, harnesses, rope, carabiners, winches, guardrails, anchors, horizontal and vertical systems, belts, and netting systems.

Mallory has an ISO-certified work-at-height training division, ENSA North America. ENSA provides work-at-height safety positioning and rescue training, support and rigging services, confined-space NFPA 70E and OSHA 10 and 30-hour courses to a variety of customers in Wind Power, Telecom, Fire, Utilities, Energy, Bridges, Solar, Suspended Platforms, and Dams. With 10 training facilities located through the US, ENSA can facilitate training in any region of the country. Additionally, we have two mobile training towers which allow us to do on-site training

for those customers who cannot travel. This is not standard compliance training, but rather a hands-on training where students practice a variety of skills in a practical training environment.

Confined space is defined as any space that has limited or restricted means for entry or exit and is not designed for continuous occupancy. There are many instances where personnel need to enter a confined space such as a tank, vessel, manhole, tunnels, hoppers, etc., either as a construction worker, for repair and service, or first responder to pull a victim out of the space. All face the same challenges and need experts to help source and recommend the proper equipment for the specific application.

Mallory is expert in confined space preparation and can provide complete equipment packages and training including:

- Fall protection equipment:
 - Harnesses
 - Rope
 - Carabiners
 - Tripods
 - Winches
- Ventilation equipment:
 - Blowers
 - Ducting
- Communications equipment
- Air monitoring:
 - Gas detection
 - Air sampling
- Lockout/tagout
- Head-to-toe PPE

Mallory's Fall Protection and Confined Space suppliers include:

- | | | |
|----------------------|----------------------------|---------------------------------|
| • 3M | • DBI Draeger | • Pinnacle Climate Technologies |
| • Air Systems | • Ergodyne Corporation | • RAE Systems |
| • Allegro Industries | • FallTech | • RKI Instruments |
| • Biosystems | • Guardian Fall Protection | • Savox |
| • Blue Water Ropes | • Junkin Safety | • Scott Safety |
| • Bullard | • Miller | • Teufelberger |
| • BW Technologies | • MSA | • Yale Cordage |
| • CMC Rescue | • Pigeon Mountain | |

Fire and Emergency Response

First responders are the last line of defense when the public is in need of medical support as a result of any event, small or large, in which lives are threatened, be it by fires, incidents involving hazardous materials, acts of terrorism, or natural disasters. As a result, every first responder organization (law enforcement, fire & rescue, EMS) prepares in order to handle responses within their mandate with the equipment and training to successfully execute their mission. Mallory has been supporting all first responders for over 70 years with products and expertise, helping agencies respond when needed.

Firefighting/Rescue/EMS groups require many specialized products to complete their mission. Mallory supplies a wide range of personal protective equipment (PPE) products including: apparel for structural firefighting such as turnout gear and suspenders; high-visibility clothing and vests; hoods and helmets; gloves, boots, hearing protection, and eyewear; and ergonomic products such as knee, wrist, and back protectors. Mallory provides PPE products for Wildland firefighting, including clothing, pants, shirts, coats, hoods, helmets, gloves, boots, hearing protection, eyewear, and ergonomic products such as knee, wrist, and back protectors. Mallory provides station and workwear designed for fire, EMS, and rescue to meet the fire-resistance and durability requirements of our customers.

Respiratory protection is a firefighter's lifeline. Mallory provides both respiratory protection in the form of particulate filtering devices, half- and full-face masks, powered air purifying respirators, and SCBAs. Mallory also provides repair and servicing for selected SCBAs and air compressors. Mallory provides all type of equipment for within the station such as gear racks, air compressors, air and electric reels, and exhaust and vacuum systems. We also provide critical communications equipment which is a necessity on all first responders' equipment list such as mobile and portable radio units designed for any department's frequency needs and requirements.

Being prepared to rescue an injured or trapped firefighter is an important part of every fire department. Mallory has equipment specifically designed for RIT/RIC and personal escape devices built into turnout gear, as well as tools and equipment brought with a firefighter into a dangerous environment. Mallory has the tools for incident command to maintain accountability including PASS units built into SCBAs, standalone PASS devices to alert of down firefighters, and software/manual kits used by command staff to physically track everyone on the fire scene. Incident command software can also provide information on location through mapping systems, illustrate unit locations and resources, and access preplans to reduce risk and increase firefighter safety.

Recognizing that rehabilitation for personnel was an import part of firefighting operations, the NFPA established NFPA 1584 in 2008 requiring rehab to be built-into the incident scene. Mallory provides many products and equipment to support rehab, including hydration drinks, cooling devices, and temporary shelters designed for hot or cold environments. Mallory provides many options for gear bags and packs designed for carrying gear and other equipment for structural firefighting, wildland fire, rescue and EMS. Our web gear options are used to carry personal equipment close to the body and support belts and packs.

Having proper visibility in any environment helps reduce injuries, and find victims in low light or smoky conditions. Mallory offers a wide range of personal flashlights, portable scene lighting, handheld and fixed thermal imaging options, search cameras, and listening systems for search and rescue.

For fire ground operations, Mallory carries a large variety of hand tools including standard irons, hooks, pike poles, forcible entry, pry-bars, and other specialty tools such as hydra rams and K-tools. For elevated operations and access-at-height, Mallory offers many ladder options, including aluminum sectional ladders, collapsible ladders, and ropes and rigging for technical rescue. Mallory provides several options for portable ventilation, including electric, battery-powered, and gas-powered fans.

At the heart of firefighting operations is the ability to put the fire out. Mallory carries a large selection of structural firefighting hoses, wildland firefighting, nozzles for attack and truck mounted and appliances to connect and distribute water flow. In cases of smaller fires, portable fire extinguishers are the preferred method for putting the fire out. Mallory carries all types and sizes of fire extinguishers, including dry chemical, wet chemical, dry powder, CO2, water, foam, clean agent, and concentrated foam for large applications using induction method or through storage tank.

Specialized tools are needed for auto extrications or heavy rescue operations. Mallory provides stabilizing tools and hydraulic hand rescue tools, including cutters, spreaders, and rams. For heavy lifting, air cushions and air bags are also available.

Mallory offers a wide variety of patient-care options, including EMS first-aid supplies and bags, heart monitors and AEDs, respiratory products, and stretchers and carrying devices.

Operating in a roadway is a dangerous assignment for firefighters, EMS, and law enforcement. Mallory carries a large selection of personal safety devices, including high-visibility clothing, vests, area lighting, e-flares, and message boards.

Mallory's Fire and Emergency Response suppliers include:

- 3M
 - 5.11
 - 8:12 Illumination
 - Accuform Signs'
 - Activu Corporation
 - ADVNT Biotechnologies
 - Air Shelters USA
 - Air Systems
 - Airstar Safety
 - Akron Brass Company
 - Alexeter Technologies
 - Allegro Industries
 - Allied Fire & Rescue
 - AMBU
 - EVAC Systems Field Forensics
 - FireDex
 - Firehooks Unlimited
 - FLIR
 - Force1Decon
 - Foxfury
 - Gatorade
 - Genesis Rescue Tools
 - GFG Instrumentation
 - Gillian
 - Green Stuff
 - H&H Medical
 - HAIX
 - Hallowell-List
 - Phoenix Rescue
 - PIP
 - Plasticade
 - PMI, Pigeon Mountain
 - Pollmaster
 - Power Hawk
 - Princeton Tec
 - Proengin
 - Progressive Emergency Products
 - Propper
 - Prospan
 - Pyramex
 - QEP - Nupla Corp.
 - R & B Fabrications
-

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- Ampco Safety Tools
 - Anderson Rescue Solutions
 - Ansell
 - Ansul
 - Arc Teryx
 - Arizona Instrument
 - Avon Protection
 - B&W Tek
 - Batteries Inc.
 - Benchmark
 - Berkeley Technologies
 - Best Glove
 - Bio Shield Technologies
 - Bio Systems
 - Blackhawk
 - Blue Water Ropes
 - Bolle
 - Bone Safety Systems
 - Bright Star
 - Brite-Strike
 - Buckeye
 - Bullard
 - BW Technologies
 - Cairns
 - Camelbak
 - Canberra Industries
 - Cardiac Science
 - Caylume
 - CEP
 - Certified Safety
 - Champion
 - Chase Ergonomics
 - Checkers
 - Chemring
 - Chicago Protective Apparel
 - CMC Rescue
 - Cold Fire Tactical
 - Combat Support Products
 - Cortina
 - Crewboss
 - Crossfire Safety
 - Crowcon
 - D4H Technologies Ltd
 - Danner
 - Decon7
 - Harris Industries
 - HDT Expeditionary Systems
 - Hex Armor
 - Holmatro
 - Honeywell
 - Howard Leight
 - Husqvarna
 - Igloo Products
 - Imbiber Beads
 - Impacto
 - Intelagard
 - JBC Safety
 - Junkin Safety
 - Kappler
 - Key Fire Hose
 - Kidde
 - Kimberly Clark
 - Kocheck Co. Inc.
 - Kustom Signals
 - LaCrosse
 - Lakeland
 - Leader
 - Lion Apparel
 - Little Giant
 - MAPA Spontex
 - MBT
 - MCR Safety
 - Mechanix Wear
 - Memphis
 - Mercedes Textiles Limited
 - Mirion Technologies
 - ML Kishigo
 - Moldex
 - Morphix Technologies
 - Morpho Detection
 - Motorola
 - MPH Industries
 - MSA
 - Mutual Industries
 - National Foam
 - National Marker
 - National Safety Apparel
 - Neese
 - NEXTTEQ
 - Nicol Hose Hook Co.
 - Radians
 - Radiation Shield Technologies
 - RAE Systems
 - RamStar Safety
 - Rayovac
 - Ready Rack
 - Red Head Brass LLC
 - Reeves
 - Response Biomedical
 - RIT Rescue & Escape Systems
 - River City
 - RKI Instruments
 - Rock-N-Rescue
 - Salamander Technologies
 - SAS Safety
 - Savox (ConSpace)
 - SceneDoc Inc.
 - Scott Health & Safety
 - SEER Technology
 - Sensidyne
 - Sensit Technologies
 - Servus
 - Shelby Gloves
 - Skedco
 - Smith Detection
 - SPC
 - Spiewak
 - Sqwincher
 - Stalker Radar
 - Stockhausen
 - Streamlight
 - Stryker EMS
 - Sundstrom Safety
 - Superior Glove
 - SureFire
 - Tactical Electronics
 - Task Force Tips Inc.
 - Tec Gen
 - Tempest Technology
 - The Andersen Company
 - The Safety Zone
 - Tingley Rubber
 - Truetech
 - Tru-Spec
 - Tue North Gear
-

- DHS Systems
- Diamondback Fire & Rescue
- Dicke Safety Products
- Draeger
- DRIFIRE
- Duo Safety
- DuPont
- Edge Eyewear
- Eflare
- Elflare
- Elbeco
- Elkhart Brass
- Ellwood Safety
- ERB Industries
- Ergodyne Corporation
- ESS
- Niedner
- Night Stick by Bayco
- North American Rescue
- North Safety
- NowForce
- Nupla
- Occunomix
- Oil-Dri
- OK1
- Onguard
- Pacific
- Paratech
- Paulson
- Pelican
- Peltor
- PGI
- Underwater Kinetics
- Uvex by Honeywell
- Valeo
- Veridian Limited
- Visa Outdoor Sales
- VizCon
- Wanco
- Wells Lamont
- West Chester
- Wiley X
- Wolf Peak
- XGO
- Yale Cordage
- Ziamatic
- Zoll Medical

In the years immediately following 9/11, government agencies were tasked with preparing for another terrorist event involving weapons of mass destruction and hazardous material releases. Those primarily responsible for responding included existing HazMat teams who already had experience dealing with various hazards. Mallory was instrumental in providing specialized equipment including Level-A suits and apparel, hazmat gloves and boots, SCBAs and air purifying respirators, and instrumentation designed to detect and classify CBRNE materials. When hazardous materials are found, Mallory provides the necessary neutralizers, sorbents for absorbing the material, vacuums for dry and wet material, overpacks for disposal and containment devices to prevent the spread of contaminants. Lastly, complete decontamination equipment, including PPE, showers, containment, shelters, and tools for cleaning and protecting both rescuers and victims.

Mass casualty incidents can stretch the capabilities of any agency, but Mallory has the equipment to deal with the unique demands of these events for the first responders and hospitals charged with taking care of the patients. Processing large numbers of victims requires facilities that have significant scalability. Our shelters can be increased almost indefinitely, and are only restricted to size of the location they are erected on. Trailers for decontamination, lavatories, and housing can be provided, but is always preferable that the agency engage Mallory to preplan for such contingencies. Mallory can develop and maintain pre-positioned pods strategically located around an agency or group of agencies such as a metropolitan area, and deploy within a short period of time with surge equipment for mass casualty, medical treatment, decontamination, instrumentation for detection, first responder PPE, victim clothing and supplies, or any equipment the agency needs to support large incidents that outstrip resources normally carried by first responders.

Mallory provides head-to-toe personal protective equipment for law enforcement, including apparel, uniforms, head protection, ballistic eyewear, hearing protection with integrated communications, protective and cut resistant gloves, respiratory protection including particulate

masks, air purifying respirators and SCBAs for hazardous drug lab environments, individual flashlights and area/scene lighting, handheld and mounted thermal imaging cameras, and traffic safety PPE and scene equipment.

Law Enforcement Software

Technology for law enforcement is continually making great strides in the sophistication and benefit of utilizing big data to help policing at every level. Mallory can provide engineering and implementation of hardware and software to support facial recognition, community shot tracking, social media surveillance, crime statistics and analytics, computer aided dispatch, records management, mobile reporting, command/control center operations, and physical and cloud storage. Mallory provides design, engineering, installation and maintenance for Vehicle identification and intelligent transportation systems through automatic license plate recognition camera solutions (LPR) utilizing visual, electronic, acoustic, and laser-radar methods for both fixed and portable installations.

Mallory's Law Enforcement Software suppliers include:

- 3M
- AeroComputers
- Cintel
- Cognitec
- Mark43
- SceneDoc
- Shot Spotter
- Shot Detection Systems
- Vetted Security Solutions
- Vigilant Systems

Police Fleet Management Products

When upgrades to law enforcement vehicles are necessary, Mallory has the products to meet our customers' needs, including emergency lighting, sirens, ballistic up-fitting, and radar and laser speed cameras.

Mallory's Police Fleet Management Products suppliers include:

- Kustom Signals
- LDV
- Lenco
- MPH Industries
- Nomad Global Communications Solutions
- North American Signal
- Sound off
- Stalker Radar
- Troy Products

Public Safety Uniforms

Uniforms are much more than just looking good; they must include features that support the needs of the wearers from fit to the utilization of specialized materials. Mallory offers the latest in uniform technology from many of the top brands supporting all applications including general workers, fire departments, law enforcement, and special operations with Class A for formal events, Class B for station wear or patrol, BOUs for special operations, and footwear including NFPA compliance where a fire hazard is present. Mallory offers a large selection of specialized clothing for cold and warm applications, bike patrol, equestrian, NFPA-compliant and other special operations. Accessories such as buttons, patches, insignia, belts, ties, hats, and name tags can be provided both separately or pre-attached, depending on the customer's requirements.

Once uniforms have been selected, Mallory can create agency-specific programs utilizing the manufacturers of choice to streamline procurement while maintaining the strict guidelines for

uniform consistency. Where uniform fitting is required, Mallory will partner with local businesses in relation to the specific agency and provide fitting and tailoring services in order to deliver turn-key solutions.

Mallory's Public Safety Uniforms suppliers include:

- 5.11
- Arc'Teryx
- Black Diamond Tactical
- Blackhawk
- Champion
- Crewboss
- Danner
- Drifire
- Elbeco
- Haix
- ML Kishigo
- Neese
- Onguard
- Original SWAT
- Propper International
- Spiewak
- Timberland Pro
- Tingley
- Tru-Spec XGO

Spill Control and Containment

When a spill does happen, having the right containment and cleanup products and equipment is essential for mitigating threats to life and environment. Mallory provides tools and equipment to stop leaks or spills, contain spills, and clean up or render inert. Stopping leaks and spills requires specific tools or kits depending on the application. Mallory can match the correct product to the requirement. Containing spills to protect people and the environment also requires matching the correct products to the application, including containment bladders, overpack drums, sorbents, spill berms, dikes, and waste-water pools. Mallory can supply clean-up kits including blood borne pathogen (BBP) kits for cleaning up from a spill where infectious fluids are present. For dry hazards, vacuums with HEPA filters can be provided. In any explosive environment, intrinsically-safe equipment and non-sparking tools are a must. Mallory can supply non-sparking tools to protect against unintended explosions.

Mallory's Spill Control and Containment suppliers include:

- Ampco Tools
- CEP
- Certified Safety
- DeCon7
- First Aid Only
- Green Stuff
- Imbiber Beads
- MBT
- Oil-Dri
- SPC

Trainers and Training Equipment

Training is critical to any organization, and Mallory has the training aids to fit the needs of our customers. Firefighting simulators range in all sizes, including gas grills, vehicles, tanker trucks, flashover simulators, fixed buildings, mobile trailers, airplanes, helicopters, and ships which can be designed and built according to our customers' specifications. Ongoing maintenance and support are also provided. Other simulators for firefighting include software applications that teach apparatus driving and incident command and control, as well as mannequins used in first aid, CPR, and extreme injury training.

Law enforcement simulators supported by Mallory include firearm training and active shooter scenarios both utilizing software-based applications as well as live instructor-led classes. In live

training scenarios, training ammunition and firearms are a capability of Mallory. Mallory also provides products used by K9 teams for control, bite and take-down, and obstacle courses.

Mallory offers a wide variety of safety training for both first responders as well as general industry. Mallory's Safety Management Services division specializes in providing degreed safety professionals in a variety of disciplines including but not limited to Safety, Industrial Hygiene, Health Physics, Construction Management, and First Aid for either short- or long-term engagements. In addition, Mallory's 45 staffed professionals can perform third-party safety audits, expert witness, job hazard analysis, accident investigation and safety and health plan reviews.

Mallory's Trainers and Training Equipment suppliers include:

- Castle K-9
- Combined Systems
- HAZMAT
- ITTS
- K9 Guardian
- LE Targets
- Monadnock
- NFPA
- OSHA
- Ray Allen
- Safariland
- Simulaids
- Survival Edge Tactical
- Techline Technologies
- UTM
- VirTra Systems

Vending Solutions

We believe so strongly in the potential cost savings of vending that we built our own vending company, SNAPVEND. Over 1,200 machines have been deployed nationally, with hundreds of customers such as Tesla, City of Tacoma, Clearwater Paper, and Weyerhaeuser.

Vending programs can save up to 30% in product usage, drastically cut down walk time by placing frequently used items closer to the work, and improve accountability and inventory usage and forecasting capabilities.

Unlike some other vending-based inventory management solutions, Mallory uses modern Web Technologies to provide real-time access to your data. Generating usage reports, setting restrictions on inventory usage, deploying new machines, and most other management operations require nothing more than an internet connection and a modern web browser. No extra software to install or keep updated means that you can focus on what the data means instead of how the system works. Our reporting capabilities include everything in the RFP Scope of Work and more. A short training session empowers our customers to have as much or as little access to the software as they wish. We believe transparency is the foundation of a good vending program. Figure 2 and Figure 3 are samples of two of our key reports.

Our Machine Health Report (Figure 2) tells us the inventory status of each coil in a machine. An alert is sent to both our customers and our Vending team when coil quantities hit yellow or red status, thus warning us about a potential stock-out before it happens.

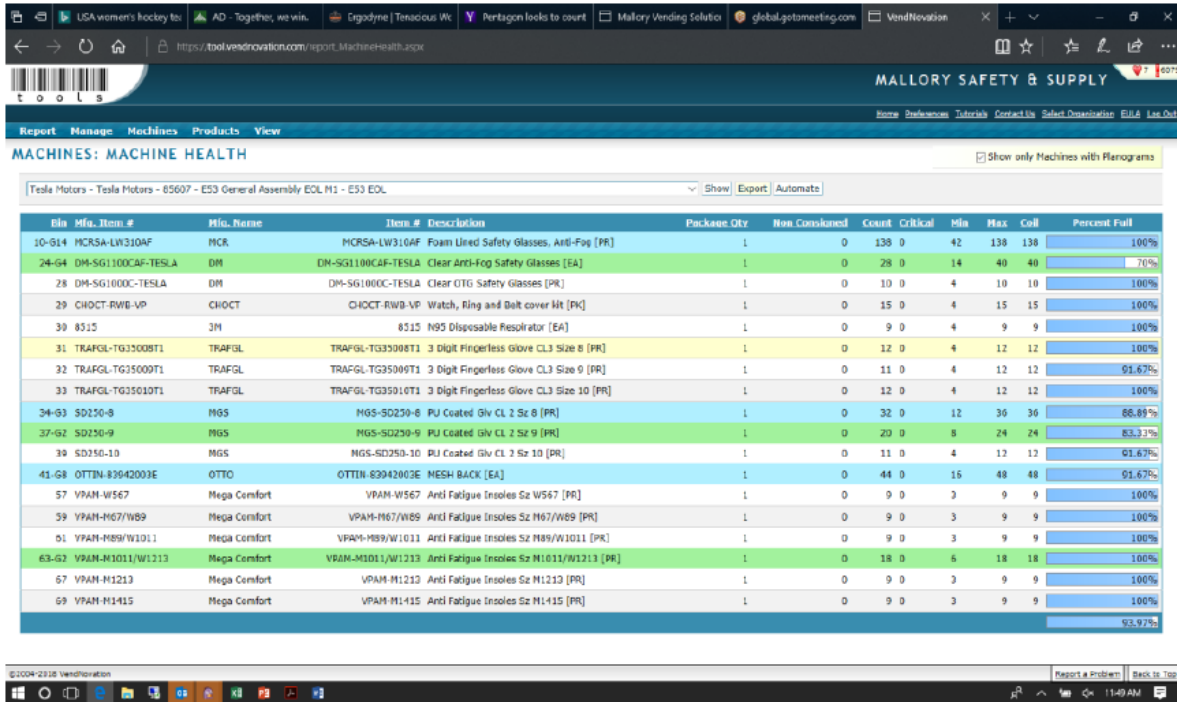


Figure 2. Vending Solutions – Machine Health Report

Our vending solution eliminates the need for on-board hard drives and pushes the software to the cloud, allowing for lower overall costs, higher up-times, and less maintenance. The lower cost allows us to deploy vending for FREE to our customers in exchange for a marginal buying commitment.

The Par Optimization report (Figure 3) assists us in establishing refill quantities and frequency needed to maintain a 100% fill rate.

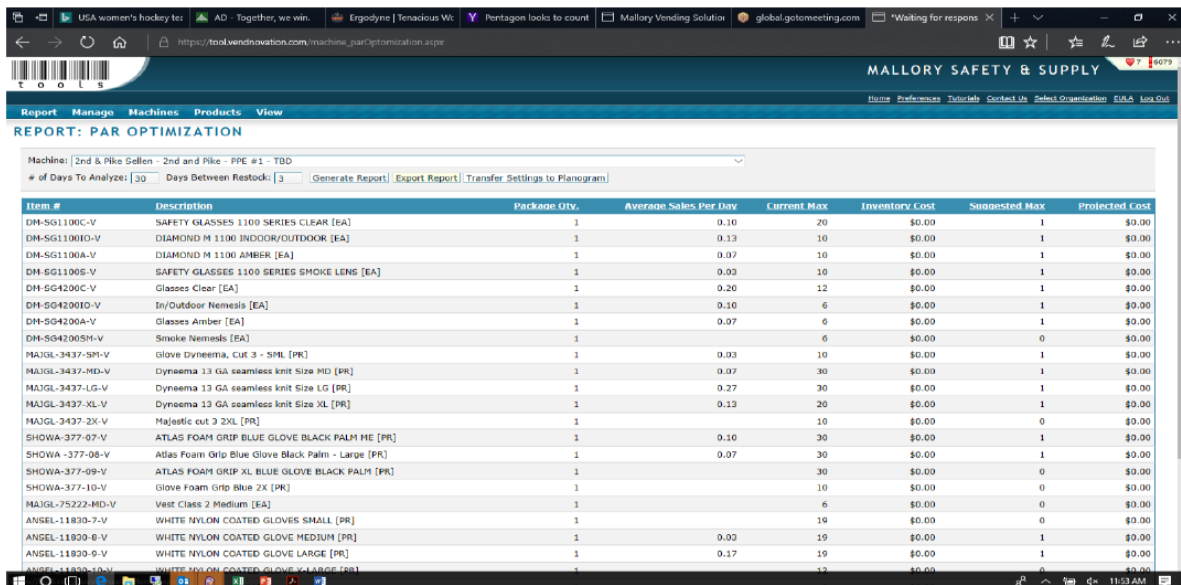


Figure 3. Vending Solutions – Par Optimization Report

Mallory is a provider of vending machines and Vendor Managed Inventory (VMI) solutions helping departments with the elimination of stockouts, increase productivity, tracking worksite and worker safety product use, while reducing walking time and the consumption of wasted products through its vending and SnapVend software. Customers appreciate the benefit of acquiring equipment, software, and safety related products through one contract for convenience. Mallory's in-house Vending Department delivers the customized hardware and software solutions that provide up to 20% safety product cost savings. Vending software solutions allow customers to track and bill specific product use to specific projects or customers. The availability of Virtual Machine software allows customers to automate and increase efficiency in tool rooms and cribs. Mallory has a team of experts in safety, efficiency, and logistics to consult and design custom program that controls the flow of inventory to stocking levels, keeping key items on site. These VMI programs are tailored to meet specific worksite needs and expand or contract to help reduce duplicate inventory and control costs through standardization and inventory flow.

Mallory is proud to have supported fire, hazmat, and USAR teams with firefighting equipment and related services critical to first responders' job safety and safety of the community they protect. Mallory sources a wide range of equipment, apparatus, and accessories, including turnout gear, lighting, rescue tools, head and hand protection, detection equipment, and communications.

Mallory has over 25 years of experience of apparatus development, repair, service, and rebuilding on all makes and models of fire apparatus and pumps. With a dedicated fire apparatus site located conveniently in Longview, Washington, Mallory has the team and capabilities to custom-build new equipment according to local and regional specifications, as well as maintain and repair brush trucks, pumps, trailers, and water tanks.

Mallory provides added-value services, including SCBA maintenance and repair, SCBA flow testing, cylinder hydrostatic testing, fit testing, CBRNE instrument calibrations and repair, Level-A suit testing, fire hose testing, PPE cleaning, air compressor repair and maintenance, and breathing air testing.

Mallory also provides many onsite and online training classes on a wide range of topics including: Mallory also provides many onsite and online training classes on a wide range of topics, most using full time Mallory trainers, including:

- 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
 - Hearing Conservation
 - High Voltage Electrical Safety
 - Hoists & Overhead Cranes
 - Job Safety Analysis/Job Hazard Analysis
 - Ladder Safety
 - Lead Safety
 - Lockout/Tagout Electrical Safety (authorized, affected and other)
 - Law Enforcement Public Order Civil Unrest
 - Law Enforcement Public Order Command
 - Foundation Course
 - Machine Guarding
 - Material Handling
-

-
- 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)
 - 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
 - Slinging and Rigging
 - Spill Response Team Training
 - TB & Airborne Pathogens
 - Trenching & Excavation Competent Person
 - Work Zone Safety Supervisor

22. All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment available through Supplier

Equipment, supplies, materials, and services supplier offers but does not appear specifically in the above categories.

Mallory has been providing equipment and services to support another similar OMNIA (formerly U.S. Communities) contract for almost 10 years. In preparation for this solicitation, Mallory offered feedback relative to the list of categories that included the highest demand for our services. The response provided by Mallory in this response represents a comprehensive list of our best current capabilities offered. However, in the world of ever-changing threats and challenges, Mallory will expand capabilities to include any additional categories and products required by our customers to meet their needs.

Safety Training

The Mallory-ENSA training facility (Figure 4) is the largest and most modern at-height training facility in North America. The Mallory-ENSA at-height safety training courses are designed specifically to instruct and train workers and supervisors the hazards of working on a tower. Additional training includes Confined Space, Industrial Training, Bucket and Truck Rescue, and At-Height Rescues. Mallory has a team of 13 experienced certified trainers who are strategically located throughout North America to better service customers both at the facility and on site. Additionally, there is a professional support division who provides operations with full- or part-time safety leadership and the highest-quality EHS services and project staffing including Safety Inspectors, Safety Culture Assessments, Project Management, Safety Services, and Safety

Training. Mallory's comprehensive network of safety professionals across several industries is vetted and selected to ensure customers get the most effective personnel for their programs.

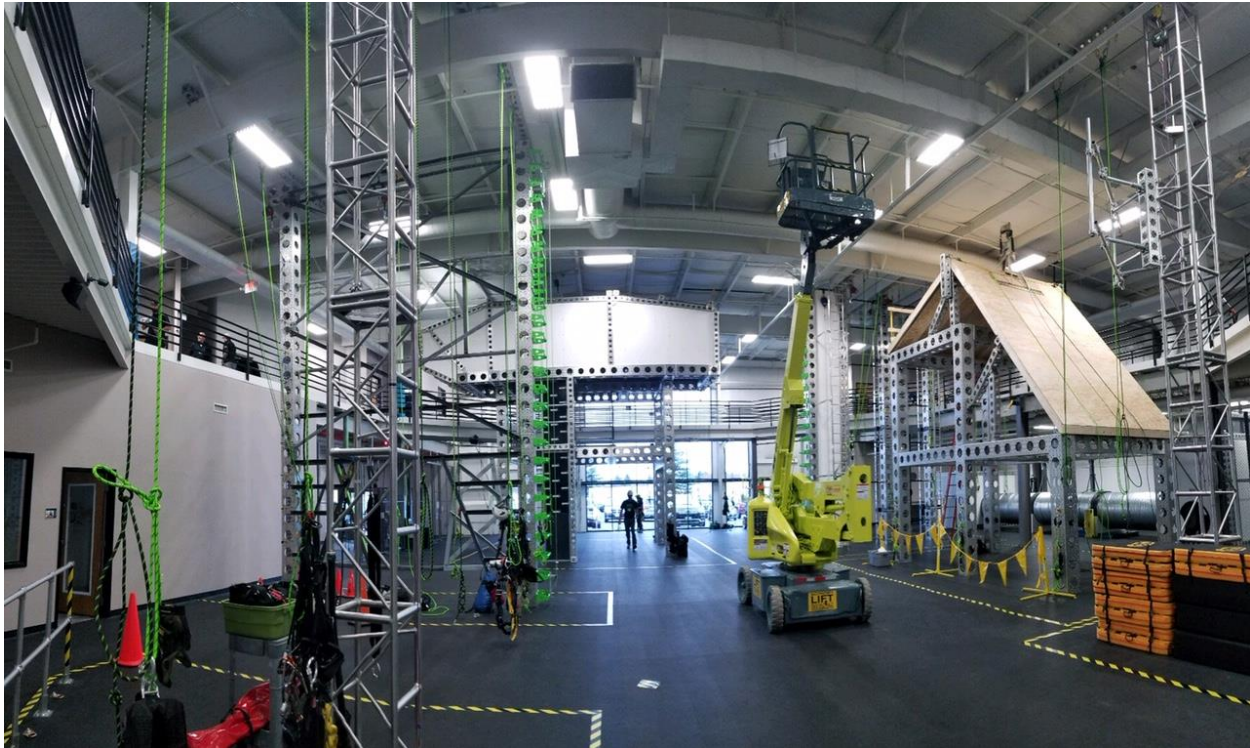


Figure 4. Mallory-ENSA Training Facility

Maintenance and Repair

Mallory's elite staff of factory certified experts provide the highest quality service in the industry. Their technicians repair and service all major brands of equipment in-house at Service Centers across the United States or at on site at customer's facilities. Mallory works on Portable and Fixed Gas Detection, Fall Protection, Respirators (SCBA and Airline), Hazmat Suit Pressure Testing, Compressors, Fire Equipment and Hoists. Mallory can schedule maintenance and calibration on a monthly, quarterly, yearly, or as-needed basis. Fit testing is also available.

Rental Services:

Mallory manages a comprehensive rental program to make sure customers have the tested, serviced, and updated equipment needed, where and when it is needed. Mallory's Product Specialists assist customers with matching the right equipment with job requirements. Mallory's million-dollar rental inventory includes Instruments (Gas Detection, Sound, IAQ, Thermal), Fall Protection, Respiratory and Breathing Air Equipment, Confined Space Equipment and Fire Protection Equipment. Our rental services are throughout the United States at all 26 locations. Mallory's rental fleet is inspected and maintained by our in-house service centers.

Staffing

Mallory's Professional Support Division is dedicated to providing quality safety services specific to our clients' needs. We understand what our clients require to achieve their ultimate goals and objectives. Our high-quality EHS services are capable of delivering comprehensive safety inspections, safety culture assessments, project management, corporate safety services and safety training.

At Mallory we pride ourselves on focusing on eliminating losses by using processes that result in safe, efficient and consistent EHS and operational performance. We have the proven ability to respond within days to backfill any vacancy that is created for any number of reasons. In addition, we do so at our expense. This is a unique differentiating factor to consider when hiring Mallory. The process is as simple as calling Field Services Manager Lance Rudolph to start the discussion. Mallory management is involved directly on all projects.

Mallory has a comprehensive database of thousands of pre-screened EHS professionals to offer for project staffing services. Resumes are available upon request for any and all of our EHS professionals. The Mallory Safety Services division has an internal office staff comprised of recruiters, training/staffing coordinators and additional administrators to support our field staff as needed. We strategically select staff with complementary skill sets and use our team of professionals to ensure stability of service and coverage.

The Mallory difference lies in our response when things get challenging. We have filled vacancies in these industries in a short period of time: renewable energy, construction, oil & gas, power/electrical, property owners, marine/dredging, disaster recovery and various public safety organizations.

Diamond M Private Label

Diamond M is a directly-sourced safety product line from Mallory Safety representing the best performance and value in our industry and providing the ultimate personal protection to Mallory's customers. The Diamond M product line includes patented fall protection products, personal protection for hand, foot and eye, respiratory protection, hi-vis wear, traffic control and spill control. Directly sourcing these items means Mallory is up-to-date on the latest safety and OSHA standards, thus keeping customers informed, as well as being able to pass along the savings to its customers for safe and affordable products. Sticking to Mallory's founding principles dating back to the 1800s, Mallory is committed to ensuring each item is built at least "a little stronger than seems necessary."

4.1.4 Describe experience working with the government sector

Mallory appreciates the challenges and pressures public procurement faces with reduced staff size, time-sensitive funding, increasing workloads and cumbersome bids. Mallory has a dedicated government division specifically dedicated to sourcing, tracking, and accurately filling government customers' orders to meet challenging deadlines with competitive contract pricing that enables agencies to acquire goods and services while satisfying their budget requirements. Mallory's national government sales team makes it a priority to consult with large and small purchasing agencies on a regular basis to provide solutions for pressing projects via in person

meetings, government purchasing as well as end-user specific industry trade shows. Additionally, Mallory hosts regional ‘Lunch and Learn’ meetings for public safety end-users and buyers to provide value added training from well-known manufacturers selected from end-users’ request about best practices and new technology with educational presentations about how to leverage OMNIA’s contract for purchases.

Mallory has maintained two consecutive OMNIA agreements for Homeland Security, Public Safety, and Emergency Preparedness, formerly awarded through U.S. Communities, for 10 years, sourcing and providing equipment and services like the Port of Portland’s RFP to large and small state and local agencies in the 13 western states. Mallory was responsible, on the partnered agreement with Safeware, for initially recruiting and securing key relevant manufacturers, specifically law enforcement related, to complete Safeware and Mallory’s offering. Further, Mallory maintains significant national business with Defense Logistics Agency providing service to the military, and supports Hanford’s Department of Energy.

- a. Describe your ability to comply with public agencies that use federal funds for purchases.

Mallory understands and respects government agencies’ requirements with receiving and using federal funds for purchases including grant cycle timelines, time-sensitive deadlines for allocating and spending funds as well as receiving goods on time. Mallory regularly sources products included on FEMA’s Approved Equipment List and works to expedite goods direct to the agency to be in compliance with deadlines and required contract provisions.

With in-house legal expertise and years of assisting agencies with FEMA grants, Mallory can provide assistance to assure compliance.

- b. Describe Providers experience in complying with Federal Uniform Guidance (2 CFR § 200) when Participating Public agencies are receiving and using federal funds for purchases

Mallory agrees to comply with all applicable provisions of the Uniform Administrative Requirements contained in Title 2 C.F.R. §200 et seq. Mallory accepts all Federal Grant Terms & Conditions and agrees to all certifications made in the Byrd Anti-Lobbying Certification, as dictated in Attachment A, Exhibit F of the RFP. We have worked with several agencies to achieve compliance with 2 CFR 200, and built Table 2 to clarify the recommended and required provisions, and many cities, from Salem to San Francisco have requested and received contract language from Mallory to meet these provisions. This is a regular conversation when FEMA grants are being used, and we have several precedents to draw from.

Table 2. Uniform Guidance Required and FEMA Recommended Contract Provisions

		Type of Contract
Required (2 CFR Part 200 Appendix II)	Legal/contractual/administrative remedies for breach of contract	All contracts costing \$250,000 or more
	Termination for cause or convenience	All contracts costing \$10,000 or more
	Equal Employment Opportunity	All contracts for construction or repair work
	Davis Bacon Act <i>Not applicable to FEMA PA</i>	All contracts for construction or repair work
	Copeland Anti-Kickback Act <i>Not applicable to FEMA PA</i>	All contracts for construction or repair work costing \$2,000 or more
	Contract Work Hours and Safety Standards Act	All contracts costing \$100,000 or more for construction or repair work involving employment of mechanics or laborers (does not apply to purchase or service contracts)
	Rights to inventions made under a contract or agreement <i>Not applicable to FEMA PA</i>	Funding agreement
	Clean Air Act and Federal Water Pollution Control Act	All contracts costing \$150,000 or more
	Debarment and Suspension	All purchase contracts costing \$25,000 or more
	Byrd Anti-Lobbying Amendment	Contract provision required for all contracts regardless of cost; Certification Statement by contractor required for contracts costing \$100,000 or more
	Procurement of Recovered Materials	All contracts costing \$10,000 or more where work involves the use of materials
Recommended (FEMA)	Access to Records	All contracts regardless of cost
	Contract Changes or Modifications	All contracts regardless of cost
	DHS Seal, Logo, and Flags	All contracts regardless of cost
	Compliance with Federal Law, Regulations and Executive Orders	All contracts regardless of cost
	No Obligation by Federal Government	All contracts regardless of cost
	Program Fraud and False or Fraudulent Statements or Related Acts	All contracts regardless of cost

4.1.5 Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality.

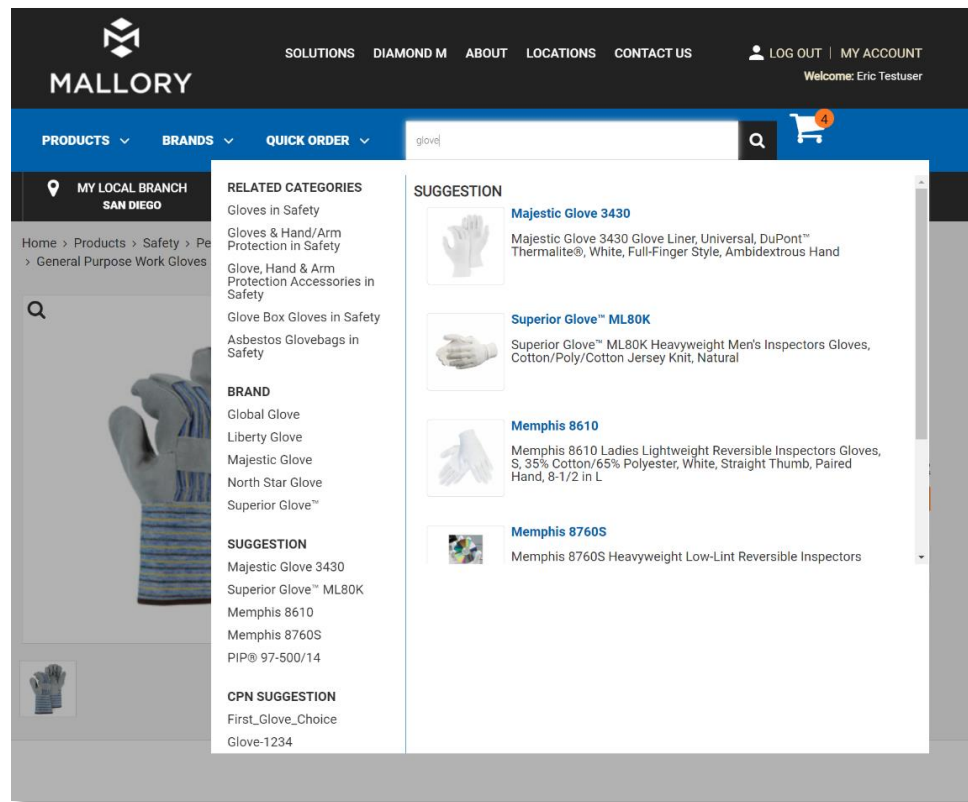
Our eCommerce system www.mallory.com was designed in partnership with our customers and select industry thought leaders to enhance our relationships with current and future customer partners. Through this process, we believe we have developed features and functionality that not only put us on the cutting edge of the industry, but also keep our customers connected to us not just as a supplier, but as a true and trusted partner in the field.

Dynamic Search

At the center of www.mallory.com is a dynamic and powerful search engine. Users can search all the standard product attributes, such as:

- Product Keywords
- Product Category/Index
- Manufacturer Part Number
- Manufacturer and Brand Name
- UPC#
- Mallery Part Number

Figure 5.
Mallory.com
Dynamic
Search



Each item's short description is fully indexed as well as the taxonomy of the item. This allows our users to get consistent and accurate search results whether they are searching for a specific item number or a broad general description.

Our search process allows you to refine your searches right from your current page. Results include:

- Related Categories
- Brands
- Suggested Items
- Customer Part Numbers

Item suggestions are based off activity, so the more your users search the smarter the results. Since this is handled server side, there is no risk to your user's privacy settings.

Search Refinement

Once you have entered the search there are several options to further refine your search:

- **Search within Results** - Allows a user to submit a search within the initial search results.
- **Search Filter Buttons** – Allows users to select available filter options to further filter their search results with the click of a button.
- **Related Categories** – If the search is similar to a category of products the “Related Categories” options allow a user to drop directly in the category or subcategory headers. This allows users to alternate between search and browsing functionality with ease.

The screenshot displays the MALLORY.com website interface. At the top, the navigation bar includes 'SOLUTIONS', 'DIAMOND M', 'ABOUT', 'LOCATIONS', 'CONTACT US', and user account options. The search bar contains the term 'gloves'. Below the search bar, a navigation bar shows 'MY LOCAL BRANCH SAN DIEGO', 'MY PENDING APPROVALS 0 PENDING', 'MY OPEN ORDERS 6 ORDERS', and 'MY SHOPPING LISTS 1 ITEMS'.

The main content area is titled 'YOU SEARCHED FOR "gloves"'. It indicates 'Showing 1925 items matching your search criteria. Narrow your search results using the filters below and to the left.' On the left side, there are three filter sections: 'CATEGORY' (listing items like Accident Prevention Signs, Antistatic Gloves, Aprons, etc.), 'MANUFACTURER' (listing 5.11 Tactical, Accuform Manufacturing, etc.), and 'BRANDS' (listing 5.11 Tactical, ATG®, Accuform®, etc.). Each filter section has a 'VIEW MORE' link and a 'FILTER' button.

The main product list shows 'Related Categories' such as 'Gloves', 'Gloves & Hand/Arm Protection', 'Electrical Protection Gloves', etc. Below this, there are sorting options ('Sort results by: Relevance'), 'Results Per Page: 12 Item', and 'Products 1 - 12 of 1925'. The product list includes items like 'Majestic Glove 1501G/10 General Purpose Gloves, Work, L/SZ 1...' and 'Atlas® By Showa Best 300M-08 300 Lightweight General Pur...'. Each product listing includes a 'SELECT' checkbox, a product image, and a 'VIEW CHOICES' button.

Figure 6.
Mallory.com
Search
Refinement

Item Comparison

Users can run a detailed item comparison of any item right from item listings pages found in every browse or search return, allowing users a fast, convenient way to assess item similarities and differences without disrupting their product research workflow. Each item can be further drilled into or added to cart right from comparison screen. Users can also set item quantities from all search, browse, and comparison screens, saving them from having to remember to make last minute shopping cart adjustments.

Show: [All Specs](#) | [Similarities](#) | [Differences](#) [CONTINUE SHOPPING](#) [VIEW CART](#)




PRODUCT	 Atlas® by Showa Best 300L-09 300 Lightweight General Pur..	 PIP® Cabaret™ 130-100WMNZ/L Economy Grade Parade D..	 Majestic Glove 1501G/10 General Purpose Gloves, Work, L/SZ 1..
	<input type="text" value="1"/> ADD TO CART	<input type="text" value="1"/> ADD TO CART	<input type="text" value="1"/> ADD TO CART
DESCRIPTION	Atlas® by Showa Best 300L-09 300 Lightweight General Purpose Gloves, Coated, Open Back/Straight Thumb Style, L/SZ 9, Natural Rubber Latex Palm, Cotton/Polyester, Blue/Gray, Elastic Knit Wrist Cuff, Natural Rubber Latex Coating, Seamless Knit Lining	PIP® Cabaret™ 130-100WMNZ/L Economy Grade Parade Dress Gloves, L, Cotton, White, Unlined Lining, Open Cuff, 9.7 in L	Majestic Glove 1501G/10 General Purpose Gloves, Work, L/SZ 10, Split Cowhide Leather Palm, Canvas Back/Side Split Cowhide Leather Palm, Blue, Knuckle Strap/Rubberized Gauntlet Cuff, Resists: Abrasion, Wing Thumb
ITEM CODE	SHOWA-300-LG	PIPPR-100WMNZ-LG	MAJGL-1501G-LG
PRICE	●	●	●
MIN. ORDER QTY	1	1	1
AVAILABILITY	●	●	●
ORDER QTY INTERVAL	1	1	1
LENGTH	9	9.7	-
LINING	Seamless Knit	Unlined	-
COATING	Natural Rubber Latex	Uncoated	-
SERIES	300	130-100WMNZ	1501G
COATING COVERAGE	Palm and Fingers	-	-
SIZE	L/SZ 9	L	L/SZ 10
RESISTS	Abrasion, Cut, Puncture and Tear	-	Abrasion
CUFF STYLE	Elastic Knit Wrist	Open	Knuckle Strap/Rubberized Gauntlet
COLOR	Blue/Gray	White	Blue
TYPE	Lightweight	Economy Grade Parade	-
MATERIAL	Cotton/Polyester	Cotton	Canvas Back/Side Split Cowhide Leather Palm
PALM MATERIAL	Natural Rubber Latex	-	Split Cowhide Leather
CLOSURE TYPE	-	-	Knuckle Strap
STYLE	Open Back/Straight Thumb	Full Finger/Seamless Knit	Wing Thumb
GLOVE TYPE	Coated	-	Work


Figure 7.
Mallory.com
Dynamic
Search

Item Variation Manager (IVM)

For items that have a size, color, or other variant, Mallory’s item variation manager allows users to see a consolidated item from an initial search. However, if interested in the item, a user can open a view displaying item *details, pricing, and availability*.






Sort results by: **Relevance** Results Per Page: 12 Item Products 1 - 12 of 22 1 2

(3) Items Selected | Clear List

Select  **Atlas Fit® 300 Dipped Palm Flat Dipped Coated Gloves**

Expand to Compare / View All Choices / View item Details / Add to My Product Group

5 Product Choices Compare 0 item(s) ✕

Compare / Item #	Properties	Quantity	UOM	Price	Availability	Add To Cart	
<input type="checkbox"/> SHOWA-300-LG 	CuffStyle: Elastic Knit Wrist PalmMaterial: Natural Rubber Latex Size: L/SZ 9 Color: Blue/Gray Style: Open Back/Straight Thumb Material: Cotton/Polyester	1	PR	<u>\$2.09/PR</u>	7758 Available	<input type="button" value="ADD TO CART"/>	<input data-bbox="1052 793 1073 821" type="button" value="+"/>
<input type="checkbox"/> SHOWA-300-XL 	CuffStyle: Elastic Knit Wrist PalmMaterial: Natural Rubber Latex Size: XL/SZ 10 Color: Blue/Gray Style: Open Back/Straight Thumb Material: Cotton/Polyester	1	PR	<u>\$2.09/PR</u>	4640 Available	<input type="button" value="ADD TO CART"/>	<input data-bbox="1052 947 1073 974" type="button" value="+"/>
<input type="checkbox"/> SHOWA-300-SM 	CuffStyle: Elastic Knit Wrist PalmMaterial: Natural Rubber Latex Size: S/SZ 7 Color: Blue/Gray Style: Open Back/Straight Thumb Material: Cotton/Polyester	1	PR	<u>\$2.09/PR</u>	2450 Available	<input type="button" value="ADD TO CART"/>	<input data-bbox="1052 1100 1073 1127" type="button" value="+"/>
<input type="checkbox"/> SHOWA-300-2X 	CuffStyle: Elastic Knit Wrist PalmMaterial: Natural Rubber Latex Size: 2XL/SZ 11 Color: Blue/Gray Style: Open Back/Straight Thumb Material: Cotton/Polyester	1	PR	<u>\$2.49/PR</u>	156 Available	<input type="button" value="ADD TO CART"/>	<input data-bbox="1052 1253 1073 1281" type="button" value="+"/>
<input type="checkbox"/> SHOWA-300-MD 	CuffStyle: Elastic Knit Wrist PalmMaterial: Natural Rubber Latex Size: M/SZ 8 Color: Blue/Gray Style: Open Back/Straight Thumb Material: Cotton/Polyester	1	PR	<u>\$2.09/PR</u>	3475 Available	<input type="button" value="ADD TO CART"/>	<input data-bbox="1052 1407 1073 1434" type="button" value="+"/>

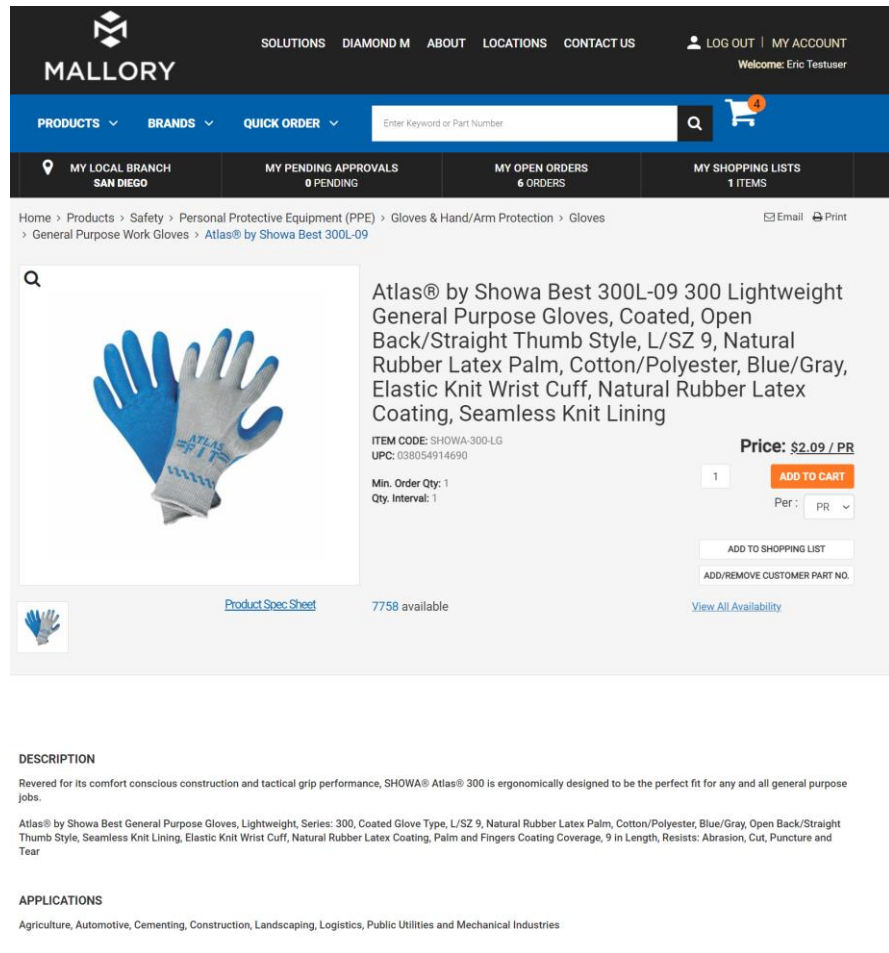
Showing 1 to 5 of 5 entries 1 Next

Figure 8.
Mallory.com
Search
Refinement

Since this is displayed right from the item listings and search results, users can compare and purchase the items without disrupting product research. Quantity fields also allow users to add multiples of various size, color, or other variations right from the search pages.

Rich Item Details

Figure 9.
Mallory.com
Dynamic
Search



Each item page contains a rich set of information regarding the item. Once a user is logged in they can see and share critical real-time item information including:

- Description.
- Applications.
- Specifications.
- Feature breakdown.
- Certifications.
- Price – Pricing is displayed through the item listings and individual item pages throughout the site. This pricing is based on individual customer accounts and reflects any contract or special pricing established with the customer.
- Availability – When viewing an item, a logged-in user will see the total quantity available from all Mallory locations and branches. Clicking the “View All Availability” text will open a menu allowing the user to see and search specific availability for each of our stocking locations.

Location	Availability
Bellingham 355 Ohio St Bellingham, WA 98225	167 Available at this location
Brawley 395 N 9th St Brawley, CA 92227	168 Available at this location
Denver 5720 Holly St Commerce City, CO 80022	189 Available at this location
Emeryville 1462 67th St Emeryville, CA 94608	572 Available at this location
Eugene 645 Wilson St Eugene, OR 97402	1054 Available at this location
Fremont 44380 Osgood Rd Fremont, CA 94539	3 Available at this location
Jacksonville 1331 Pickettville Road, Unit #1 Jacksonville, FL 32220	122 Available at this location
Lenexa 16210 W 110th St Lenexa, KS 66219	1907 Available at this location
Little Rock 6190 Scott Hamilton Dr Little Rock, AR 72209	336 Available at this location
Longview 1040 Industrial Way Longview, WA 98632	217 Available at this location

**Figure 10.
Mallory.com
Availability**

- References – Many items have reference material including:
 - Specification sheets.
 - Product videos.
 - Instruction information.
 - SDS sheets.
- Recently-viewed items also display at the bottom of each item page. Pricing and add to cart functionality keep adding complimentary items easy.

Customer Part Number

From each item page a logged-in user can quickly add a customer part number on the fly. Once a customer part number is added it is immediately indexed allowing the user to search for part numbers they set up within seconds after creating it.

Community Knowledgebase

Each item page also contains the option to share the content with users both inside and outside of their respective organizations.

While on its own this is a minor feature, with the rich detail in our item information we believe this to potentially be a very powerful tool. We are committed to continually adding more meaningful information to our items and deepening our connection to manufacturers and customers alike. Through this effort we hope to provide a tool that makes information on EHS and industrial equipment easy and accessible for all those who need it.

Shopping Lists

Shopping lists allow our users to organize, track, and share their preferred items and frequent purchases. Shopping lists can be managed by a single user, shared by multiple users or any combination thereof.

MY SHOPPING LISTS

Search:

List Name	Created On	# of Items	
Site Items	04/10/2020	23	Delete List
Specialty	04/10/2020	14	Delete List
Cold-Wet Weather	04/10/2020	36	Delete List
Warm Weather	04/10/2020	10	Delete List
Hi-Vis	04/10/2020	23	Delete List
First Aid - Health	04/09/2020	6	Delete List
General PPE	03/31/2020	38	Delete List

Showing 1 to 7 of 7 entries 1 ▶

Figure 11.
Mallory.com
Shopping Lists

Each list is fully searchable as well as the lists themselves. When selected, each list displays applicable information and can easily be added to a cart right from the screen.

SHOPPING LIST DETAIL

Site Items [Delete List](#)
Created On: 04/10/2020 Share List with Company
[Edit List Name](#)

Search

1 2

Select All





<input type="checkbox"/>	 <p>Justrite® Accuflow™ 7250130 Type II Safety Can With 1 In OD X 9 In L Metal Hose ... Item Code : JUSTR-7250130 UPC : 697841140691</p>	Your Price \$78.36/EA 2 <input type="button" value="ADD TO CART"/> <input type="button" value="REMOVE FROM LIST"/>
<input type="checkbox"/>	 <p>Justrite® Accuflow™ 7225120 Type II Safety Can With 5/8 In OD X 9 In L Metal Hos... Item Code : JUSTR-7225120 UPC : 697841140516</p>	Your Price \$76.68/EA 2 <input type="button" value="ADD TO CART"/> <input type="button" value="REMOVE FROM LIST"/>
<input type="checkbox"/>	 <p>Justrite® Accuflow™ 7210120 AccuFlow™ Type II Safety Can, 1 Gal Capacity, ... Item Code : JUSTR-7210120 UPC : 697841140400</p>	Your Price \$75.48/EA 1 <input type="button" value="ADD TO CART"/> <input type="button" value="REMOVE FROM LIST"/>
<input type="checkbox"/>	 <p>Justrite® Accuflow™ 7250230 Type II Safety Can With 1 In OD X 9 In L Metal Hose ... Item Code : JUSTR-7250230</p>	Your Price \$81.85/EA 1 <input type="button" value="ADD TO CART"/> <input type="button" value="REMOVE FROM LIST"/>

Figure 12.
Mallory.com
Shopping List

Item quantities are also saved allowing customers not only to save the various items they would like to add to their cart but the quantities they prefer to buy are also saved and transferred.

Also shopping carts can be saved prior to checkout as a shopping list. It can also be saved as a separate shopping cart save if the user prefers. Much like the other sections of the site, the shopping cart and shopping list can also be shared via email with other users.

Quote Request

For users that are unable to find the item they need, www.mallory.com has a robust feature allowing users to request quotes for items complete with all the details needed to source the right product for the job.

This powerful feature allows users to fill in product information, attach links to weblinks with item information, include pictures and more. It also supports a file upload that allows users to submit everything from a spreadsheet for a new request for quote, to spec sheets and technical documents for the required product. All serving to help us stay accurate even with the obscure.

Figure 13.
Mallory.com
Quote Request

REQUEST A QUOTE

Customer Information

Test User

555-555-5555

TestUser@mallory.com

Request a quote for specific products by uploading a file or submitting products via the form below.

* Required by Date

No File Chosen

Manufacturer / Brand Name	Manufacturer Part #	Qty	Short Description	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Add URL Add Image
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Add URL Add Image
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Add URL Add Image

[+ Add New Row](#)

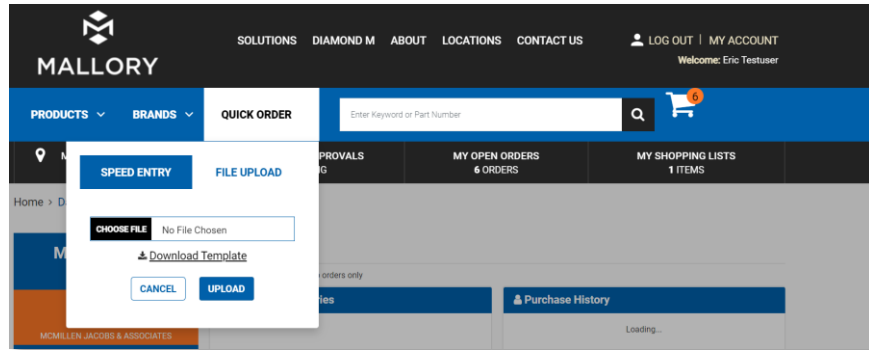
Comments

Quick Orders

Users can also enter quick orders via the Quick Order tab.

Speed Entry – Allows users to quickly type UPC, Manufacturer or Customer part numbers, and quantities into the drop down and immediately add the items to cart.

Figure 14.
Mallory.com
Speed Entry



File Upload – Allows users to download a template they can use to quickly upload batches of items quickly and efficiently.

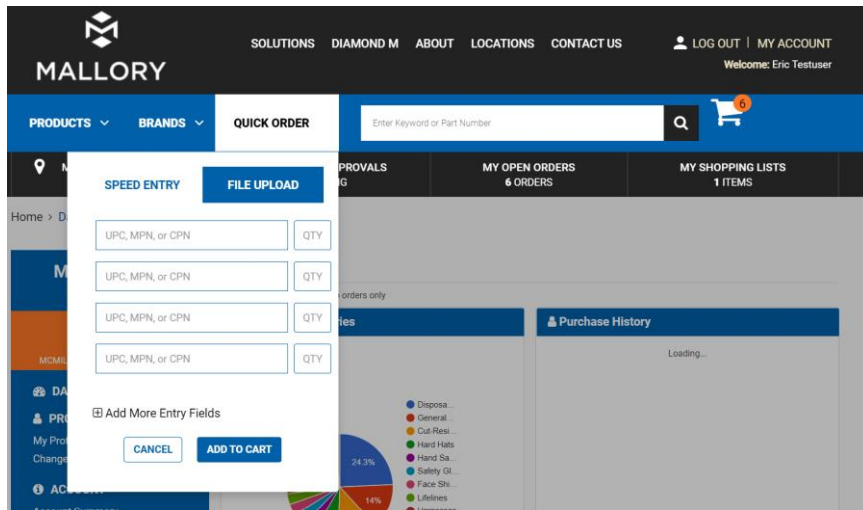


Figure 15.
Mallory.com
File Upload

Quick Reports/Dashboard

Logged-in users will have access to information and status on current and past orders, regardless of order channel. Online orders, orders that have been called or emailed in, or any other method organization wide will display right on the site.

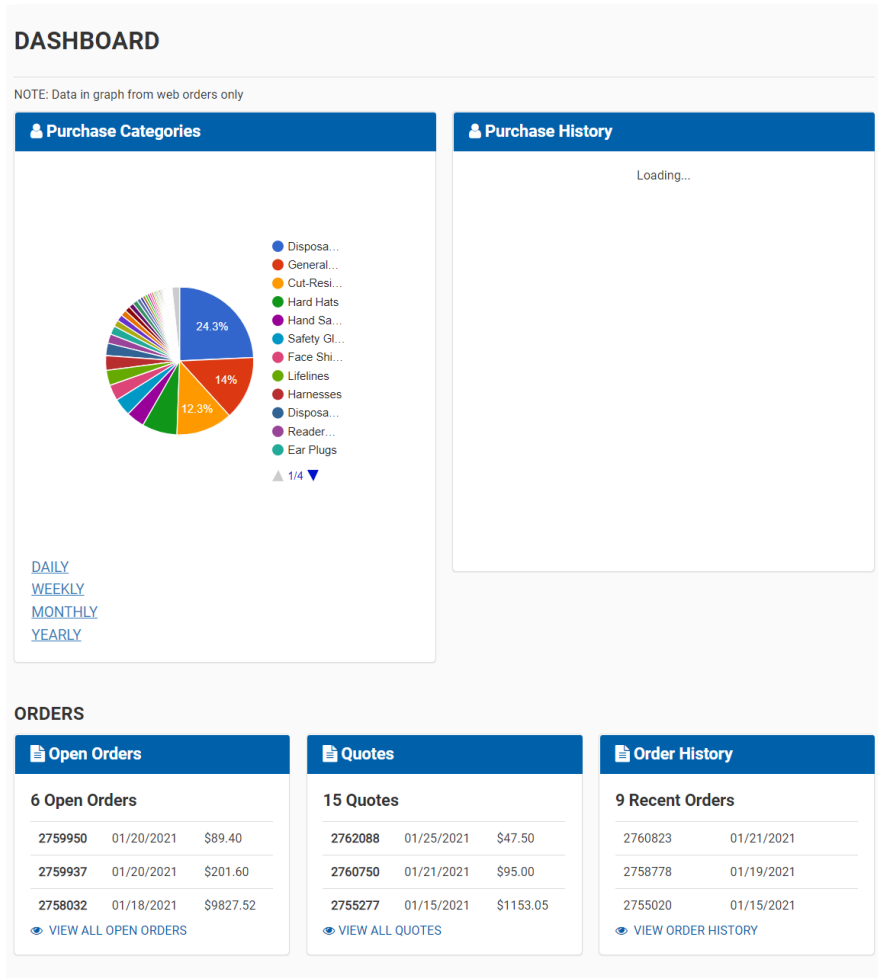


Figure 16.
Mallory.com
Dashboard

Users can access the open order report to check status on all open orders. The report is also fully searchable and filterable by:

- Status
- PO#
- Order Number
- Date

Open orders can also be drilled down, and items can be reordered directly from the report and added to the shopping cart.

Like the open order report the order history this report is fully searchable, filterable, sortable. Users can reorder product right from the report. Invoices can also be retrieved for the orders, including proof of delivery information.

ORDER HISTORY

Filter:

Clear Filters

Order #	Order Date	PO #	Status		
2750070	01/05/2021	3975	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2752231	01/08/2021	16059C	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2754391	01/11/2021	103010	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2754267	01/11/2021	4014	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2755020	01/15/2021	COOLIDGE DAM	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2756796	01/15/2021	4044	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2758778	01/19/2021	4052	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2760823	01/21/2021	4085	COMPLETE	Invoice	<input type="button" value="REORDER"/>
2748107	12/29/2020	19060C	COMPLETE	Invoice	<input type="button" value="REORDER"/>

Figure 17.
Mallory.com
Order History

Through the quick reporting suite, users can also review any open quotes. The same search, sorting, and drill down abilities exist with this report as it does with the others. Converting a quote to an order is as simple as clicking a button.

QUOTES

15 Quotes

Enter Order # or PO# Filter: Status PO# Clear Filters

Quote #	Quote Date	PO #	Order Total	Status	
2762088	01/25/2021	RFQ	\$47.50	approved	<input type="button" value="CONVERT TO ORDER"/>
2760750	01/21/2021		\$95.00	approved	<input type="button" value="CONVERT TO ORDER"/>
2755277	01/15/2021	Quote-	\$1153.05	approved	<input type="button" value="CONVERT TO ORDER"/>
2756259	01/14/2021		\$27313.30	approved	<input type="button" value="CONVERT TO ORDER"/>
2754613	01/12/2021		\$28604.10	approved	<input type="button" value="CONVERT TO ORDER"/>
2751305	01/06/2021		\$1163.73	approved	<input type="button" value="CONVERT TO ORDER"/>
2748894	12/30/2020	Respirators	\$247.00	approved	<input type="button" value="CONVERT TO ORDER"/>
2743659	12/17/2020	Quote-Pelican	\$182.25	approved	<input type="button" value="CONVERT TO ORDER"/>
2741356	12/14/2020	Quote- 50ft SRL	\$1174.00	approved	<input type="button" value="CONVERT TO ORDER"/>
2737614	12/08/2020	Quote-Vests to Faraday	\$1040.25	approved	<input type="button" value="CONVERT TO ORDER"/>

Figure 18.
Mallory.com
Quotes

Order Approval

Admin-level users can also assign specific roles to other users, allowing them to send order requests. The order requests will then show for designated approvers and allow them to either fully process the order or deny the request. This functionality adds a strong level of security, and assists customers in maintaining proper control of their spend.

4.1.6 Describe the Provider's safety record.

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

4.1.7 Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors

Outside of insurance-covered automobile claims, Mallory has not been a party to any litigation claims for at least the last ten years, and has never filed bankruptcy, nor been subject to reorganization, nor been subjected to any state investigations of entity or current officers and directors.

4.1.8 Provide any additional information relevant to this section.

In the interest of not boring our reader, we will not elaborate further on our organization's qualification's, performance capability, and sustainability here, but Mallory is very qualified, very capable, and a safe choice for handling the needs, and would be happy to answer any questions you might have.

4.2 Quality Control and Project Approach

4.2 Quality Control and Project Approach – Weight 25%

4.2.1 Include a detailed response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative contract. Responses should highlight experience, demonstrate a strong national presence, describe how offeror will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners.

Mallory's detailed response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative contract is included as part of our response to the Port of Portland's Solicitation No. 2020-9189, *Public Safety, Emergency Preparedness, Safety Equipment and Solutions* and begins on page 92 of this proposal.

4.2.2 The successful offeror will be required to sign Attachment A, Exhibit B, OMNIA Partners Administration Agreement. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to the OMNIA Partners Administration Agreement. Include completed Attachment A, Exhibits F, Federal Funds Certifications and G, New Jersey Business Compliance.

Mallory has reviewed Attachment A, Exhibit B, Administration Agreement, Example. No exceptions taken.

Mallory has completed Attachment A, Exhibits F and G, and included them beginning on pages 131 and 132, respectively, of this proposal.

4.2.3 Describe ordering process. Do you provide for on-line ordering, punch out capabilities, and e-commerce systems? Describe the options available and any authorization platforms.

Mallory's sales approach combines multichannel ordering methods without sacrificing their connection to the team that knows them best. Ordering options include:

- eCommerce
- Phone/Email/Fax. 800-Mallory always works, and we will set up dedicated emails for this contract
- Dedicated Sales Reps/Customer Service
- Branch Locations/Local Distribution Centers
- Vending/VMI
- Punch out/EDI Services

No matter the channel our customers prefer, they can rest assured that all orders will go to a dedicated onshore support team. This allows them to order with the methods they are comfortable with, without sacrificing the intellectual support and relationships they build with their dedicated team – one more way we strive to be more than just a supplier but a true partner.

Orders generated from eCommerce and Punch out services are reviewed by the same teams fielding orders from more traditional order methods. This allows them to truly understand the customer needs and proactively identify any conflicts or issues and alert the customers before there is a problem. This keeps our customers from having to wait for back tracking and long periods of research before problem resolution.

eCommerce

Mallory provides a powerful eCommerce platform to simplify online ordering and offer customers the ability to purchase with ease, as well as keep them educated on product information and application. Features include:

- Integrated Contract Pricing
- Real-time Item Availability by location
- Deep item and application information
- Dynamic Search
- Quote Request

Our team of onshore development leads can also work with customers to customize both eCommerce, and web-based punch out toolkits, to fit their unique needs. They work directly with customers to develop a tailor fit solution to further enhance and strengthen customer procurement process.

Custom catalog support allows our customers to choose to access all available items or restrict the catalogs to only approved items.

Punch Out/EDI

Mallory offers a series of options regarding punch out. Our web-based punch out services are developed and implemented by a team of web specialists. This team works directly with customer to ensure a tight fit and smooth rollout.

Our punch out processes are developed using cXML and can support all major procurement systems and authorization platforms as well as most proprietary systems. Purchase order and invoice transmission features allow our customers a seamless and accurate punch out experience.

We also support a variety of EDI connections directly to customer procurement and ERP systems. We utilize Element as our credit card authorization platform, and have the ability to allow or supervisor authorizations of orders at the customer level.

4.2.4 Describe how provider responds to emergency events. Include specifics related to events such as:

- a. Natural disasters,
- b. Civil unrest,
- c. Pandemic. etc.

Mallory responds to increased requirements during a contingency situation with additional suppliers, manufacturers, warehousing, and staff support and has extensive past proven experience in responding to disaster situations with quick response guided by careful planning. From snow storms to wildfires, to Katrina and Sandy, to bird flu, SARs, and currently Covid-19, Mallory has organized their business to be capable of responding and developed a competency in responding to these potentially disruptive events.

Mallory offers the following in an emergency:

- 1-800-MALLORY / 1-800-625-5679 is answered 24/7 and afterhours will be routed to Mallory managers specific to customer or territory
- Stocking warehouses with safety supplies in strategically-located warehouses throughout the continental United States, trained forklift drivers, and on-call couriers available for each location.
- Emergency preparedness catalogs and website listing emergency supplies
- Standard pricing remains the same during emergencies
- Public Safety purchasing contracts for large purchase rapid buying

Rapid Customer Service Response

Whether it is normal business hours or after hours, customers can reach a Mallory customer service representative to help during an emergency by calling 1-800-MALLORY. Mallory will then source the necessary items and arrange for delivery either same day or next day using their hot shot on-demand couriers. Additionally, Mallory sales representatives are available Sunday through Saturday 24/7 to coordinate necessary supplies and delivery. With 26 distribution centers well always stocked with emergency supplies, customers can also pick up items at will call, depending on their location. A customer can always reach a live Mallory representative to get immediate answers and subsequent updates about the status of their emergency order.

Increased Warehouse Availability and Additional Suppliers

Mallory has supported its customers with supplies, services, and rapid delivery for decades during natural disasters, such as fire, volcanic eruptions, hurricanes, mudslides, flooding, and earthquakes, and uses historical data, inventory and forecasting strategies to keep adequate stock on hand specific to the geographical areas Mallory supports.

Mallory has a dedicated sourcing team of 27 employees who place purchase orders, expedite purchase orders, and manage sourcing efforts, as well as an additional 95 customer service representatives who are also authorized to source product as needed. Each customer service rep has the capacity to process approximately 20 orders per day, totaling 1,900 orders per day. Mallory is prepared with enough sourcing and order entry manpower with broad portfolio of vendor relationships to handle emergencies or increased requirements.

Further, Mallory has existing inventory and warehouse capacity in place to support increased needs with over \$35 million in inventory of fire and safety items in its 26 locations, aggregating to over 500,000 square feet of warehouse. In addition, Mallory has the capacity to immediately free 40,000 feet of warehouse space to support a contingency event, and have the racking,

forklifts, and personnel to support the event. Again, Mallory's 50,000 ft² headquarter location in Portland has \$6 million in local inventory available to support this agreement.

Mallory's heavy inventory in those locations includes many substitute items that would be acceptable in a situation where requirements increased substantially. For example, there are alternative extinguishers, Akron and Elkhart brass alternatives, alternative Level-A suits from Lakeland and Dupont, compared to the Kappler, alternative NFPA helmets and bunker gear to the Bullard and Globe, and alternative breathing apparatus to the MSA and Scott breathing apparatus. Because Public Safety, Fire, and Safety products and services are Mallory's core business, if there is a manufacturer that has a product that would match the requirement, it is extremely likely that Mallory already has access and a trading relationship established, items loaded in the database, credit requirements satisfied, and knowledgeable customer service people to find the product.

Additionally, Mallory belongs to a massive buying group and trading partner network called Affiliated Distributors (www.adhq.com), and Tim Loy is on the Board of Directors for the Safety Division of this group. Affiliated Distributors is a buying group consisting of independent distributors whose members have \$40 billion in total combined sales. This group serves many functions, including working cooperatively to service national and global customers. Through this relationship and membership in Affiliated Distributors, Mallory has existing trading relationships with another 170 distributors of safety products across North America. All the members have completed surveys identifying which vendor lines they carry and their stocking level, allowing for access to a database and identifying, for example, which of 170 distributors carry and stock Pelican cases. This means that if any member of the Affiliated Distributors network has stock of an increased requirements item, Mallory is in a prime position to locate and find it quickly, as well as any substitutes like Underwater Kinetics or Hardigg.

For a subset of those suppliers, Mallory's internal ERP systems are directly connected via Trading Partner Connect network, which is a technology solution from our ERP provider Epicor, the most common platform among Affiliated Distributor members. Trading Partner Connect, at www.tpcx.com, gives our customer service staff real-time visibility into the inventory of the other distributors without having to make a phone call. As a customer service representative checks our own stock of an item, with a single click, they can check the real-time inventory from this distributor/trading partner network. This option significantly extends the speed and depth of inventory easily accessible to us.

Mallory has aggressively pursued cross-training within its organization and uses a sophisticated learning management system to track the skills of each employee. Because Safety, Law Enforcement, Fire and Emergency Service products are core to Mallory's offering, the customer service staff has the capacity to respond in emergency events. Further, because the staff is distributed coast-to-coast, with redundant systems, Mallory could respond to a large contingency such as a west-coast subduction event.

Mallory also has a staffing division that places safety managers on site at our customers, so 80 of Mallory's 480 employees are acting in an on-site capacity as safety professionals at any one time. That staffing division has a bench of experienced safety talent available to ramp up quickly, including more than 2,000 resumés on file. This includes trainers, service technicians, and other field experts that would be able to work directly on-site at any emergency site to support an increase in service requirements. It seems unlikely that staff augmentation would be required due to this agreement, but in that event, Mallory has a unique set of systems in place to quickly locate and place additional resources.

With a large supplier network, deep inventory, an extensive distributor network, geographic diversity, and capable and cross-trained internal resources, Mallory is a valuable resource to have access to when emergencies present supply challenges for agencies. Readiness planning is a core competence of Mallory based on the criticality of the products we carry. Mallory has many customers for whom a stockout would present a major public or business hardship and Mallory has developed companywide readiness plans and customer-specific readiness plans.

With a staffing division that places safety professionals on-site with our customers, Mallory is fortunate to have many certified safety professionals on staff. Mallory's safety team has created a world-class company safety program that lays out procedures for the handling of tornados, bomb threats, fires, and other business disruptions.

Further, after some of Mallory's fellow Affiliated Distributor member partners were hit critically affected by Hurricane Katrina, Mallory created an internal business continuity committee, which included its IT department, Executive team, Operations team, and Facilities representatives, and conducted a series of business continuity planning sessions. A vulnerability assessment was conducted and Mallory's special team implemented several redundancy and readiness measures at every level. There is backup generator power at Mallory's headquarters, multiple internet connections into all locations, distributed nightly data backup across the company's network to secondary locations, multiple phone systems (currently have independent, fully-capable phone systems in Seattle, Longview, San Diego, and Fremont, CA), video surveillance of all locations, expanded fire and sprinkler systems, emergency phone trees and cross-training initiatives.

By scoring vendors on business continuity planning, and maintaining the trading network discussed above, Mallory has addressed the most obvious supply threats to its own business continuity.

Further, Mallory has engaged in specific readiness plans for the products and services they deliver to many of our critical customers.

A utility customer, Portland General Electric, requires a two-hour storm response for over 50 pallets in dedicated storm stock that is kept on hand at the Portland, Oregon warehouse. This includes flares, cones, barricades, and other critical items for the utility in the event of a massive storm response. This agreement compelled Mallory to create a comprehensive procedure for handling a storm request from Portland General Electric, including assuring that the company's own response team had redundant forklift, system, truck, and other operational skills to absolutely guarantee performance and a reliable emergency communication system for this customer in that timeframe.

An outage would cost Mallory's high-tech customers tens of thousands of dollars per hour of downtime. Figure 20 shows a page from a contingency plan workbook for one such customer where Mallory identifies each item that is supplied with a recovery plan shipping location based on criticality and current inventory levels. This is typical of the type of readiness planning required by Mallory's high-tech customers, and to the extent any public agency wants to engage in a disaster plan to rely upon us, we would engage in a similar exercise.

Part Number	Product Description	U/M	Manufacturer	Recovery Plan Ship From Location	Recovery Plan Alt. Product Ship From Location
P208	SORBENT MINI BOOM	PK	3M	Longview	Vancouver
41110	SPEC TOURGUARD 3 DISP	PK	AEARO COMPANY	Manufacturer	Manufacturer
88210	SPLASH GUARD SAFETY GOGG	EA	AIRGAS SAFETY	Longview	Vancouver
2000C YLW	SABRELITE-FLASH LIGHT	EA	AIRGAS SAFETY	Manufacturer	Manufacturer
LPF1D	EAR PLUGS 30 RATING	BX	AIRGAS SAFETY	Longview	Vancouver
MAX 30	EAR PLUGS WITH CORD	BX	AIRGAS SAFETY	Longview	Vancouver
P-110	PAD YELLOW 50PD/BX 11x13	BX	AIRGAS SAFETY	Longview	Vancouver
P208	SORBENT MINI BOOM	PK	AIRGAS SAFETY	Longview	Vancouver
AK229-11	SAFETY GLASS DISP	EA	AK LTD	Manufacturer	Manufacturer
AK784	GLV DISP 2 COMPARTMENT	EA	AK LTD	Manufacturer	Manufacturer
ALK608-2645WHITE	TACKY MATS 26"x45" 220g	CS	ALLKEY INTERNATIONAL, I	Longview	Vancouver
ALK608-3645WHITE	TACKY MATS 36"x45" 220g	CS	ALLKEY INTERNATIONAL, I	Longview	Vancouver
5691050190	ACID/CHEMICAL APRON	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
40-105-g	Orig Nitrile Foam,Knt,9	PR	ANSELL PROTECTIVE PRODU	Manufacturer	Manufacturer
56-010	APRON WHITE VINYL 6 MIL	DZ	ANSELL PROTECTIVE PRODU	Longview	Vancouver
5691050190-R	ACID/CHEMICAL APRON 8MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAL8	COAT APRON VINYL 8 MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAL8-R	ACID/CHEMICAL APRON 8MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAM8	COAT APRON VINYL 8 MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAM8-R	ACID/CHEMICAL APRON 8MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAXL8	COAT APRON VINYL 8 MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
CAXL8-R	ACID/CHEMICAL APRON 8MIL	EA	ANSELL PROTECTIVE PRODU	Longview	Vancouver
8311500	DISTILLED WATER PLASTIC BL 500ml	PK	BEL-ART PRODUCTS INC.	Longview	Vancouver
F11846-0622	IPA PLASTIC BL 500ml	PK	BEL-ART PRODUCTS INC.	Longview	Vancouver
F118460624	USE P/N: F11846-0624	PK	BEL-ART PRODUCTS INC.	Longview	Vancouver
F11846-0624	WASH BOTTLE IPA 16OZ	PK	BEL-ART PRODUCTS INC.	Longview	Vancouver
BB030324	BCR CLEANNOTES 3X3	CS	BERKSHIRE CORPORATION	Longview	Vancouver
BB104.1117.5w	BOND 1040 - 11X17	PK	BERKSHIRE CORPORATION	Longview	Vancouver
BB68.0911.8B	BOND 680 - 8.5x11	PK	BERKSHIRE CORPORATION	Longview	Vancouver
FS-PBLK	CLEANROOM PEN BLACK LOW	PK	BEST STRATEGY LLC	Longview	Vancouver
01NB5.5X8.5	NOTEBOOK,CLNRM,5.5X8.5"	EA	COLUMBIA PRINTING & GRA	Longview	Vancouver
01NB-8.5X11	CLEANRM NOTEBK,50SHTS	EA	COLUMBIA PRINTING & GRA	Longview	Vancouver
CEPDLIN556	DRUM LINER 55 GAL	CS	COMPLETE ENVIRONMENTAL	Manufacturer	Manufacturer
CEPFLAB50	CLAY ABSORBENT BG	BG	COMPLETE ENVIRONMENTAL	Manufacturer	Manufacturer
CEPVERM4	VERMICULITE ABSORBENT	BG	COMPLETE ENVIRONMENTAL	Longview	Vancouver
FBHAZSOC12	SORBENT STOCK 12/CS	CS	COMPLETE ENVIRONMENTAL	Longview	Vancouver
FBUP100G	FB SORBENT UNIV PAD 17" X 19"	PK	COMPLETE ENVIRONMENTAL	Longview	Vancouver
FNHS-99-B/150	WIPER POLY HEATSEAL 9X9	PK	CONTEC INC.	Longview	Vancouver
FS-PN0028	PRE SAT WIPER 9X9 9/91	PK	CONTEC INC.	Longview	Vancouver
PS-PNG-7030	19046188NIT PRESAT 70/30	PK	CONTEC INC.	Longview	Vancouver
TSW-99	TUFF STUFF CRIT TASK WIP	PK	CONTEC INC.	Longview	Vancouver
HBC100	BRD CVR SPNBD POLY UnisZ	CS	CT INTERNATIONAL	Longview	Vancouver
SCPL150	SHOE COVER POLY LATEX	CS	CT INTERNATIONAL	Longview	Vancouver
36-1234-2XL	FROCK NO POCKET SZ 2XL	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WH3X00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP 3XL	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WH4X00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP 4XL	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WHLG00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP LG	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WHMD00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP MD	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WHSM00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP SM	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
PC2705WHXL00300C	PROTECTIVE CLEANROOM FROCK, 30/C, 5SNP XL	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
QC122SYL2X001200	TYCHEM COVERALL YELLOW	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
QC122SYL3X001200	TYCHEM COVERALL YELLOW	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
QC122SYLLG001200	TYCHEM COVERALL YELLOW	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
QC122SYLXL001200	TYCHEM COVERALL YELLOW	CS	E.I. du PONT de NEMOURS	Longview	Vancouver
SIMPLEGREENGL	SIMPLE GREEN ALL PURPOSE	GAL	EIS, INC.	Longview	Vancouver
PM4200	COLORPHAST PH PAPER	PK	GALLADE CHEMICAL INC.	Longview	Vancouver
PM4207	PH TEST STRIPS 5.0-10.0	PK	GALLADE CHEMICAL INC.	Longview	Vancouver
FK240	RESPIRATOR CLEANER DRY	PK	GEORGIA STEEL	Longview	Vancouver
FK243	RESPIRATOR CLEANER LIQUID	GAL	GEORGIA STEEL	Longview	Vancouver
FP856	STERILE STORAGE BGS	PK	GEORGIA STEEL	Longview	Vancouver
AT1048W	1" CLEANROOM TAPE, WHITE	RL	ITW ALMA	Longview	Vancouver
AT2024W	2" WHITE TAPE 24 RLS/CS	RL	ITW ALMA	Longview	Vancouver
TP2845804WC	TACKY MAT 28"X45" WHITE	CS	ITW ALMA	Longview	Vancouver
34258	KIMWIPES DISP WIPERS	PK	KIMBERLY-CLARK GLOBAL S	Longview	Vancouver

Figure 20. Contingency Plan Workbook Sample

With Mallory's company-wide readiness and disaster plan implementation, our safety and training regarding continuity and readiness, and carefully tailored customer programs that address readiness and disaster planning at the line-item level, Mallory understands and has exhibited best-in-class readiness capabilities to exceed increased requirements and expectations under any situation.

Mallory consistently introduces and hosts training seminars about new search and rescue technology to its fire, USAR, law enforcement and emergency preparedness customers educating and making available the best tools to help our communities during unforeseen events.

Mallory's national sales team of territory specific representatives pro-actively consult with agencies about their emergency preparedness plans and checklists to facilitate procurement of necessary supply caches before a disaster happens.

Past Performance

Mallory's offering of products directly helps first responders respond. Readiness is intertwined with disaster planning as Mallory's customers' product demands increase most often in the context of natural disasters. Mallory has to be prepared to deal with increased product and service delivery in the event of a disaster that affects Mallory or supply chain as well. As discussed above, that is a core competency of Mallory, having served important response roles in storms, wildfires, hurricanes, pandemic events, and 9/11, and having implemented disaster planning assessment and response for our own firm.

Mallory has found that most of the increased demands have been related to disaster events and have come in the response and recovery phase, whether the Tsunami in Japan, or Bird Flu concerns, or Hurricane Sandy, or Ebola in Liberia. Mallory had personnel available over weekend hours, have provided 24-hour numbers (always available), and have secured and delivered survey information regarding product availability. This has included respirators (SARS), generators (Sandy), garments providing protection from nuclear radiation after Fukushima, and Tanker trucks for Liberia. Mallory has responded immediately within a couple hours of each request directly to DLA Troop Support, with support from Mallory's president, Tim Loy, who has used his product knowledge to assist and guide.

Further, as discussed above, Mallory has several customer-specific readiness plans in place related to natural disasters such as wildfire and storms. Mallory's 80 on-site safety specialists, working for our customers, have helped implement disaster preparedness plans at customers like Siemens, SPX, and Vestas.

Include response time and details of emergency response events.

Mallory has created an internal 20-member Pandemic Response Team that is closely monitoring and responding to incoming requests and supplier inventory positions on in demand products. Our Pandemic Response Team has found solutions for agencies by:

- Implementing tight controls of sales to industrial customers to historical levels
- Opportunistically buying from secondary and tertiary sources

- Encouraging our customers to ration their use of these products and approve alternates where necessary
- Scouring the supply base and communicating the urgency given the heaviness of the outbreak in the West

Demanding high level responsiveness from our suppliers or product availability and shipment timing

4.2.5 Describe any shipping charges.

- a) Detail ancillary and freight costs and pricing for orders placed outside Continental US.

[REDACTED]

- b) What are the minimum shipping requirements?

Mallory does not have a minimum size shipping requirement.

- c) Detail shipping on all items meeting minimum shipping requirements. Provider may include a shipping fee on orders less than minimum shipment.

[REDACTED]

4.2.6 What is provider's average on time delivery rate? Describe provider's history of meeting delivery timelines.

Mallory has a company-wide on time delivery rate of [REDACTED] 2020 was a nightmare for the entire supply chain, and right now, we are experiencing unprecedented delays from our suppliers. We buffer our customers by being a very heavy stocking distributor with deep safety stocks, so we are proud to have maintained that [REDACTED] fill rate for key customers last year, but certain products, such as N95 respirators and nitrile gloves, have seen massive price hikes and delays and led to a lot of exasperation as partners like 3M, Honeywell, and Moldex have been unable to keep promises to Mallory. We take it extremely seriously, and have empowered our team to make heroic recoveries where possible, and we have some great stories this past year of heroic recoveries and creative solutions. Part of our Mallory Way is to "Find a Way", so our team does live that mantra. We think we are industry leading in this area, but we all feel beleaguered by the

collapse of the supply chain that continues now with 50 container ships stuck outside the Port of Los Angeles. We do feel a key advantage is that our sourcing team has a global view into the supply chain, since we buy direct globally, so we are able to anticipate and respond early. In March, we ordered an additional 20 containers of nitrile gloves that are now scheduled out monthly over the next 12 months, so we have not stocked-out any committed customers.

4.2.7 What is Provider's average Fill Rate?

Mallory's average fill rate is [REDACTED]. We only count a positive for fill rate if 100% of the order was delivered within the customer's required time frame. We have full-time expeditors checking the status of every PO, to make sure received, make sure on schedule. Every CSR has a portal showing the expected date updated from the supplier, and the required date from the customer. Our CSRs "work their portal" each day to make sure we are meeting those needs and coming up with Plan B heroic recoveries if the factory schedule slips. Fill rate is critical, and we are not afraid to put a safety stock in our warehouse where there is significant lead time or demand variability.

4.2.8 Describe provider's ability to meet service and warranty needs. Provide pricing for warranties on all products and services.

We provide a one-year warranty on all products purchased from Mallory, and pass along any Manufacturer warranty that is longer. Mallory has a capable nationwide service team for wide range of products including fall protection, breathing apparatus, air compressors, gas monitors, fit testing, tool and hoist repair. There is no charge for warranties on any Mallory product we stock today, though we have seen some manufacturers in the technology and vehicle arena that have charges for extended warranties and we would quote those at the time of the request. Representing thousands of vendors and millions of products, we are unable to make a blanket statement that there are none out there, but we do not mark them up and would pass them along to any agency if they could not be avoided.

4.2.9 Describe your return and restocking policy.

There are no restocking fees for Mallory catalog stocking items. Restocking fees only apply if it is a non-stocking item from a manufacturer who requires a restocking fee. Mallory will always endeavor to advocate for its customers to reduce costs and avoid additional fees when possible. We do request returns within first 90 days of purchase, and certain special-order items that are nonreturnable per manufacturer policy will be marked as such on any quotes.

4.2.10 Describe Provider's customer service support/problem resolution process. Include hours of operation, number of services, etc.

- Mallory has 95 Customer Service Representatives across the US available 24 hours a day, 7 days a week to assist our customers through phone and email.
 - Each CSR has the tools needed to address inquiries and ensure Port of Portland and OMNIA Member's expectations are met. Mallory's online system and network gives our Customer Service Representatives immediate access to real-time Member account information to help Agencies and provide information including, but not limited to:
 - Status of orders (shipped or pending):
-

- Backorder status
- Contract pricing
- Category discounts
- Product availability
- Product information
- Account and billing questions
- Contract compliance
- Technical product support
- Cross referencing

Problem Resolution Process

Mallory is committed to heroic recoveries in the event that a customer experiences a problem, due to Mallory's fault, our suppliers, or our customers. Mallory is committed to a proactive philosophy by reducing or avoiding problems however should an unforeseen issue occur, team members are trained to act quickly, acknowledge their role and find a satisfactory solution to compensate the customer for their time or pain. Mallory empowers our CSRs, without any further review, up to \$1,000 actions to do what is necessary to achieve a positive customer outcome.

Designated Trained Customer Support

For problem resolution, Darcey Forbes will be the first contact, with Laura Lauck, Maria Ciccicarelli, Jay Shanbeck, and Kim Nobriga available to assist and take charge resolving any problem. If the problem involves another functional area, Mallory will create a standard trouble ticket email to the contract team member for that group, create the task alert in Microsoft Dynamics, and attempt to resolve the problem within 24 hours. If it is not resolved in that time period, it will be escalated to Tim Loy, who will work to facilitate a quicker resolution. Mallory will acknowledge every call or request for assistance within 4 business hours of receipt, and if a problem stretches beyond 24 hours to resolve, the customer will be provided with status updates to inform the problem is continually being addressed allowing for customer feedback about other ideas for resolution. As described below, Mallory will work to ensure customer satisfaction and take corrective action as a critical step.

For example, Mallory's policy is to give the customer the benefit of the doubt when it comes to accepting returns or resolving errors and encourage team members to offer "Heroic Recoveries" to fix mistakes that are made:

Mallory will accept returns and, if the authorized customer still requires the product(s), replace the product(s) under the following conditions:

- Incorrect products or quantities were shipped
 - Products were damaged in shipment
 - Products arrived with concealed shipping damages
-

- Products which are recalled, regardless of level of recall, except when the manufacturer's policy states otherwise, in which case the manufacturer's disposition instructions will be followed

Other returns consistent with our normal return policy, including return of excess material ordered by the customer based on a project estimate where the product is one that is normally carried and not more than a 3-month supply will be returned based on the incorrect project estimate.

Typically, if the customer identifies an error and calls, emails, or faxes information indicating the nature of the problem and proposed resolution, Mallory will issue an RMA number and instructions for handling discrepant goods within 5 days and the agency will have opportunity to return to Mallory at Mallory's expense after 5 days of notification. Expenses incident to the examination and testing of materials or supplies that have been rejected may be charged to Mallory's account. Mallory will provide replacement products as soon as practicable – immediately for products on the shelf, and as soon as available if direct from a manufacturer.

If the authorized customer does not need replacement of the returned products:

- Mallory will not invoice the customer

or

- Mallory will reimburse the customer for all paid invoices within 5 days of request

Mallory only expects to be paid for material the authorized customer has received and accepted. Mallory will work to coordinate discrepancy resolution and provide an escalation path should any problem not be resolved within the timeline set-forth in the agreement.

System Controls

To prevent errors (and their recurrence), Mallory has a total quality management (TQM) system in place and follows Deming's practices of measurement and continuous improvement to assure shipments are to specification. For off-the-shelf orders, Mallory utilizes system controls, standardized procedures, corrective action reporting, and quality inspections to ensure quality expectations are met on every order.

System control begins with having a best-in-class ERP system for tracking orders, inventory, and all activities in the supply chain. Mallory's world-class, next-generation Prophet 21 ERP system streamlines processes to eliminate failure points common in distributorships, generating a high-quality order processing performance. The Windows-based system is easy to use and well annotated; the staff is trained to fully utilize its power and track their proficiency in a learning management system.

Mallory augmented their core system control provided by Prophet 21 with a wireless warehouse bar-code management system that is fully integrated with Prophet 21. All incoming products are barcoded by senior personnel (or the manufacturer's bar code is used) to correctly identify and pull the item and avoid "mis-picks". Every item is assigned a bar-coded bin location for efficient

locating, eliminating any time-consuming treasure hunts in the warehouse. Picking using wireless scanners requires verification of the correct bin location and correct item, and requires a quantity to be entered by the picker to verify counts. These system controls increase tracked order accuracy to be over 99% correctly picked. The only human errors at this point are count and unit of measure based. Mallory reduces this type of error by requiring personnel to manually highlight the unit of measure on the pick ticket and key in the quantity into the barcode scanner; the checker on the line is specifically instructed to check for unit of measure and quantity errors. This has proven to be a reliable order picking system.

A further system control is integration of our UPS manifest system with our ERP system (to allow shipping to create UPS tags with correct ship-to's by merely entering the order number, with appropriate Freight Code and ship-to address brought over directly from Prophet 21). Mallory identified one error possibility as being the shipping clerk in the warehouse keying in the ship-to address incorrectly even though it was correct on the underlying order. That error type was eliminated by tying the UPS World Ship system to the Prophet 21 system so that Mallory employees scan the bar-coded order number on the pick ticket (also to eliminate keying error), importing all the correct ship-to data into the UPS manifest.

Quality Control

Quality is also reinforced through Mallory's consistent discipline of following written best-practice procedures, also documented and trained on. This includes daily cycle counting for inventory accuracy, which is a core requirement to keeping the supply chain efficient. It is critical that the inventory must be completely reliable in order to deliver outstanding replenishment. To accomplish this, Mallory regularly counts high-moving items 3 to 4 times per year versus the common annual inventory practice of most distributors. Mallory practices lean warehousing and lean management principles about orderliness and cleanliness: warehouses are required to be free of clutter and items in the aisles, shipping and receiving areas must be clean, and every material handling equipment and floor spot is marked and labeled with a warehouse location code. The practice of using conveyors, algorithms to batch-pick orders, and other best practices prevents fatigue and reduces the likelihood of human error.

Another key element of Mallory's quality program is documentation of all errors and corrective action procedures. Although Mallory is not officially ISO certified except in its training division, ENSA, Mallory employs several people who have worked and helped other distributors become ISO certified. Mallory has acquired companies that had ISO certifications, so Mallory follows ISO protocols for corrective action/preventative action and conducting root cause analysis. Mallory documents every customer return, credit request, or error complaint, batches them by area of responsibility, and asks what root process change could be made to eliminate the error(s) in the future. The vast majority of returns at this point are incorrect size selections by the customer, and although that issue is still being resolved, having the continued discipline to look for and address error elimination possibilities is a critical component of our drive to be best in class. One byproduct of prior error analysis is that Mallory conducts salary surveys and makes sure that employees are compensated at the higher end of the scale as well as weighing the warehouse managers' turnover rate. Mallory acknowledges that to a certain degree, high-level fulfillment performance is based on having experienced personnel.

Mallory's warehouse managers average over 10 years' experience, and a quality inspection by a manager or second in charge is required for certain key accounts, which includes Port of Portland, OMNIA, and its member agencies. This inspection encompasses reviewing each order on the conveyor or outbound area prior to boxing and shipping for correct items, quantities, and unit of measure selection.

All of these quality system elements are important to prevent the need for corrective action, and to ensure that corrective action is permanent to prevent additional errors. Mallory is a high-transaction distributor that thrives in supporting complex customer requirements, frequently with products that are required to continue operations. Mallory does make mistakes; however, it has been our culture to engineer the problem out of its system and train to eliminate these mistakes going forward.

4.2.11 Describe Provider's invoicing process. Include payment terms and acceptable methods of payments. Providers shall describe any associated fees pertaining to credit cards/p-cards.

Mallory offers many options for payment processing allowing customers freedom in the way they pay. Invoices are submitted upon shipment or delivery of product. Options include:

- Email Invoicing (Standard)
- EDI Invoicing
- Consolidated Invoicing/Summary Billing
- Mail-in Invoicing
- Mallory is offering a 1% discount for payment in 10 days, Net 30 terms

Payment Method Options

Mallory accepts all forms of payment including:

- Credit Card/Procurement Card – Mallory accepts all major credit cards as a means of payment. Upon receipt of payment, Mallory can provide the customer with a paid invoice to assist with expense recordkeeping needs. This can be provided in addition to the packing slip included with each order. We do not charge fees for credit card purchase. However, due to this we are not able to honor the early payment discount established with net terms when balance is paid through credit card
- Electronic Payment (EFT/ACH) – We have options for Electronic Fund Transfer and Wire payments that allow us to quickly and efficiently reconcile our customers' payments
- Standard Check or Money Order

Contract customers are typically on terms however they do have the option of paying at the time of ordering over the phone with a customer service representative or in person if customer is picking up product at a branch

Consolidated Invoicing

Mallory offers a dynamic set of summary billing options to help our customers keep their procurement spend organized. Mallory can work with our customers to define a convenient billing frequency (monthly, semi-monthly, weekly) and submit a single bill containing all invoices for the period. Mallory can also provide a hybrid of individual invoicing supported by summary billing to assist customers with account reconciliation and data needs.

Mallory's powerful set of reporting can also allow our customers to get a deep look at their spend with helpful metrics to make sure they are receiving an optimal value from their supply chain.

4.2.12 Describe provider's contract implementation/customer transition plan.

- a. Provider shall present their typical approach to providing services within these categories, including methodology and delivery. Provider will be expected to ensure design compatibility and uniformity. Include, a detailed work plan for each service offering that identifies key timeframes and milestones. The Port reserves the right to make additional investigation as it deems necessary to establish the competence and financial stability of any Provider submitting a proposal.

For over 40 years, sourcing, tracking, and accurately filling government customers' orders against challenging deadlines has been and continues to be part of Mallory's day-to-day business. Mallory maintains, as well as regularly adds to, our extensive inventory of relevant equipment, adhering to and advising on industry standards, empowering team members to resolve problems while reinforcing the customer relationship, and meeting critical delivery timelines. Mallory is an authorized distributor for over 1,800 brands of safety, fire, rescue, emergency services, and industrial supplies. Mallory's core management team combines over 100 years of experience, specifically in government and safety industries, maintaining strategic relationships with the key suppliers of these products and related services. In addition to supplying products from these vendors, Mallory is also a factory-authorized service center for a majority of these lines, and can provide a wide range of after-the-sale service, repair, and calibration of equipment.

Mallory's combined team of customer service representatives and sales professionals work together to design solutions, source requested supplies, generate quotes, and process orders. Customers have access to their dedicated CSRs and sales persons through email, phone, and in-person meetings to request information, test and evaluate equipment, review proposals, and ask for clarifications about orders and delivery. CSRs and sales managers regularly review customer accounts to keep customers up-to-date on quote and order progress.

Customers can request information and quotes and place orders at any time with Mallory via email or website, over the phone with a CSR or salesperson, or in-person with their territory salesperson. Once an order is placed, customers receive an order acknowledgement and subsequent order updates through delivery. Due to working with many agencies who use time-sensitive grant funds, Mallory representatives will ask and advise about delivery times to advise about and ensure the customer receives their supplies on time. In the case of a backorder or unexpected delay due to the manufacturer, all customers are advised immediately, and the customer has the option to keep, change, or cancel their order. Mallory representatives will also seek to find a replacement if applicable.

Mallory territory sales managers regularly call on accounts and part of our core approach is to develop relationships with customers to anticipate future needs and provide useful solutions.

Mallory appreciates that every customer is different and shapes our approach and service based on each customer's specific needs. Mallory is committed to heroic recoveries in the event that a customer experiences a problem, due to Mallory's fault, our suppliers, or our customers. Mallory is committed to a proactive philosophy by reducing or avoiding problems; however, should an unforeseen issue occur, team members are trained to act quickly, acknowledge our role and find a satisfactory solution to compensate the customer for their time or pain.

Mallory employs experts available in every category of products to provide pre- and post-order application assistance, training, and services.

- b. Provide an overview of the risks your firm expects to be involved in this project, including, but not limited to, deadlines, milestones, potential delays, and overall risk. Explain your plan for managing and mitigating the risks identified.

Every distributor is subject to supply chain disruptions where products may involve components that are unavailable, therefore delaying manufacturing and shipping of a finished product. Currently with the Covid pandemic, certain PPE has been in such high demand that manufacturers like 3M could not produce N95s rapidly enough to fulfill every order. The products they did manufacture were redirected by the federal government and customers were placed on backorder and received partial shipments as supplies became available. Mallory has an expert sourcing and purchasing team led by Andy Mitchell, headquartered in Portland, Oregon, whose only focus is to communicate daily with manufacturers, find new and creative solutions, and employ backup plans. Mallory is unique in that we have our own line of products, Diamond M, where we can control supply better and stock in our warehouses across the country.

4.2.13 Provide a synopsis of the type of management reports that you are able to generate and provide for governmental clients.

Mallory is able to provide almost any type of report that an agency would desire, and we consider ourselves to be leading edge in utilizing reports to track both spend analytics, but also safety analytics. We have many customers that use us for vending and storeroom solutions that track individual issuances to the employee, so that we can provide spend by job title, consumption by product group or category, and marry this data with other trackable analytics like safety records and statistics. Our customers that spend a little more on their safety program use the OSHA safety cost estimator to show the payback from that investment in reduced claims cost. We believe and can show that investments in safety have a positive ROI. A couple of reporting frameworks make it easy for agencies to get data in a consumable format to their liking. In addition to the extensive purchase data available on our website, we can work with agencies on custom dashboards on our White Cup and Power BI reporting platforms.

Mallory Safety uses White Cup (formally MITS) Analytical software to provide reporting and business intelligence to our customers and field sales force. Customizable Customer Scorecards

give insights on Spend, Products, Usage, Lead Times, and Fill Rates (Figure 21 Every account manager, at Mallory, across the country will have quick access to reports that include:

- Top 20 purchased products by site
- Largest new products in last 6 months
- Average Lead Time for products
- Quantity per product
- Purchase Trends & Product conversion analysis for cost savings
- Product usage trending upward and downward

These quick access dashboards help standardize sales across multiple sites and track spend by product and time, which allows us to look at the most-purchased products for cost saving opportunities. We achieve this through better stocking/sourcing strategies. The dashboard tracks Order Fill Rates to maximize efficiency and contract adherence. The Customer Scorecard also tracks YTD trends on orders, products, spend, and units sold, and units sold, which helps spot patterns early to once again improve efficiency. This data can be drilled into and is shareable and can be automated to be delivered to the customer on a desired frequency.

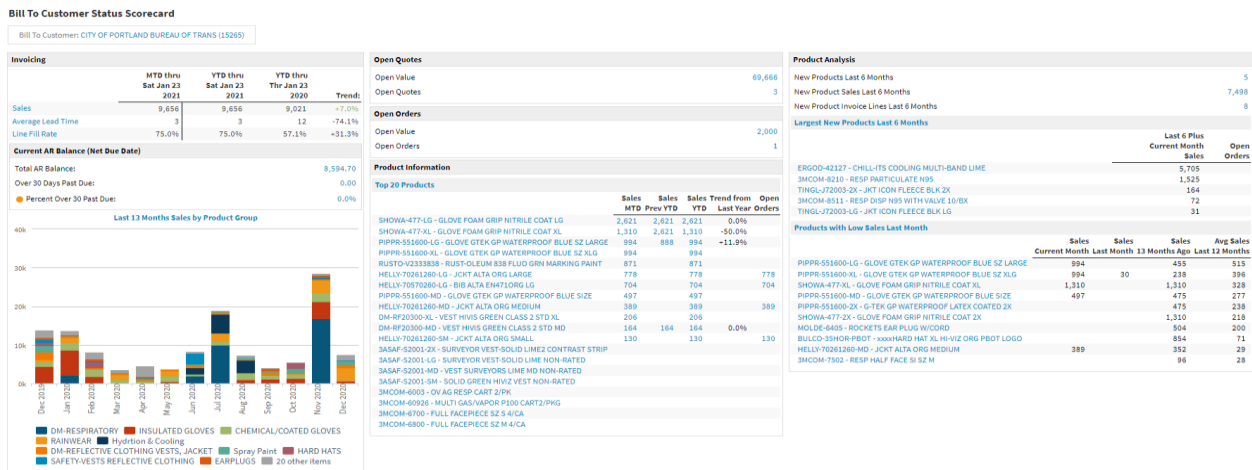


Figure 21. White Cup Status Scorecard

Mallory uses Power BI to run deeper customer analytics and provide meaningful insights. Actual spend per employee, number of hours worked, and the amount of product used during that time, are just some of the ways we can uncover actionable data (Figure 22). We can analyze all of these reports individually or across multiple sites/locations. Power BI can then assist companies allocate, forecast, track, and manage spend. This gives detailed focus and direction for cost savings and other business initiatives. Some of the reports include:

- Total Quantity, Total Spend, or Total Hours by:
 - Time
 - Department
 - Site
 - Employee

- Product
- % of Total
- Comparative Analysis
- Data Modeling for Forecasting

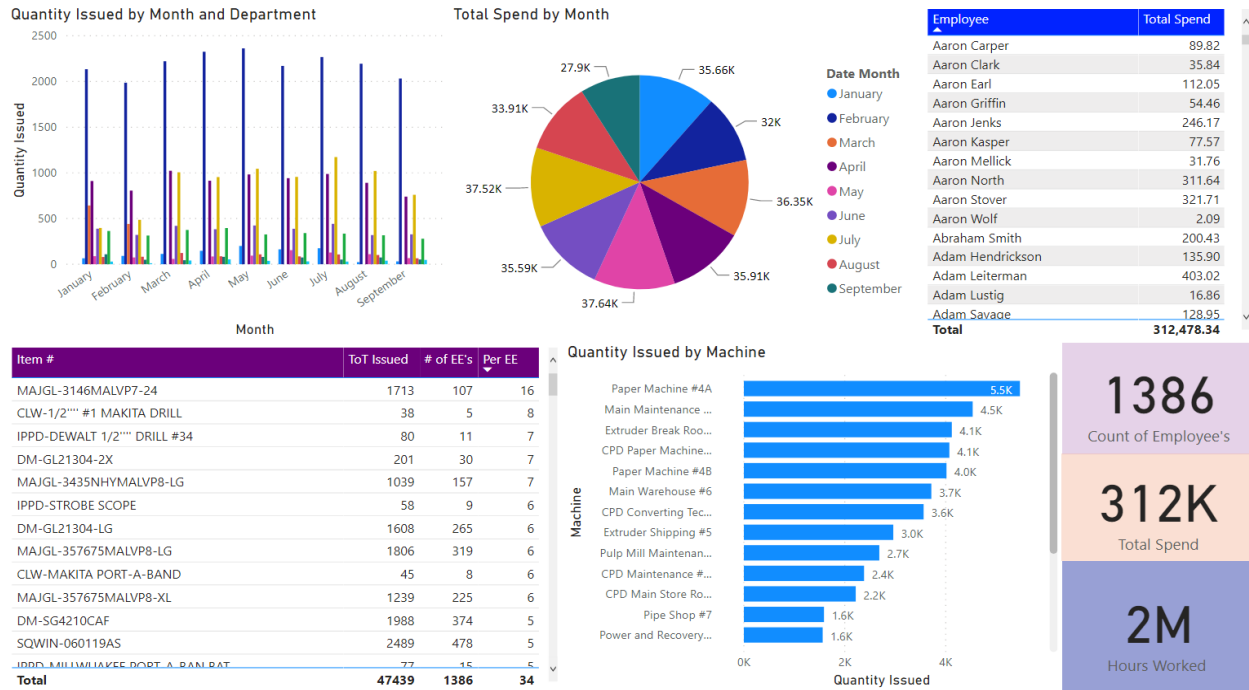


Figure 22. Power Bi Reporting

4.2.14 Describe any retail stores Provider has and what procedures are in place to ensure contract pricing on all products lines to participating agencies that purchase from retail location.

Mallory generally has low-volume, whole-tail locations rather than true retail, only has this in about a third of our locations, and most visitors to these sites are picking up will-call items. In these locations, participating agencies that have accounts with Mallory and that are identifying their purchase as OMNIA will automatically receive contract pricing. All locations operate on the same ERP system, and our associates are trained to determine what employer or agency they are purchasing on behalf of, and provide the correct price. Contracted agencies are flagged in our system as OMNIA customers.

4.2.15 Provider must include their company's standard master service agreement

Mallory does not have a standard master service agreement. We have such a broad array of customer relationships and agreements, from vending, to rental, to repair, to VMI, to web services, and our customers typically have customer protective terms they want, that we just tailor each agreement to the relationship and services provided if the customer does not have a template. Most of our business is transacted using either a customer contract form or a purchase order, and, because Tim Loy is a trained attorney and the owner of Mallory, he quickly turns

around legal requests. If Port of Portland needs a standard agreement to cover something in particular, let us know and we can provide.

4.2.16 Provider additional information relevant to this section.

To the extent that this section relates to quality control and project approach, we would highlight two important elements:

- Tenure, training, culture and people are probably more important than the actual quality system, and this is a big differentiator from many competitors, as Mallory is fortunate to have so many career employees by being a positive and empowering employer. The system is very important, just the culture is even more so.
- We are small enough, and local enough, yet have the national scale and scope, to be a wonderful partner on this project, and we are willing to address any facet of the program to improve the process and experience. There are probably additional elements we could highlight, but we promise you to be partnerable and available and to seek win/win for Port of Portland, OMNIA, and its agencies. You'll see it again, but Figure 23 is our Mallory Way Wordle (more on the Mallory Way is available at <https://www.mallory.com/malloryway>)



Figure 23. The Mallory Way

4.3 Products/Pricing

4.3 Products/Pricing – Weight 40%

4.3.1 Provider shall provide auditable pricing based on a discount from a price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a product lines, services, warranties, etc. That are available from Provider and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, different percentages are specified. The discount proposed shall remain the same throughout the term of the contract and all renewal options. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified.

Mallory proposes a discount of [REDACTED] from Mallory List price, [REDACTED]

4.3.2 Is pricing available for all products and services?

Yes, as new products are added, Mallory will add to current price list and provide the same discount.

4.3.3 Describe Provider's ability to provide customized market baskets to participating agencies. Describe any limitations to customized market baskets (number of items, excluded categories, agency size limitations, etc.). How frequently does Provider propose to update customized market baskets?

Mallory can provide fully-customized market baskets to any agency with relative ease. There is no limitation on response or agency size. Each customized market basket is developed upon request. Mallory works closely with customers to define the details, area(s) of importance, and supply chain of each of the custom market baskets. Each custom market basket is reviewed at least annually to make sure any changes in product availability are addressed and any item obsolescence is accounted for.

4.3.4 Describe Equipment offerings and include details on new, used, parts accessories, services and repairs, trade-ins, leasing/financing and provide price structure for each of these items.

Mallory offers an extremely broad range of equipment across all the categories of this proposal, price structure is the same discount of [REDACTED] from Mallory list; lease/finance/trade ins are avail for some products when supported by manufacturers and when item is over [REDACTED] we provide third-party lease financing through Marlin Leasing. Labor services are [REDACTED] off Mallory list.

4.3.5 Describe any garment services you may provide. Include details and fees associated with tailoring, customization, uniform programs, non-stock, oversize charges, etc.

Mallory provides screen printing and pad printing for hard hats and glasses. Embroidery outsourced and uniform programs are also available with allowances through uniform marketplace. We work with manufacturer uniform programs and pass along supplier upcharges for oversize product. We show all the size SKUs on our pricelist. The customization pricing is a complex algorithm based on size, colors, and quantity, is specific to the garment, and is not

something that we have the capacity to publish the entire methodology. Our website does show pricing and we will offer a [REDACTED] discount off all customization services of any type.

4.3.6 Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.

[REDACTED]

4.3.7 Describe any additional discounts or rebates available. Additional discounts, volume discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

[REDACTED]

4.3.8 Describe any special offers or promotions Provider may make available.

Mallory regularly seeks manufacturer incentives to pass along to customers with occasional large buys allowing for limited-time lower pricing, or directly importing containers that sometimes will lead to specials. Mallory is always working to clear out slow-moving products with special clearance pricing. Often, there are instrument trade-in deals available for gas detection purchases.

4.3.9 Provide any additional information related to products and services Provider proposes to enhance and add value to the Contract

Mallory is proud of its private label, Diamond M, a direct brand of safety products where Mallory can control consistent and volume pricing and afford a lower markup. Mallory also has local inventory and local repair throughout the United States, which lowers the cost of ownership, turnaround, and repair. Our internal customization capabilities also lower minimums and lead to faster turnaround time. Refer to the significant additional categories and services detailed in Section 4.1.6, Mallory can provide on-site and remote safety training, can provide safety staffing and consulting resources to agencies, can provide kitting and manufacturing, and can use our vast public and private industry experience to find and create solutions.

4.3.10 Describe how customers verify they are receiving Contract pricing.

Mallory keeps a published price list of all contract pricing and will provide to customers a comparison of list price and contract pricing on quotes.

4.3.11 Describe payment methods offered.

Mallory accepts all forms of payment including:

- Credit Card/Procurement Card – Mallory accepts all major credit cards as a means of payment. Upon receipt of payment Mallory can provide the customer with a paid invoice to assist with expense recordkeeping needs. This can be provided in addition to the packing slip included with each order. We do not charge fees for credit card purchase. However, due to this we are not able to honor the early payment discount established with net terms when balance is paid through credit card.
- Electronic Payment (EFT/ACH) – We have options for Electronic Fund Transfer and Wire payments that allows us to quickly and efficiently reconcile our customers payments.
- Standard Check or Money Order.

Contract customers are typically on terms however they do have the option of paying at the time of ordering over the phone with a customer service representative or in person if customer is picking up product at a branch.

4.3.12 Provide available payment terms

1% 10 Days Net 30.

4.3.13 Indicate if payment will be accepted via credit card. If so, may credit card payment(s) be made online? Also state the Convenience Fee, if allowable, per the Visa Operating Regulations.

Yes, payment will be accepted via credit card.

Yes, credit card payment(s) may be made online

No, there is not a Convenience Fee.

4.3.14 Propose the frequency of updates to the Provider's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.

Mallory will update pricing as received by manufacturers which typically is once a year. Customers are notified of any price changes in advance.

4.3.15 Describe how future products introductions will be priced and align with Contract pricing proposed.

All new products introduced under this contract will follow the same contract discount pricing structure guideline.

4.3.16 Provide any additional information relevant to this section.

[REDACTED]

4.3.17 Provider will submit a completed Price Proposal Form Pricing Market Basket (Schedule 1)

[REDACTED]

Balance of Line/Comprehensive Product Offering.

Each provider awarded an item under this solicitation may offer their complete product and service offering/balance of line for Public Safety, Emergency Preparedness, Safety Equipment and Solutions. Pricing for complete product offering/balance of line items will be determined by a percentage discount off the provider's retail price list. The pricing percentage discount offered must be entered on the Products/Pricing section of the Provider's response labeled as Complete Product Offering/Balance for Line section.

[REDACTED]

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]

Federal Funding Pricing.

Due to products and services potentially being used in response to an emergency or disaster recovery situation in which federal funding may be used, provide alternative pricing that does not include cost plus a percentage of cost or pricing based on time and materials; if time and materials is necessary, a ceiling price that the contract exceeds at its own risk will be needed. Products and services provided in a situation where an agency is eligible for federal funding, Provider is subject to and must comply with all federal requirements applicable to the funding including, but not limited to the FEMA Special Conditions section located in the Federal Funds Certifications Exhibit.


[REDACTED]

State any proposed deviations from the general requirements of the RFP.

All proposed deviations must include a) written rationale for each proposed deviation, and b) express proposed revised language. Proposed deviations without inclusion of a) and b) above will not be considered.

Note: In order to comprehensively evaluate the proposals received, the Port of Portland, may seek additional information or clarification from one or more of the providers.

Proposals containing significant proposed deviations or exceptions, including deviations or exceptions to the Sample Contract, will be evaluated accordingly and scoring may be impacted. The Port retains the sole discretion whether to accept proposed deviations or exceptions.



4.4 Small Business Enterprise Program

4.4 Small Business Enterprise Program - Weight 5%

This section 4.4 applies to local preference for award(s) by Port only, and the scoring from this section 4.4 will not affect a regional or national award. We are committed to increasing small business enterprise participation in government contracts. A small business is defined as a for-profit small business that has been certified as small or disadvantaged by either a State Certification Office, or by any city, county, or regional government agency.

Although this solicitation does not have a specific contract goal attached, the Provider's ability to include small business participation as subcontractors, suppliers, or vendors will be considered during the evaluation of proposals. The proposal shall address the following:

- Is the Provider certified as a small business?

Yes, Mallory Safety and Supply, LLC, meets the federal requirements put forth by the Small Business Administration by employing less than 500 employees per the nonmanufacturer rule. Mallory is additionally certified by the King County Business Development and Contract Compliance in the State of Washington, Certification Type Small Contractors and Suppliers (SCS), SCS Number 1849, UBI Number 603-06-535.

- Provide a narrative description of the Provider's experience in promoting small business participation as partners, subcontractors, or suppliers on previous projects. Describe any innovative or successful measures that the Provider has undertaken to increase small business participation on projects.

Mallory Safety and Supply, LLC, is currently in the bidding process with the United States Army whereas Mallory has committed to using Clime and Place, a veteran-owned small business, for all design, testing, prototyping, and supply chain development activities. In this Army bid, Mallory further committed to using exclusively small businesses for all manufacturing of the product that is being bid. Additionally, Mallory consistently sources products from vendors who are certified Small Business in a variety of categories, including veteran-owned, women-owned, historically underutilized business, minority-owned, and others.

- Provide a list of firms certified small business with which the Provider's firm has had a contractual relationship during the last 12 months. Include the name of the small business, type of work they performed and the dollar value of their contract.

Mallory's small business providers include the product providers listed in Table 5, and they are not under specific dollar value contracts; they receive purchase volumes in accordance with successful sales to customers.

Table 5. Mallory's Small Business Suppliers

- Considering the scope of work of this RFP, past small business achievements on similar types of projects and the Provider's current relationships with the small business community, clearly state what small business goal as a percentage of the contract dollars the Provider believes it can realistically achieve on this contract based on the proposed work. (The percentage stated will become the contract goal).

100% of the purchases from Mallory would qualify as small business purchases for the agencies, since Mallory is a small business. Mallory believes it could acquire 20% of the products from small businesses, but this does depend on the items requested by the agencies and the availability of small businesses to meet those demands, and to the extent that purchases are driven by emergency events, it is difficult to guarantee that the demands will line up with small business suppliers.

- Submit a work plan that describes portions of the work the Provider will subcontract and identify work items that could be performed by small businesses. Describe the actions and strategies the Provider will take to increase small business participation in this work. Include names of small businesses that will be subcontractors on this project and identify/describe what work scopes, and anticipated contract amount, the named small business subcontractor will perform. (Firms identified will be notified upon award of any contract awarded under this solicitation).

Mallory does not intend to subcontract out much labor under this agreement, but will purchase products that meet the agencies' needs from small businesses where such small businesses have solutions. Because the needs of agencies depend on external events, it is difficult to forecast which products will be demanded by agencies in advance, and therefore, which small businesses specifically. However, we do plan to host outreach meetings with those small suppliers listed, to make them aware of the agreement, to allow them to engage with our account management team



and the end users to present their solutions where appropriate. Again, because Mallory is small itself, it is not typically required to have a small business subcontracting plan since all the dollars purchased from Mallory would qualify as small.

RESPONSE TO ATTACHMENT A

PPA ATTACHMENT#A

OMNIA[®]
P A R T N E R S



REQUIREMENTS FOR NATIONAL COOPERATIVE CONTRACT To BE ADMINISTERED BY OMNIA PARTNERS

The following documents are used in evaluating and administering national cooperative contracts and are included for Supplier's review and response.

Exhibit A – RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

Exhibit B – ADMINISTRATION AGREEMENT, EXAMPLE

Exhibit C – MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT, EXAMPLE

Exhibit D – PRINCIPAL PROCUREMENT AGENCY CERTIFICATE, EXAMPLE

Exhibit E – CONTRACT SALES REPORTING TEMPLATE

Exhibit F – FEDERAL FUNDS CERTIFICATIONS

Exhibit G – NEW JERSEY BUSINESS COMPLIANCE

Exhibit H – ADVERTISING COMPLIANCE REQUIREMENT

Exhibit A – Response for National Cooperative Contract

1.0 Scope of National Cooperative Contract

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the Administration Agreement between Supplier and OMNIA Partners.

1.1 Requirement

The Port of Portland (hereinafter defined and referred to as “Principal Procurement Agency”), on behalf of itself and the National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector (“OMNIA Partners”), is requesting proposals for Public Safety, Emergency Preparedness, Safety Equipment and Solutions. The intent of this Request for Proposal is any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (“Master Agreement”) be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with OMNIA Partners, an example of which is included as Exhibit D, and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners as a Participating Public Agency in OMNIA Partners’ cooperative purchasing program. Registration with OMNIA Partners as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C, and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of the Master Intergovernmental Purchasing Cooperative Agreement or as otherwise agreed to. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through OMNIA Partners.

All transactions, purchase orders, invoices, payments etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither OMNIA Partners, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency. Supplier is responsible for knowing the tax laws in each state.

This Exhibit A defines the expectations for qualifying Suppliers based on OMNIA Partners’ requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through OMNIA Partners.

These requirements are incorporated into and are considered an integral part of this RFP. OMNIA Partners reserves the right to determine whether or not to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies, in its sole and absolute discretion, and any party submitting a response to this RFP acknowledges that any award by the Principal Procurement Agency does not obligate OMNIA Partners to make the Master Agreement available to Participating Procurement Agencies.

1.2 Marketing, Sales and Administrative Support

During the term of the Master Agreement OMNIA Partners intends to provide marketing, sales, partnership development and administrative support for Supplier pursuant to this section that directly promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

OMNIA Partners will assign the Supplier a Director of Partner Development who will serve as the main point of contact for the Supplier and will be responsible for managing the overall relationship between the Supplier and OMNIA Partners. The Director of Partner Development will work with the Supplier to develop a comprehensive strategy to promote the Master Agreement and will connect the Supplier with appropriate stakeholders within OMNIA Partners including, Sales, Marketing, Contracting, Training, and Operations & Support.

The OMNIA Partners marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through channels that may include:

- A. Marketing collateral (print, electronic, email, presentations)
- B. Website
- C. Trade shows/conferences/meetings
- D. Advertising
- E. Social Media

The OMNIA Partners sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through initiatives that may include:

- A. Individual sales calls
- B. Joint sales calls
- C. Communications/customer service
- D. Training sessions for Public Agency teams
- E. Training sessions for Supplier teams

The OMNIA Partners contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

- A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
- B. Training sessions for Public Agency teams
- C. Training sessions for Supplier teams
- D. Regular business reviews to monitor program success
- E. General contract administration

Suppliers are required to pay an administrative fee of 3% of the greater of the Contract Sales under the Master Agreement and Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B).

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately \$100 million annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the

resulting Master Agreement to be made available to them through OMNIA Partners, and volume growth into other Public Agencies through a coordinated marketing approach between Supplier and OMNIA Partners.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will, at OMNIA Partners' option, be the basis of award on a national level through OMNIA Partners. If multiple Suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same Suppliers will be required to extend the Master Agreement to Participating Public Agencies through OMNIA Partners. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency (e.g. governing law) are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and OMNIA Partners shall agree without being in conflict with the Master Agreement. Participating Agencies may request to enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in the Master Agreement (i.e., invoice requirements, order requirements, specialized delivery, diversity requirements such as minority and woman owned businesses, historically underutilized business, governing law, etc.) ("Supplemental Agreement"). It shall be the responsibility of the Supplier to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the Participating Agency. It shall further be the responsibility of the Supplier to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of the Master Agreement and adjust wage rates accordingly. In instances where supplemental terms and conditions create additional risk and cost for Supplier, Supplier and Participating Public Agency may negotiate additional pricing above and beyond the stated contract not-to-exceed pricing so long as the added price is commensurate with the additional cost incurred by the Supplier. Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Participating Agency and the Supplier (Contract Sales are reported to OMNIA Partners).

All signed Supplemental Agreements and purchase orders issued and accepted by the Supplier may survive expiration or termination of the Master Agreement. Participating Agencies' purchase orders may exceed the term of the Master Agreement if the purchase order is issued prior to the expiration of the Master Agreement. Supplier is responsible for reporting all sales and paying the applicable administrative fee for sales that use the Master Agreement as the basis for the purchase order, even though Master Agreement may have expired.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through OMNIA Partners' cooperative program:

- A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
 - B. Establish the Master Agreement as the Supplier's primary go to market strategy to Public Agencies nationwide;
 - C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier's need to respond to multiple solicitations and Public Agencies need to conduct their own solicitation process;
 - D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.
-

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and OMNIA Partners designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and

conditions of the Administration Agreement with OMNIA Partners and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to Public Agencies nationwide and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional or local or cooperative contract, the Supplier will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through OMNIA Partners nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to OMNIA Partners in accordance with the OMNIA Partners Administration Agreement. Supplier also commits its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER RESPONSE

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

3.1 Company

3.1 Company

- A. Brief history and description of Supplier to include experience providing similar products and services.

Mallory Safety and Supply, headquartered in Portland, Oregon, started as small logging supplier FB Mallory in the 1800s. Purchased by the current ownership family in the 1970's, through strong leadership and thoughtful acquisition we have grown to be the largest independent safety

distributor in the United States, with 26 locations and strategically-positioned distribution warehouses coast-to-coast, as well as a world-class training center in Wisconsin and a national safety and training business (Figure 1). Mallory has 480 employees, \$35M in inventory, and over \$200M in annualized sales with 20% focused on the public safety market for law enforcement, fire, USAR, safety, and emergency preparedness supporting local, state, and federal government agencies with president Tim Loy at the helm.



FB Mallory Co. – circa 1930
(Now Pine Street Market)



Mallory Today

Figure 24. Mallory Locations -- Then and Now

As President of Mallory, Tim has led Mallory's organic and customer-service-based growth after joining the company in 1999, then taking over from his father, Avery Loy, in the 2000s. Since then, Tim has served in various industry and vendor committees, including involvement on supplier advisory councils for suppliers like MSA, on the boards for Affiliated Distributors Safety Division and supplyFORCE (currently Chairman of the Board of Directors). Tim is also an accountant and lawyer with experience in managing, documenting, and executing large customer agreements and regulatory compliance issues. He is the primary contact for negotiations, and available to respond with any clarifications on all aspects of the scope of work that Mallory provides. He can be reached at tim.loy@mallory.com or on his cell phone at (503) 330-7660. Tim resides in NW Portland, and works out of the Portland headquarters with his brother Brian, who is Mallory's CFO, and other executive leadership.

Mallory maintains a customer-centric approach supported by a national team of territory-specific outside safety professionals who apply their safety expertise, education, and creativity working personally with valued customers to provide best-in-class solutions, a specialized public safety inside support and sales team who are available to research, source, and provide quick turn around on time-sensitive quotes as well as seek out new sales opportunities, and a dedicated and efficient customer service representative team assigned to specific accounts and government contracts for consistent follow up, order processing and updates, and billing. Additionally, Mallory maintains an active service department with 20 mobile and factory technicians who are certified in gas detection, NFPA Self-Contained Breathing Apparatus (SCBA), air-compressors, Level-A suit pressure testing, and tool repair. ENSA, the nation's leading safety training center through Mallory, is staffed with 13 full-time trainers for confined space, trauma, rescue, and work-at-height safety.

Government agencies and private companies alike rely on Mallory during emergencies for our rapid response, creative solutions, and access to critical emergency equipment as demonstrated in such past disasters as Mount St. Helen’s eruption, yearly wildfires, hurricanes, recent civil riots, and the current pandemic. At the core, Mallory delivers the personal touch of a local supplier with the resources of a national company committed to the growth, productivity, and safety of every customer.

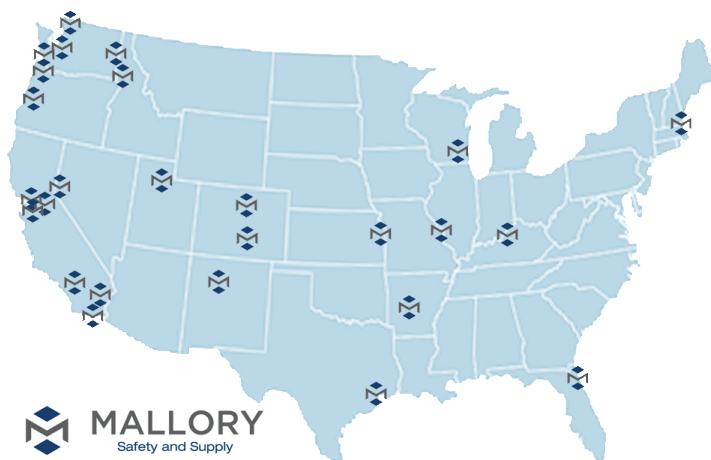
B. Total number and location of sales persons employed by Supplier.

Mallory employs a total of 90 of outside territory sales representatives and 12 of inside sales representatives. This list represents where each sales representative is based but is not limited to the territory that they cover in the United States.

**Table 6.
Nationwide
Distribution of
Mallory Sales
Representatives**

State	Number of Sales Reps
Arkansas	3
California	21
Colorado	10
Florida	1
Idaho	1
Kansas	3
Kentucky	4
Massachusetts	3
Michigan	1
Missouri	7
Nevada	3
New Mexico	1
North Carolina	4
Oregon	24
Texas	2
Utah	3
Virginia	1
Washington	7

C. Number and location of support centers (if applicable) and location of corporate office.



**Figure 25.
Mallory Provides
Nationwide Support**

Table 7. Mallory Locations and Services

Locations		Contact Hours (M-F)	Services					
			Store	Will Call	Rental	Service & Repair	Training	Screen Printing
Arkansas	6190 Scott Hamilton Dr Little Rock, AR 72209	501-562-7700 8:00am – 4:30pm		X				
California	395 N 9th St Brawley, CA 92227	760-344-4224 8:00am – 4:30pm	X	X				
	1462 67th St Emeryville, CA 94608	510-658-0414 7:30am – 4:30pm		X				
	44380 Osgood Rd Fremont, CA 94539	408-727-8530 8:00am – 5:00pm		X				
	1609 S Grove Ave, Suite 115 Ontario, CA 91761	510-658-0414 7:30am – 4:30pm		X				
	5060 Convoy St San Diego, CA 92111	858-541-2880 7:30am – 4:30pm	X	X				
	3734 Imperial Way Suite A Stockton, CA 95215	510-658-0414 7:30am – 4:30pm	X	X				
Colorado	5720 Holly St (Denver) Commerce City, CO 80022	800-677-7347 7:00am – 4:00pm		X	X			
	110 W. 2nd Street Pueblo, CO 81003	719-647-9327 8:00am – 5:00pm		X				
Florida	1331 Pickettville Rd, Unit #1 Jacksonville, FL 32220	904-693-8781 8:00am – 5:00pm		X				
Idaho	219 Snake River Ave Lewiston, ID 83501	360-501-3207 8:00am – 4:00pm	X	X				
Kansas	16210 W 110th St Lenexa, KS 66219	913-492-9444 8:00am – 4:30pm		X	X	X		
Kentucky	2428 Crittenden Dr Louisville, KY 40217	502-637-4337 8:00am – 5:00pm	X	X	X	X		
Massachusetts	15 Aegean Dr Methuen, MA 01844	978-557-9070 7:00am – 4:30pm, last pick up 4:00pm		X	X	X		
Missouri	11000 Linpage Place St Louis, MO 63132	800-777-7347 8:00am – 5:00pm		X	X	X		
Nevada	740 Freepoint Blvd #108 Sparks NV 89431	775-355-2000 7:30-12:30/1:30-4:30	X	X				
New Mexico	7216-D Washington NE Albuquerque, NM 87109	505-823-6434 7:30am – 4:30pm	X	X	X	X		
Oregon	3241 NW Industrial St Portland, OR 97210	360-690-8200 7:30am - 4:30pm		X	X	X		
	645 Wilson St Eugene, OR 97402	541-683-9333 8:00am - 4:00pm	X	X				
Texas	9187 Winkler Dr Houston, TX 77017	713-944-7300 8:00am - 5:00pm		X				
Utah	1995 South 4490 West Salt Lake City, UT 84104	800-559-7347 8:00am - 4:30pm		X	X	X	X	X
Washington	355 Ohio St Bellingham, WA 98225	360-734-1110 7:30am - 4:00pm	X	X				
	1040 Industrial Way Longview, WA 98632	360-636-5750 7:30am-4:30pm	X	X				
	5510 E Marginal Way S Seattle, WA 98134	206-762-8500 7:30am - 4:30pm	X	X	X	X		X
	3808 N Sullivan Bldg 100 Suite B Spokane, WA 99216	509-534-0661 7:30am - 4:30pm	X	X				
Wisconsin	727 E. Veterans Way Mukwonago, WI 53149	800-625-5679 x290					X	


Corporate Headquarters

Accounting Headquarters

D. Annual sales for the three previous fiscal years.

Mallory's annual sales by year for the three previous fiscal years:



a. Submit FEIN and Dunn & Bradstreet report

- FEIN: 27-3905150
- D&B: Dun and Bradstreet provides many different report options, including the credit report provided as Attachment 1 - Mallory Dun and Bradstreet Report. Because Mallory is privately held and does not report financials to D&B, there are many inaccuracies on this report, including things like number of locations and employee count. Mallory has submitted corrections, but the report has not been updated.

E. Describe any green or environmental initiatives or policies.

Mallory has adopted the following Sustainability Mission Statement:

Mallory Safety & Supply LLC cares about the environment and does business in a way to promote sustainability by reducing our carbon footprint and greenhouse gasses.

Mallory has established the following Sustainability Policy and communicated with employees:

Mallory Safety & Supply LLC Sustainability Policy

The following policies reflect our commitment to personal, global, and social responsibility:

- Maximize electronic and paperless communication
- Electronic ordering and billing
- Use teleconferencing and web presentations
- Use of VMI, consignment and aggregate deliveries to reduce fuel consumption
- Minimize square footage required at each location
- Encourage telecommuting when feasible
- Emphasize efficiency in all areas
- Reduce air travel as much as possible
- Reuse boxes in all warehouses
- Purchase and choose post-consumer waste recycled paper for all printing, reports, catalogs, and flyers
- Make recycling part of the company culture with convenient recycling bins for paper, cans, and bottles
- Choose American Made products that do not have to travel as far to reach the end consumer
- Our manufacturing group produces US made products

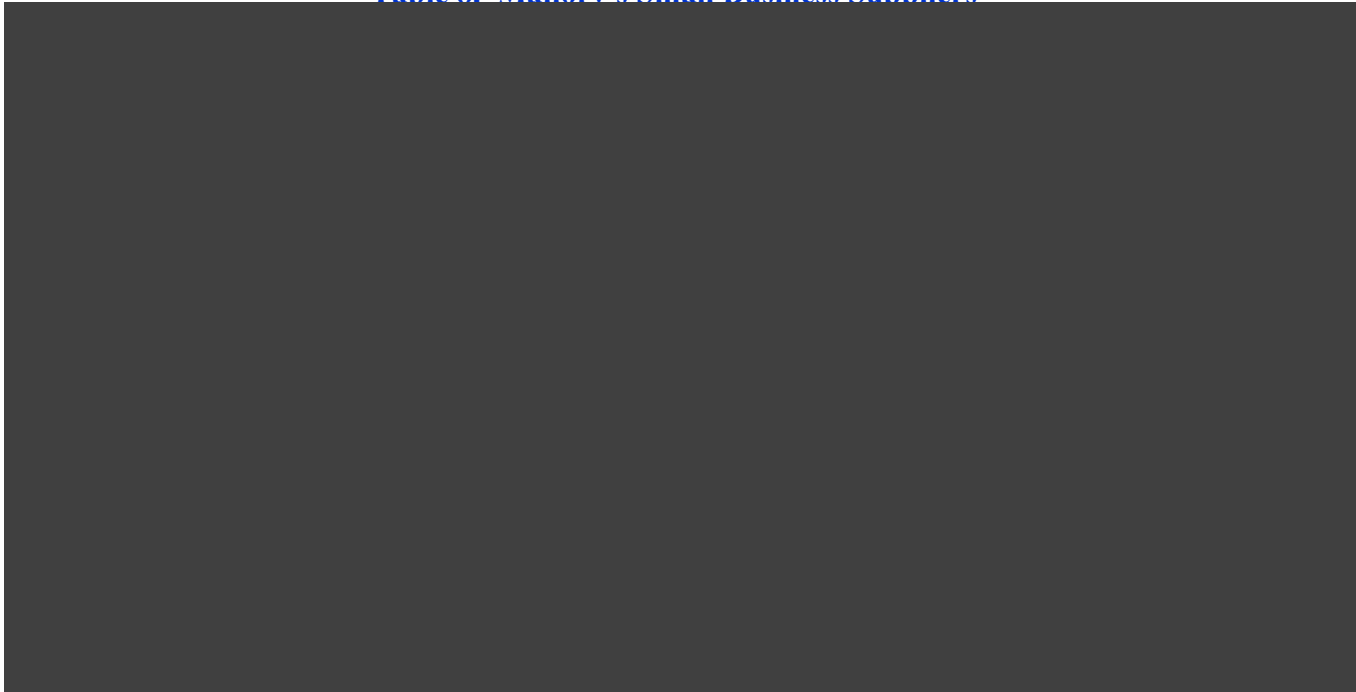
These policies have served Mallory well during the pandemic as the company had done significant work to allow work from home, video and teleconferencing via Microsoft teams, and avoided unnecessary travel. [REDACTED]

Mallory continues to launch green products, its most recent being a recycled material version of the popular Atlas 300 glove. Mallory believes in science and climate change, and strives to minimize our impact while still providing for the safety of public and private employees.

- F. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications.

Mallory has several diversity supplier partners, some of which are detailed in Table 8. Agencies that wish to use diverse partners should consider the products of these suppliers. Mallory imposes no additional charges to utilize a diversity supplier, and pricing is typically competitive for similar products between diversity and non-diverse firms. Mallory itself is an SBE.

Table 8. Mallory's Small Business Suppliers



G. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response:

a. Minority Women Business Enterprise

Yes No

If yes, list certifying agency: _____

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Yes No

If yes, list certifying agency: _____

c. Historically Underutilized Business (HUB)

Yes No

If yes, list certifying agency: _____

d. Historically Underutilized Business Zone Enterprise (HUBZone)

Yes No

If yes, list certifying agency: _____

e. Other recognized diversity certificate holder

Yes No

If yes, list certifying agency: _____

H. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency.

Mallory does not intend to subcontract work under this contract, except the actual providers of product and potentially, certain installation or training services incidental to product purchases. Table 8 references those current product suppliers with diversity standards, but usage will depend upon agencies requesting products that those suppliers can fulfill.

I. Describe how supplier differentiates itself from its competitors.

From the beginning, Mallory has set out to be different from any other safety distributor in the marketplace including their culture with the objective of playing a positive role in helping workers be safer and more productive and incorporating a set of core fundamentals called The Mallory Way that uniquely influence day-to-day interactions with customers, vendors and Mallory's employees, ensuring excellence in service. Mallory continues to grow in the United States with plans to add three to four new locations each year, with current expansion in Buffalo,

New York, San Antonio, TX and Austin, TX underway in 2021 already. Mallory is proud of the following points of difference stated below:

- Largest Independent, Privately-Held Safety Distributor:
 - Mallory is the largest independent and privately-held safety distributor in the United States offering products, services, and training throughout its 26 locations and distribution centers coast-to-coast. Family owned, Mallory delivers the personal touch of a local supplier with the resources of a national company committed to the growth, productivity, and safety of every customer. Without public stockholders or private equity to deliver dividends and returns to on short time horizons, Mallory takes a long-term view of relationships and can deliver a better value for the other stakeholders of customers, suppliers, and employees.
 - Multiple Specialized Sales Teams:
 - Mallory has both an inside call team of 12 safety professionals, formerly Chief Supply, dedicated to daily outbound sales calls to government entities and product specific campaigns. This inside sales team is complemented by a separate outside experienced sales team of 90 professionals located throughout the United States who regularly call on local government agencies in person for consultations about products and available purchasing contracts, project planning, manufacturer product demonstrations and trainings, and supply sourcing while also calling on private industry. Both teams are supported by a customer service team of representatives specializing in government contracts and pricing for rapid quote and purchase order turn-around.
 - World Class Safety Training Center:
 - Mallory has the largest at-height safety training center in North America, ENSA, which offers a wide range of safety-related training, including at-height safety training courses, Confined Space, Industrial Training, Bucket and Truck Rescue, and At-Height Rescues, as well as a variety of courses relevant to public safety. Mallory also conducts on-site training for customers, and has smaller training centers in Denver, St. Louis, Kansas City, Louisville, and Houston.
 - The Mallory Way Culture:
 - Mallory Associates have adopted our 33 Mallory Way Principles to guide us in fulfilling our mission to our customers of delivering Safer and More Productive Workplaces. We screen candidates for these traits, spend time every week on the fundamental of the week, and use these principles to be a high-performance culture. The list is long, and each associate has a wallet card of all 33 (You can see those principles, and the Mallory Way wordle shown in Figure 26, at <https://www.mallory.com/malloryway>).
 - Supply chain solutions through Vendor Managed Inventory (VMI) and Vending and Asset Tracking programs.
 - Mallory owns its own Vending solution, Snapvend, which it sells to other distributors, has several 200-machine and more installations at some of the biggest end users in the country, and Mallory has over 30 employees embedded full-time at large customer locations doing safety and VMI services.
-



3.2 Distribution, Logistics

3.2 Distribution, Logistics

- A. Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier.

Mallory has significant experience supporting the exact type of products, services, and needs specified in this solicitation. Mallory's line cards (Figure 27) and our Attachment 2 - OMNIA Branded Marketing Material Examples highlight key manufacturers Mallory supplies.




PREFERRED VENDORS

SAFETY

 3M Industrial Safety Products	 3M PPE Protection Fall Protection Equipment	 3M PELTOR Industrial Communication	 3M SCOTT Industrial & Fire Respiratory Equipment	 5.11 Tactical Gear & Safety Products
 ABUS Lockout/Tagout Products	 ACCUFORM Lockout/Tagout, Signs, Labels	 AIR LOGIC Industrial Breathing Air Equipment	 ALLEGRO Respiratory, Confined Space & PPE	 AMEREX Fire Extinguishers
 Ansell Safety Gloves & PPE	 ARI Skin Safety, Bug Sprays	 B&L Safety Eyewear Products	 BRADY Lockout/Tagout, Signs, Labels	 Sullard Industrial Health & Safety
 CAROLINA Safety Gloves	 CASELLA Monitoring & Measuring Equipment	 CHECKERS Traffic Safety-Checks, Cable Protectors	 CoreTec Skin Safety, Poison Ivy	 Cortina Traffic Control
 CPA Arc Flash, Welding & PPE Products	 DIAMOND Industrial Health & Safety, Tools, MRO, Fire	 DUPONT PPE Clothing	 dynarex Medical Products	 EAGLE Spill Control & Containment
 ENS OSHA Training	 eyelation RX Safety Glasses	 ergodyne PPE, Gear, Tool Lanyards & Accessories	 FIRST AID ONLY First Aid Kits & Supplies	 GASCO Calibration Gases
 HART Health First Aid Products	 Haws Hydration & Emergency Equipment	 HexArmor Safety Products & PPE	 Honeywell Safety Products & PPE	 Honeywell Welding Products
 Honeywell PPE, First Aid	 Honeywell Gas Detection Monitors	 IMPACTO Specialized PPE	 INCOM Safety Tapes & Compliance Markings	 INDUSTRIAL SCIENTIFIC Gas Detection Equipment
 JBO Cones, Signs, Barriers, & Delineators	 Justrite Flammable Containers/Cabinets, Safety Showers, Spill Control	 KASK Safety & Climbing Helmets	 Kimberly-Clark Wipes, Cleaning Products & PPE	 Lakeland Fire, Chemical, Cleanroom & HazMat PPE
 LOBO Scaffolding	 MAKO Breathing Air Solutions	 MICROFLEX Disposable Gloves	 MOLDEX Respiratory & Hearing Protection	 MSA PPE, Fall Protection, Respiratory Equipment, Gas Detection

1
Passionately Creating Safer and More Productive Workplaces

Figure 27. Mallory Line Card (page 1 of 5)

READY TO WORK
1-800-MALLORY | www.mallory.com




SAFETY

 NMC Markings, Signs, Labels & Tags	 NATIONAL SAFETY APPAREL Arc Flash, FR & Industrial PPE	North Star Glove Company Safety Gloves	 TRAX MATS FOR PROFESSIONAL USE Matting	 NPS Wipes, Towels and Tissues
 PETZL Fall Protection Equipment	 LTI PPE, Respiratory, Electrical Safety, Accessories	PSG FALL SAFETY GROUP Fall Protection Equipment	 RADIENS PPE, FR Products, Accessories	 RKI INSTRUMENTS Gas Detection Equipment
SANMAR Custom Logoed Clothing	 SHOWA Safety Gloves	SPEAKMAN Emergency Showers	 Sportsdrink Hydrating Sports Drinks	 SureWorx PPE, Welding & Safety Products
 SW Feed the Difference Disposable Safety Gloves	TechNiGlove INTERNATIONAL Safety Gloves	TINGLEY Safety Footwear & Clothing	 TUFF BUILT Winches and SRLs	 ULTRATECH INTERNATIONAL, INC. Spill Containment
 VF CORPORATION Safety & FR Work Clothing	 WESTCHESTER PROTECTIVE APPAREL Safety Gloves	ZOLL Automated External Defibrillators (AEDs)		

CLEANROOM

 Ansell Safety Gloves & PPE	 Berkshire Contamination Control Supplies	 CONTEC Cleanroom Supplies	 DUPONT PPE Clothing	 COLUMBIA PRINTING & CLEANROOM INCORPORATED Cleanroom Supplies & Printing
 FG Clean Wipes Cleanroom Wipes	 FRUTH PLASTICS Plastic Films & Custom Packaging	 Kimberly-Clark PROFESSIONAL Wipes, Cleaning Products & PPE	 LIBERTY FILM & PACKAGING Cleanroom Tapes & Labels	 LTI PPE, Respiratory, Electrical Safety, Accessories
 PURUS Floor Coverings, Clogs, Gloves	TechNiGlove INTERNATIONAL Safety Gloves	 TechTru Cleanroom Supplies	 Teknipure Innovative Contamination Control Solutions Contamination Control Supplies	 Texwipe Contamination Control Supplies
 epic Tera's International, Inc. Protective Apparel	 UltraTape Adhesive Tapes & Labels for Critical Environments Cleanroom Tapes & Labels			

2
Passionately Creating Safer and More Productive Workplaces

Figure 27. Mallory Line Card (page 2 of 5)

READY TO WORK
1-800-MALLORY | www.mallory.com




INDUSTRIAL

 Abrasives, Adhesives, Tapes	 Hand & Power Tools	 Fasteners, Hangers, Struts & Support Products	 Industrial Fasteners & Cutting Tools	 Cords, Work Lights, Wire Cable
 Lubricants, Penetrants, Oils	 Tools, Gear & Storage	 Industrial Health & Safety, Tools, MRO, Fire	 Rotary and Indesable Tooling	 Cutting Tools
 Office, JanSan & Wholesale Distributor	 Rope & Pulling Products	 Hand Sanitizers and Cleaners	 Painting Supplies	 Hoist/Slings
 Adhesives	 Safety Tapes & Compliance Markings	 Industrial Tapes & Poly Film	 Cleaners, Commercial Coatings, Additives, Lubricants and Marking Supplies	 Hand Tools
 Marking, Paint & Industrial Coatings	 Hoist/Slings	 Ladders & Scaffolding	 Ladders & Scaffolds	 Storage Systems
 Marking Supplies	 Industrial Tools, PPE & Gear	 Abrasives	 Wipes, Towels and Tissues	 Wholesale
 Janitorial & Painting Supplies, Adhesives	 Industrial Tools	 Storage Systems	 Abrasives	 Batteries, Flashlights & Lanterns
 Cutting Tools	 Industrial Tools	 Ceramic Cutters/Knives	 Strategic Lighting & Controls	 Safety Knives
 Tools and Storage	 Industrial Fasteners	 Flashlights, Headlamps, & Area Lighting	 Poly Sheeting & Bags	 Poly Sheeting & Bags
 Facilities/Warehouse Equipment & Tools	 Abrasives, Tools & Janitorial	 Abatement Supplies		

3
Passionately Creating Safer and More Productive Workplaces

Figure 27. Mallory Line Card (page 3 of 5)

READY TO WORK
1-800-MALLORY | www.mallory.com




PUBLIC SAFETY

 Tactical Gear & Safety Products	 Respiratory & Ballistic Protection	 Police Badges, Seals, Insignias & Awards	 Fire Extinguishers & Suspension Systems	 Firefighter Turn-Out Gear & PPE
 Thermal & Specialty Imaging	 Gear & Accessories Wholesale	 Critical Communications	 Barriers	 PPE, Fall Protection, Respiratory Equipment, Gas Detection
 Fire Hoses, Fire Pumps & Water Delivery Systems	 Safety & Signaling Products	 Protective Solutions	 Two-Way Radios	 Holsters, Gear & Forensic Supplies
 Police Badges, Seals, Insignias & Awards	 Strategic Lighting & Controls	 Flashlights, Headlamps & Area Lighting	 Name Badges	 Ballistic & Fragmentation Protection
 Emergency Containment Shelters	 Automated External Defibrillators (AEDs)			

4

Passionately Creating Safer and More Productive Workplaces

Figure 27. Mallory Line Card (page 4 of 5)

READY TO WORK
1-800-MALLORY | www.mallory.com



ABATEMENT

 3M Industrial Safety Products	 ABATEMENT TECHNOLOGIES Negative Air Machines & Products	 ACSI Decon & Abatement Equipment	 ALLEGRO Respiratory, Confined Space & PPE	 Apco Extruders Polyfilm and Bags
 Berry Polyfilm, Bags & Plastics	 CASELLA USA Monitoring & Measuring Equipment	 CHASE Corporation Adhesives, Sealants & Additives	 DESCO Surface Preparation Solutions	 DRLEAZ Air Movers & Dehumidifiers
 DUMOND Abatement & Remediation	 Dwyer Instruments	 ENGINEERING SOLUTIONS Negative Pressure Monitor	 FOUCA TOOLS Contamination Control Products	 Fiberlock TECHNOLOGIES Abatement & Remediation
 GRACO Spray Equipment	 ILC DOVER Containment Products	 Injectidry Specialty Drying Equipment	 IOTG Restoration and Odor Removal Equipment	 ipg intertape polymer group Industrial Tapes and Poly Film
 KLEENRITE Restoration Products	 NGFILTRATION Air Filtration	 Nilfisk HEPA Vacuums	 NOVACEK Abatement Tools	 ODOROX Air Purifiers
 PHOENIX Air Movers, Dehumidifiers, Scrubbers	 Poly-America Polyfilm, Bags & Plastics	 PULLMAN-HOLT HEPA Vacuums	 RAVEN Poly Film & Sheeting	 Sentinel Restoration, & Remediation Solutions
 Shurtape TECHNOLOGIES Industrial Tapes	 SHIELD Surface Protection Products & Tapes	 Sevlos TOOLS Surface Prep Tools & Equipment	 epic Protective Clothing Covers	 TM poly film inc. Poly Sheeting & Bags
 TRIMACO Surface Preparation Supplies	 TRM MANUFACTURING Poly Sheeting & Bags	 TWIN CHEMICALS Abatement Chemicals	 WISESUPPLY Abatement Supplies	 VAPORTEK Fire & Flood Restoration
 ZIPWALL Area Containment Structures	 Zefon INTERNATIONAL Air Sampling Products			

5

Passionately Creating Safer and More Productive Workplaces

Figure 27. Mallory Line Card (page 5 of 5)

- B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

Mallory uses a variety of ground and air shipping companies to deliver products nationwide. Service capabilities outlined in section (find section) of this proposal are available to the following areas in the United States, excluding Alaska, Hawaii and U.S. Territories and Outlying Areas.

- C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

Mallory's Prophet 21 system stores set pricing and all programmed discount price structures from where salespeople and customer service representatives share, generate quotes and process orders. Mallory has utilized this system from the beginning of their original U.S. Communities (now OMNIA) award since 2011 and has proved to be consistent and reliable system for providing standard Master Agreement pricing to all customers using the contract. Customers can request at any time a comparison of pricing from a Mallory list price and their contracted price to show compliance with the Master Agreement.

- D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.



[REDACTED]

- E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

Mallory Safety and Supply is an established and reputable distributor for Public Safety specializing in Law Enforcement, Fire/USAR, Emergency Preparedness equipment and services, and industrial safety, and for providing solutions and support for local, state, and federal agencies through various competitively-bid local, state, and federal contracts with dedicated teams of expert safety, marketing, sales manager, and customer service professionals. For more than 40 years, Mallory has provided customers with safety expertise and supply chain efficiency along with a broad array of safety products and solutions sourcing from over 1,800 manufacturers. Mallory has 26 locations across the United States and nearly 500 employees acquiring smaller reputable safety companies and their competent teams of professionals including Chief Supply Team, Washington state-based Sanderson Safety, as well as Safety & Supply, RJ Safety, Interstate Safety & Supply and recently Wise Safety & Environmental completing their national footprint.

Table 9. Mallory Facility Locations and Sizes

	Locations	Size (ft ²)
Arkansas	6190 Scott Hamilton Dr Little Rock , AR 72209	20,000
California	395 N 9th St Brawley , CA 92227	5,000
	1462 67th St Emeryville , CA 94608	8,700
	44380 Osgood Rd Fremont , CA 94539	30,000
	1609 S Grove Ave, Suite 115 Ontario , CA 91761	5,000
	5060 Convoy St San Diego , CA 92111	14,000
	3734 Imperial Way Suite A Stockton, CA 95215	16,000
Colorado	5720 Holly St (Denver) Commerce City, CO 80022	50,000
	110 W. 2nd Street Pueblo , CO 81003	1,500
Florida	1331 Pickettville Rd, Unit #1 Jacksonville , FL 32220	21,600
Idaho	219 Snake River Ave Lewiston , ID 83501	5,100
Kansas	16210 W 110th St Lenexa , KS 66219	29,000
Kentucky	2428 Crittenden Dr Louisville , KY 40217	20,000
Massachusetts	15 Aegean Dr Methuen , MA 01844	16,000
Missouri	11000 Linpage Place St Louis , MO 63132	84,000
Nevada	740 Freeport Blvd #108 Sparks NV 89431	5,400
New Mexico	7216-D Washington NE Albuquerque , NM 87109	6,300
Oregon	3241 NW Industrial St Portland , OR 97210	50,000
	645 Wilson St Eugene , OR 97402	20,000
Texas	9187 Winkler Dr Houston , TX 77017	21,600
Utah	1995 South 4490 West Salt Lake City , UT 84104	30,000
Washington	355 Ohio St Bellingham , WA 98225	10,200
	1040 Industrial Way Longview , WA 98632	32,000
	5510 E Marginal Way S Seattle , WA 98134	29,000
	3808 N Sullivan Bldg 100 Suite B Spokane , WA 99216	5,000
Wisconsin	727 E. Veterans Way Mukwonago , WI 53149	21,000

	Corporate Headquarters
	Accounting Headquarters

3.3 Marketing and Sales

3.3 Marketing and Sales

- A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:

[Redacted text block]

[Redacted text block]

- [Redacted list item]
- [Redacted list item]
- [Redacted list item]
- [Redacted list item]
- [Redacted list item]
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i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days

[Redacted text block containing information related to executive leadership endorsement and sponsorship, all obscured by black bars.]

-
- [REDACTED]
- ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

- [REDACTED]
- B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

- [REDACTED]
- i. Creation and distribution of a co-branded press release to trade publications

- [REDACTED]
- ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days
- [REDACTED]

[Redacted]

- iii. Design, publication and distribution of co-branded marketing materials within first 90 days

[Redacted]

- iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

[Redacted]

- v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.

[Redacted]

- vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement

[Redacted]

- vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)

[Redacted]

- viii. Dedicated OMNIA Partners internet web-based homepage on Supplier's website with:
- OMNIA Partners standard logo;
 - Copy of original Request for Proposal;
 - Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;
 - Summary of Products and pricing;
 - Marketing Materials
 - Electronic link to OMNIA Partners' website including the online registration page;
 - A dedicated toll-free number and email address for OMNIA Partners



- C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

With the recent acquisition of Wise Safety expanding Mallory's national footprint coast to coast, Mallory looks forward to introducing the OMNIA contract to its growing government sales force as a vehicle to transition existing government customers and prospects over to utilizing the OMNIA contract. Mallory plans to continue to expand its national presence with plans to purchase additional smaller safety companies with physical branch locations and stocking warehouses continuously in the next five years and will inherit government accounts and sales personnel as well. With the existing OMNIA contract Mallory has, there is a territory limit that covers only 20% of the country. With this award from the Port of Portland, Mallory will be able to bring on board the rest of its existing government customers and engage Mallory's full national sales force to pursue new customers.

Mallory currently has one co-operative purchasing contract that is through OMNIA Partners, formerly U.S. Communities. Mallory has remained dedicated to this organization for nearly a decade without seeking other co-operative agreements outside of OMNIA and U.S. Communities.

- OMNIA Public Safety and Emergency Preparedness and Related Service with lead public agency Fairfax County, VA' Contract Number: 4400008495
 - 5-year initial term, October 1, 2018 to September 30, 2023.
 - Option to renew for 5 additional 1-year periods.

Mallory has additional government-related contracts with federal agencies. These include:

- GSA Schedule Multiple Award Schedule (MAS), April 1, 2015 – March 31, 2022 – April 1, 2015 (security and protection, safety, fire, law enforcement, PPE, batteries).

- BPA with United States Dept of Army, Contract #: W52P1J-20-A-0003; March 24, 2020 – March 26, 2021, with 4 additional option years (fire equipment, traffic, safety, lighting, PPE, search and rescue).
- Defense Logistics Agency (DLA) Troops Support, SPE8EH19D0004; March 1, 2019 – March 31, 2024.

D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.

Mallory agrees to provide their logo for use on OMNIA marketing communications and promotions, and will coordinate with OMNIA on the use of the OMNIA Partners logo on all relevant promotional pieces.

- E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate:
- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
 - ii. Best government pricing
 - iii. No cost to participate
 - iv. Non-exclusive

Each salesperson will be trained to discuss the OMNIA agreement in a consistent manner. Their discussions with agencies will include the competitive nature of the Master Agreement along with offering the best government price, no-cost participation, and non-exclusive nature. Mallory will educate their sales staff on features and contract details so the salesforce will understand customer types who can benefit from the program.

- F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:
- i. Key features of Master Agreement
 - ii. Working knowledge of the solicitation process
 - iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
 - iv. Knowledge of benefits of the use of cooperative contracts

Mallory has a robust training system and is well-experienced in teaching each government sales person the key features of the Master agreement, the function of the solicitation process, the nature of the Public agencies as well as the use of cooperative contracts. The salesforce understands the customer types that can benefit from the program. Mallory has a sales channel dedicated to working with Public Agencies across the United States. With the award of the contract, this sales channel will be responsible for following up with all leads from the OMNIA system using approved literature with a consistent display of OMNIA partners logos.

- G. Provide the name, title, email and phone number for the person(s), who will be responsible for:
- i. Executive Support
 - ii. Marketing
 - iii. Sales
 - iv. Sales Support
 - v. Financial Reporting
 - vi. Accounts Payable
 - vii. Contracts

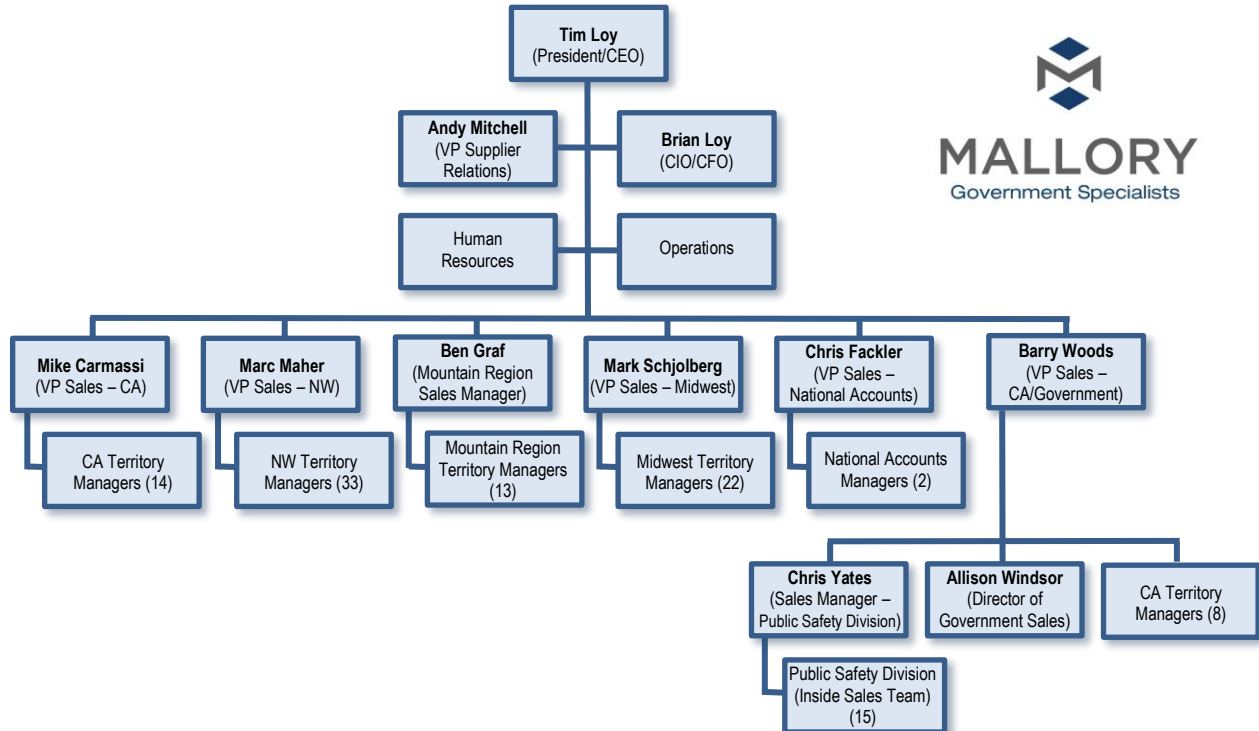
The names, titles, emails, and phone numbers for the Mallory Team’s personnel responsible for the areas indicated are provided in Table 10.

Table 10. Mallory Team Responsibilities

Area of Responsibility	Name and Title	Email and Phone
Executive Support	Tim Loy President	tim.loy@mallory.com (503) 330-7660
Marketing	Richard Koch Marketing Manager	richard.koch@mallory.com (314) 587-4114
Sales	Barry Woods VP of Sales	barry.woods@mallory.com (510) 504-0778
	Allison Windsor Director of Government Sales	allison.windsor@mallory.com (818) 644-9484
Sales Support	Darcey Forbes OMNIA Customer Service Representative	darcey.forbes@mallory.com (360) 636-5750 x353
Financial Reporting	Brian Loy CFO/CIO	brian.loy@mallory.com (503) 332-0381
Accounts Payable	Shannon Bennett Accounts Payable	shannon.bennett@mallory.com (360) 501-3228
Contracts	Allison Windsor Director of Government Sales	allison.windsor@mallory.com (818) 644-9484

- H. Describe in detail how Supplier’s national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

The leader of the salesforce is Tim Loy. A group of Vice Presidents report directly to Mr. Loy, and each of these Vice Presidents oversees the activities of their salesforce. This structure is shown in Figure 28, along with executive contact information.



Title	Name	Email	Phone
President/CEO	Tim Loy	tim.loy@mallory.com	(503) 330-7660
VP Sales	Barry Woods	Barry.woods@mallory.com	(510) 504-0778
Director of Government Sales	Allison Windsor	Allison.windsor@mallory.com	(818) 644-9484
Sales Manager – Public Safety/Government Sales	Chris Yates	Chris.yates@mallory.com	(541) 337-0677

Figure 28. Mallery Government Sales Leadership

- I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

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[REDACTED]

- I. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

- J. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

Mallory sells to local, state and federal public agencies, such as Hanford Department of Energy, DLA, and through their OMNIA cooperative purchasing contract to cities, counties, states, and their agencies for a combined total of [REDACTED] for the 2020 fiscal year. Upon Port of Portland's award, Mallory will provide more detail upon request.

- K. Describe Supplier's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

Mallory is capable of receiving orders through many avenues. Customer service representatives are available to take orders via the standard methods (phone, email, EDI, fax) along with an e-commerce website that offers punch out capabilities.

Website users can examine invoices and real-time inventory, view pricing and stock levels, review pending orders, and place orders. Additional web information includes history, technical data, branch locations, and technical documents.

Mallory continues to develop cutting edge order processing tools that keep our organization on the cutting edge of technology and allows our customers to enjoy all the benefits that come with such capability. However, we also believe that the people behind the systems are equally if not more important. To this end, we believe it is not just the systems themselves but how we interact with those systems that makes us special. A deep level of care goes into each of our customer's orders right down to the finest details.

INFORMATION SYSTEMS

Enterprise Resource Planning

Mallory utilizes the Epicor Prophet 21 Enterprise Resource Planning software for:

- Order Processing.
- Accounting.
- Inventory Management.
- Procurement/Supply Chain.
- Work Order Processing.

This software offers resources allowing our teams to interact with dynamic, rich information that allows our teams to:

- Accurately and quickly fill and process orders.
- Proactively track status and update customers on supply chain shifts.
- Automate low-level tasks allowing them to focus on customer needs.

Communication Software

Mallory utilizes a suite of Microsoft products ranging from Teams to PowerCRM. These tools allow us to constantly stay in communication with other teams and departments to make sure

issues are resolved quickly, and knowledge is shared constantly. Through SharePoint, we can work collaboratively on a single file, reducing the countless hours that would otherwise be spent on redundancies and miscommunication.

Our CRM system allows us keep on top of customer requests regardless of scale and scope, keeping every important detail accounted for and trends easier to spot.

Website and eProcurement Platforms

Our website platforms allow customers to access powerful tools and deep information on a wide range of products. Content controls allow customers to customize and control content to help assist their robust EHS plans. www.mallory.com is fully responsive, bringing the powerful tools that it offers to every device.

Mallory also offers a full suite of punch out and EDI options to work with all major procurement management software. Our team of development leads can also tailor fit proprietary systems as needed so long as they use standard cXML protocols.

Logistics

Mallory employs cutting edge logistics software is supported by a network of logistics specialists to constantly analyze freight options. This allows us to find the best value and quickest routes to our customers jobsites.

BEHIND THE SYSTEMS

Behind each of these systems is a team of world-class professionals delivering the best out of their respective areas.

Procurement

Before an order is ever placed, our team of supply chain specialists work to source and select the very best options to fit customer needs and demands. We believe that, just as important as the expertise in sourcing the product, is the knowledge of the product. Our product managers have long histories with the industries they procure from, and are experts on their features and applications.

Sales and Customer Service

Our sales and CSR teams are the centerpiece of our customer relationships. They are resources to assist customers in finding the right product, resolving application and supply challenges, and keeping track of all the expected deliverables.

When our customers place orders, regardless of the medium, the orders are entered or reviewed by their dedicated representatives. This keeps the intimate knowledge that comes with partnering with our customers from getting lost in translation. Our customers do not have to work through an offshore call center to resolve any issues that may arise. The people they come to know will always be available to assist in resolving whatever challenges come up.

- L. Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement (“Guaranteed Contract Sales”).

Mallory would need to discuss with OMNIA how to transition from a single cooperative purchasing contract to two cooperative purchasing contracts, and also understand if this was a sole award or multiple awardee agreement, to set goals for years one, two, and three. We believe this is a \$100 million category, and with the right effort, this contract could get there by a single or multiple awardees.

\$ _____ .00 in year one
\$ _____ .00 in year two
\$ _____ .00 in year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

- M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.
- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).

Read and understood.

- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.

Read and understood.

- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).

Read and understood.

- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Read and understood.

Detail Supplier’s strategies under these options when responding to a solicitation.

[Redacted content]



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