



CITY OF CLEVELAND
Mayor Justin M. Bibb

FINANCE
Purchases & Supplies

October 22, 2026

ADDENDUM 1

BID TITLE: File No. 114-26 Purchase of various types of Safety Equipment for OSHA-PERRP

BID DUE: Wednesday, November 4, 2026, at 12 o'clock noon (Eastern Time)

Attention Bidders:

We have been requested to issue the addendum for the following:

- 1. Reschedule pre-bid meeting to October 27, 2026, at 10:00am.
Via Web Ex. To call into meeting dial in 1-415-655-0003, Access Code 2312 636 0758.**
- 2. Respond to questions**
- 3. Revised Schedule of Items**

Please ensure that a copy of this addendum is included and returned with the bid specifications furnished to you by this office, as it will have the same force and effect as if it were part of the specifications originally issued.

If you have any questions regarding the attached, please contact Lauren Drake at 216-664-2627. Thank you for your prompt attention and assistance in this matter.

Signature of Potential Bidder & Name of Company

Today's Date

Thank you,

Lauren Drake, Buyer
Purchases & Supplies

CC:

Attachments

601 Lakeside Avenue, Room 128 | Cleveland, OH 44114 | T: 216-664-2620 • F: 216-664-2177 | clevelandohio.gov





File 114-2026 – Purchase of Various Types of Safety Equipment Required for OSHA-PERRP Compliance

Addendum No. 1

ANSWERS TO QUESTIONS RECEIVED FROM BIDDERS

1.	Question	We work with numerous manufacturers and distributors specializing in safety equipment, PPE, fall protection, confined-space equipment, and technical rescue products. You can visit our website to see the products we currently offer and the manufacturers listed at the bottom of our homepage. While we do not list every product these manufacturers offer on our website, we can source additional products from their catalogs upon request. Would this arrangement meet the City's requirements for Group 3, Item 3A?
	Answer	Yes
2.	Question	The solicitation requires bid security equal to 5% of the bid amount. Since Item 3A is based on a percentage discount from published catalog pricing rather than a fixed contract amount, how should we calculate the required bid security?
	Answer	The required bid security of 5% is calculated based on the <u>total amount</u> of the bidder's response to the solicitation, rather than on an individual line item. For Item 3A, the bidder's percentage discount should be applied to the applicable catalog value to determine the amount attributable to that item. For example, assuming a catalog value of \$1,000,000 and a bid discount of 50%, the resulting amount for Item 3A would be \$500,000. If the combined total for Item 3A and all other items is \$3,000,000, the required bid security would be 5% of that amount, or \$150,000.
3.	Question	We understand the solicitation establishes a 20% Cleveland Small Business participation goal. As an out-of-state, service-disabled veteran-owned small business (SDVOSB), would document good-faith efforts satisfy this requirement if suitable Cleveland-area subcontracting opportunities are unavailable?
	Answer	Prime contractors are expected to make a good-faith effort to utilize CSB subcontractors whenever CSB participation goals are included in the bid specifications. If a prime contractor is unable to meet the participation goals, it should demonstrate its good-faith efforts to identify and solicit CSB subcontractors for the contract by completing Schedule 4 of the OEO forms (See: Page 93 of the Bid).
4.	Question	The solicitation specifies delivery within five business days. Would the City permit longer delivery periods for specialized equipment, manufacturer special orders, or back-ordered items when the anticipated delivery time is disclosed and approved before the order is placed?
	Answer	Generally, the City of Cleveland requires vendors to provide just-in-time delivery of standard, commonly ordered items. For specialized items, bidders must identify the estimated lead times for delivery.



**File 114-2026 – Purchase of Various Types of Safety Equipment Required for
OSHA-PERRP Compliance**

Addendum No. 1

5.	Question	I noticed the specifications require a customized online purchasing portal. Would the City consider bids for individual product lines from suppliers who can fulfill orders directly but don't offer a dedicated online ordering system?
	Answer	The City of Cleveland expects a bidder to provide a dedicated online ordering system.
6.	Question	Discount Reduction: For example, if the listed amount is \$200,000 and we propose a 20% reduction, would the amount entered in the Total column be \$160,000?
	Answer	Yes. If the listed amount is \$200,000 and the bidder proposes a 20% discount, the amount entered in the Total column would be \$160,000, reflecting the listed amount less the proposed discount.
7.	Question	Cost Plus: In many situations, a cost-plus arrangement can be advantageous for the City of Cleveland. If we propose a 20% cost-plus arrangement, what should be entered in the Total column? Since no specific item or cost basis is provided, there is no amount against which to calculate the markup. Should this field be left blank?
	Answer	The Schedule of Items (SOI) has been revised to eliminate the cost-plus option. Bidders must use the revised SOI included with this addendum when submitting their bid responses.
8.	Question	Also, will questions and answers be published in an addendum, or will responses be distributed by email, as was the original solicitation?
	Answer	An addendum will be issued and posted on the City of Cleveland's website.

BID - SCHEDULE OF ITEMS

City of Cleveland Division of Purchases And Supplies 128 City Hall Cleveland, Ohio 44114 2026-2029				BID PAGE 1 OF 1 BIDDER MUST COMPLETE & SIGN BELOW	
TITLE OF BID				STREET ADDRESS	
Purchase of Various Types of Safety Equipment Required for OSHA/PERRP Compliance					
ORDINANCE NO. 604-2026		PASSED 05/18/26	SIGNED		CITY
DEPARTMENT		DIVISION		ST	
FINANCE VARIOUS DIVISIONS		VARIOUS		AUTHORIZED SIGNATURE	
CITY RECORD ADVERTISEMENT DATES		STANDARD CONTRACT BID		DATE	
		X REQUIREMENT CONTRACT BID			
BUYER Lauren Drake 216-864-2627		BID OPENING 12:00 O'CLOCK NOON OFFICIAL TIME			
DESCRIPTION		Value	% Reduction	Total	
Group 1 Clothing and Footwear, as per Section C and D.		\$550,000.00			
1 A National Safety Apparel (full product line to include various protective work, clothing, arc flash clothing, and flame retardant clothing). Alternative Manufacturer:		\$250,000.00			
1 B Steel Blue Footwear (full product line to include protective footwear) with full service Boot Truck or alternate method for employee to try before buying Alternative Manufacturer:		\$200,000.00			
1 C V/F Imagewear (full product line to include protective and professional clothing) with full service selection for various workwear clothing. Alternative Manufacturer:		\$100,000.00			
TOTAL					
DELIVERY (Days)		PAYMENT DISCOUNT			
		%		FOR PURCHASING USE ONLY	

All quantities herein are estimates.
The contract, if any, shall be for a period of one (1) year with two (2) one-year options to renew.

ALL OF THIS BOUND INFORMATION MUST BE KEPT INTACT AND, TOGETHER WITH ANY ADDENDA ISSUED, MUST BE RETURNED WITH THE BID. OTHERWISE, THE BID MAY BE CONSIDERED INFORMAL.

BID - SCHEDULE OF ITEMS

City of Cleveland
Division of Purchases And Supplies
128 City Hall
Cleveland, Ohio 44114

BID PAGE 2 OF 2
BIDDER MUST
COMPLETE & SIGN BELOW

TITLE OF BID

2026-2029

Purchase of Various Types of Safety Equipment Required for OSHA/PERRP Compliance

STREET ADDRESS

ORDINANCE NO. 604-2026

PASSED: 05/18/26

SIGNED

CITY

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DEPARTMENT
FINANCE VARIOUS DIVISIONS

DIVISION
VARIOUS

CITY RECORD ADVERTISEMENT DATES

STANDARD CONTRACT BID
X REQUIREMENT CONTRACT BID

AUTHORIZED SIGNATURE

BUYER

Lauren Drake
216-664-2627

BID OPENING

12:00 O'CLOCK NOON
OFFICIAL TIME

DATE

DESCRIPTION

Value

% Reduction

Total

Group 2 Excavation Safety Equipment - GME, as per Section C and D.

\$1,225,000.00

2 A GME - Full Product Line
Alternate Manufacturer:

\$750,000.00

2 A 1 GME - Inspection / Repairs / Recertification of Equipment

\$150,000.00

(Markup from List Price)

2 A 2 Freight allowance for 2 A as per C-23

\$25,000.00

\$25,000.00
Allowance

2 B Replacement Parts and Accessories

\$150,000.00

2 C Protective Road Plates

\$150,000.00

2 C 1 Freight allowance for 2 C as per C-23

\$25,000.00

\$25,000.00
Allowance

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TOTAL

DELIVERY
(Days)

PAYMENT DISCOUNT

%

FOR PURCHASING USE ONLY

BID - SCHEDULE OF ITEMS

City of Cleveland
Division of Purchases And Supplies
128 City Hall
Cleveland, Ohio 44114

TITLE OF BID

Purchase of Various Types of Safety Equipment Required for OSHA/PERPP Compliance

NAME OF FIRM

BIDDER MUST
COMPLETE & SIGN BELOW

STREET ADDRESS

ORDINANCE NO. 604-2026

PASSED: 05/18/26

SIGNED

CITY

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FINANCE

DIVISION
VARIOUS

CITY RECORD ADVERTISEMENT DATES

STANDARD CONTRACT BID
X
REQUIREMENT CONTRACT BID

AUTHORIZED SIGNATURE

BUYER

Lauren Drake

BID OPENING

12:00 O'CLOCK NOON
OFFICIAL TIME

DATE

216-664-2627

DESCRIPTION

Value

% Reduction

Total

Group 3 General Safety & Personal Protective Equipment, as per Section C and D.

\$4,000,000.00

3 A Supplier Catalog: Various Safety and Health Products

\$1,000,000.00

3 B 3M Personal Safety - Full Product Line
Alternate Manufacturer:

\$300,000.00

3 C Brady (label machines, signs and identification products)
Alternate Manufacturer:

\$150,000.00

3 D Justitie Manufacturing Company, L.C. - Full Product Line
Alternate Manufacturer:

\$150,000.00

3 E Liberty Glove & Safety - Full Product Line
Alternate Manufacturer:

\$250,000.00

3 F MSA - Full Product Line
Alternate Manufacturer:

\$250,000.00

3 F 1 MSA - Inspection / Repairs / Recertification of Equipment

\$100,000.00

(Markup from List Price)

3 G Ergodyne Workwear - Full Product Line
Alternate Manufacturer:

\$200,000.00

3 H Protective Industrial Products, Inc. - Full Product Line
Alternate Manufacturer:

\$250,000.00

3 I 3M DBI/SALA Fall Protection - Full Product Line
Alternate Manufacturer:

\$500,000.00

3 I 1 3M DBI/SALA Fall Protection - Inspection / Repairs / Recertification of Equipment

\$150,000.00

(Markup from List Price)

3 J Salesbury Electrical - Full Product Catalog (Electrical Safety Supplies and Equipment)
Alternate Manufacturer:

\$150,000.00

3 K Meltdown Technologies - Full Product Line
Alternate Manufacturer:

\$150,000.00

3 L Sawincher Products - Full Product Line
Alternate Manufacturer:

\$250,000.00

3 M Tingley - Full Product Line
Alternate Manufacturer:

\$150,000.00

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DELIVERY (Days)

PAYMENT DISCOUNT

%

FOR PURCHASING USE ONLY

BID - SCHEDULE OF ITEMS

City of Cleveland
Division of Purchases And Supplies
128 City Hall
Cleveland, Ohio 44114

TITLE OF BID

Purchase of Various Types of Safety Equipment Required for OSHAPERRRP Compliance

ORDINANCE NO. 604-2026

PASSED: 05/18/26

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DEPARTMENT

DIVISION

VARIOUS

CITY RECORD ADVERTISEMENT DATES

STANDARD CONTRACT BID
X REQUIREMENT CONTRACT BID

BUYER
Lauren Drake
216-664-2627

BID OPENING

12:00 OCLOCK NOON
OFFICIAL TIME

DATE

AUTHORIZED SIGNATURE

CITY ST

STREET ADDRESS

NAME OF FIRM

BID PAGE 4 OF 4
BIDDER MUST
COMPLETE & SIGN BELOW

DESCRIPTION	Value	% Reduction	Total
Group 4 Traffic Control Safety Equipment, as per Section C and D.	\$1,145,000.00		
4 A Wanco - Full Product Line Alternate Manufacturer:	\$250,000.00		\$15,000.00 Allowance
4 A1 Freight allowance for 4 A as per C-23	\$15,000.00		
4 B MDI Traffic Control Products - Full Product Line Alternate Manufacturer:	\$350,000.00		
4 C Remcon Corporation - Full Product Line Alternate Manufacturer:	\$250,000.00		\$15,000.00 Allowance
4 C1 Freight allowance for 4 C as per C-23	\$15,000.00		
4 D Cortina Safety Systems - Full Product Line Alternate Manufacturer:	\$250,000.00		\$15,000.00 Allowance
4 D1 Freight allowance for 4 D as per C-23	\$15,000.00		
TOTAL			

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FOR PURCHASING USE ONLY

DELIVERY (Days)	PAYMENT DISCOUNT %
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BID - SCHEDULE OF ITEMS

BID PAGE 5 OF 5

City of Cleveland
Division of Purchases And Supplies
128 City Hall
Cleveland, Ohio 44114
2026-2029

NAME OF FIRM
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TITLE OF BID
Purchase of Various Types of Safety Equipment Required for OSHA/PERRP Compliance

STREET ADDRESS

ORDINANCE NO. 604-2026

PASSED: 05/18/26

SIGNED

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VARIOUS

CITY RECORD ADVERTISEMENT DATES

STANDARD CONTRACT BID
X REQUIREMENT CONTRACT BID

AUTHORIZED SIGNATURE

BUYER
Lauren Drake
216-684-2827

BID OPENING

12:00 O'CLOCK NOON
OFFICIAL TIME

DATE

DESCRIPTION

Value

% Reduction

Total

Group 5 Safety Training Support, as per Section C and D.

\$350,000.00

5 A Vendor / Distributor / Consultant - Supplemental Safety Training

\$250,000.00

(Markup from List Price)

5 B Vendor / Distributor / Consultant - Supplied Training Material
(e.g., books, handouts, etc.)

\$50,000.00

(Markup from List Price)

5 C J.J. Keller & Associates - Full Product Line
(e.g., books, compliance materials, supplied training material)

\$50,000.00

(Markup from List Price)

TOTAL

DELIVERY
(Days)

PAYMENT DISCOUNT

%

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BID - SCHEDULE OF ITEMS

City of Cleveland
Division of Purchases And Supplies
128 City Hall
Cleveland, Ohio 44114

BID PAGE 6 OF 6
BIDDER MUST
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TITLE OF BID

Purchase of Various Types of Safety Equipment Required for OSHA/PERRP Compliance

NAME OF FIRM

ORDINANCE NO. 604-2026

PASSED: 05/19/26

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STREET ADDRESS

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CITY RECORD ADVERTISEMENT DATES

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STANDARD CONTRACT BID
REQUIREMENT CONTRACT BID

AUTHORIZED SIGNATURE

BUYER

Lauren Drake

216-664-2627

BID OPENING

12:00 O'CLOCK NOON
OFFICIAL TIME

DATE

DESCRIPTION

Value

% Reduction

Total

Group 6 Specialty Services, as per Section C and D.

\$1,025,000.00

6 A Testing of dielectric equipment such as electrical insulating gloves, boots, sleeves, blankets, all fiberglass and other electrical safety equipment per NFPA 70E.

\$300,000.00

6 B Onsite testing of dielectric equipment such as electrical insulating gloves, boots, sleeves, blankets, all fiberglass and other electrical safety equipment per NFPA 70E.

\$300,000.00

6 B 1 Inspection / Repairs / Recertification of Equipment

\$100,000.00

(Markup from List Price)

6 C Purchases of equipment such as electrical insulating gloves, boots, sleeves, blankets, all fiberglass and other electrical safety equipment per NFPA 70E. Purchases include the replacement of rubber and fiberglass equipment that have failed testing.

\$300,000.00

6 D Shipping for dielectric test items

\$25,000.00

TOTAL

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DELIVERY (Days)

PAYMENT DISCOUNT

%

FOR PURCHASING USE ONLY