



To Whom It May Concern:

In response to the County of Ocean First Aid Supplies Bid, Bound Tree Medical is pleased to offer a 32% discount off the list prices in our current Emergency Medical Product Catalog for Supplies, or on www.boundtree.com, and a 32% discount for Pharmaceutical and IV Solution product categories. Please refer to www.boundtree.com, as it serves as our current catalog.

To offer this percentage-off discount, Bound Tree must apply alternative discounts to certain product categories and manufacturer products. This is primarily due to the variability in the costs of these items, which are influenced by market demand and raw material costs.

Products offered at alternative discounts from the percentage-off bid include the following:

Manufacturers Excluded	Product Categories Excluded
5.11 Tactical	Capital Equipment
Cardio Partners	Custom Kits
Co-Pilot	Education Services
Ferno Washington	Equipment Service
IV Warmers (QinFlow & Thermal Angel)	Inventory & Secure Storage Systems
Junkin Safety	King Vision
KingFisher Medical	Preventative Maintenance
Laerdal	QuikClot Dressings
Nasco	Recertified Capital Equipment
Philips	Service Contracts
Sapphire Pumps	Supraglottic Airways and Kits
SScor	

We are pleased to provide you with a competitive bid for the emergency medical supplies and equipment that you are seeking. Please contact our Bids and Contracts Department at 800-533-0523 with any questions. Thank you.

Sincerely,

Joshua Bond

Joshua Bond
Pricing Analyst, Bids & Contracts
Bound Tree Medical, LLC