

**CORPORATE OFFICES:**

11 Columbia Circle Drive, Albany, NY 12203  
Phone: (518) 463-9706 Fax: (518) 463-9708

July 1, 2024

Mr. Dan DeBerardinis  
Office of General Services  
Procurement Services  
38<sup>th</sup> Floor, Corning Tower  
Empire State Plaza  
Albany, NY 12242

Dear Mr. DeBerardinis:

New York State Industries for the Disabled, Inc. is applying for a New Product designation for item # G7572-AB Series Rescue Boat, Trailer & Motor Package-Includes: 14' Inflatable Boat, Trailer, 30 HP Motor with Propeller & Prop Guard. This product is for use by all State Agencies. The proposed pricing is \$28,385.00 per unit.

For your review and approval, following please find the Commodity Application and Revision Form, Cost Analysis sheets and Value Added Labor Statements along with other supporting documents.

Should this item be approved, it will be supplied by Arc Herkimer/Herkimer Industries, a Member Agency duly authorized by the Commissioner of Education to perform as a Preferred Source.

Thank you for your time and attention.

Sincerely,



Sarah DeVoe  
Chief Compliance Officer

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**NYSID MEMORANDUM**

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**TO:** PROCUREMENT SERVICES  
**FROM:** NYSID  
**SUBJECT:** NYSID NEW PRODUCT #G7571  
**DATE:** 07/01/2024

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NYSID is submitting paperwork for a New Product approval for item #G7571-AB Series Rescue Boat, Trailer & Motor Package-Includes: 14'Inflatable Boat, Trailer & 30 HP Motor with Propeller & prop Guard. The NYSID proposed price is \$28,385.00 per unit.

This commodity was not found on NYS contract or at GSAdvantage. The market comparison used is from the same supplier, All Hands Fire Equipment, LLC, which supplies the NYSID product. The market comparison on Page 13 of the application indicates the wholesale price NYSID is able to acquire the commodity at versus the retail price for the same commodity. The All Hands retail price is \$29,395.91.

The NYSID proposed price of \$28,385.00 is below market.

Below are the application requirements of the Preferred Source Guidelines 6.4

**6.4.1. AB Series Rescue Boat, Trailer & Motor Package-  
Includes: 14'Inflatable Boat, Trailer & 30 HP Motor with Propeller**

During the development of the Custom Swift Water Rescue Kit (OGS Project 2376-C) with the NYS Police and NYSDEC, the concept of packaging universal rescue boat packages was born. The purpose of NYSID's three (3) boat packages is to incorporate as many agencies requested features into fewer boat selections with the goal of reducing costs to the various agencies requiring the rescue boats, while at the same time providing high-quality rescue equipment.

#### **6.4.2. Market Information**

Based on market research, NYSID estimates first-year sales for this product are estimated to be \$227,080.00.

After discussions with NYS Police, NYS Park Police, NYS Forestry, NYS Fire and NYSDEC it was estimated that NYSID could sell up to 9- G7571-AB Series Rescue Boat, Trailer & Motor Package- Includes: 14' Inflatable Boat, Trailer & 30 HP Motor with Propeller, for \$28,385.00 per unit in the first year.

Due to the ever-increasing level of flooding associated with severe weather, various state and local agencies are interested in acquiring this product as soon as possible.

#### **6.4.3. Client Employment**

Arc Herkimer/Herkimer Industries provides this unique employment opportunity to 5-members of its highly trained workforce. The clients have an opportunity work on all three components of this commodity: the boat, the trailer and the motor. With 90% of the work hours provided by disabled individuals, this commodity provides a special opportunity to apply training working on a multi-faceted project.

#### **6.4.4. Preferred Source**

Arc Herkimer/Herkimer Industries programming started in 1969 with a summer camp, where 20 children and teens were enrolled.

Thanks to dedicated board members, staff, volunteers, and the generosity of the community, Arc Herkimer/Herkimer Industries has grown from a group of loving parents looking for programs for their children, to supporting over 600 people with disabilities annually through meaningful first-class services.

In keeping with the agency's goal of building community, Arc Herkimer/Herkimer Industries has been and continues to be the premier provider of innovative and quality services for people with disabilities in Herkimer County. Arc Herkimer/Herkimer Industries seven different divisions work together to support the agency's mission of empowering people with disabilities and enriching lives throughout our community.

Herkimer Industries is the vocational division of Arc Herkimer.

With a workforce of over 100 people, Arc Herkimer/Herkimer Industries is your preferred source as a member of New York State Industries for the Disabled (NYSID).

Arc Herkimer/Herkimer Industries offers contract packaging services, in addition to products like personal protective equipment, tactical apparel, LED lighting, and STOP THE BLEED® kits.

Arc Herkimer/Herkimer Industries has four different locations in Herkimer County, New York, with over 250,000 square feet of warehouse space, and is located just off the NYS Thruway with access to all major Northeast distribution routes. Shipping through major carriers like UPS, USPS, FedEx, LTL, and TL, is available, as well as local deliveries.

Additionally, Arc Herkimer/Herkimer Industries is proud to be a STOP THE BLEED® partner, a GSA contract holder, a member of the Contract Packaging Association, FDA registered for medical devices, and SQF (Safe Quality Food) certified.

Arc Herkimer/Herkimer Industries is uniquely qualified to provide the final assembly of this product, which is outlined in our Labor Steps. This product has the same type of assembly steps used in G7541-Oil Spill response Trailer and D4772-LED sign, as well as numerous safety kits. Arc Herkimer/Herkimer Industries has a trained workforce adept at step-by-step product assembly, which encompasses the core labor steps for this product.

#### **6.4.5. Value Added**

The added value in bringing this product to market using our disabled workforce include the following tasks:

#### **LABOR STEPS**

##### **Boats**

- Inspect Boat
- Inflate Boat - Shop Vac Inflate Boat - Pump

##### **Trailers**

- Inspect Trailer
- Torque Lug Nuts
- Set Up & Tighten Bunk brackets Tune post & winch
- Mount Spare Tire
- Add Decals
  
- Marry Boat & Trailer Tune to fit properly Verify nuts tightened

##### **Motors**

- Unpack Motor
- Lift upright
- Mount to Center of Transom
- Perform PDI (Pre-Delivery Inspection)
- Install Propeller
- Install Prop Guard
- Add zip ties to hand bolts
- Tie motor to transom
- Add decals
- Secure back transom eyebolts to the trailer

**6.4.6. Direct Labor Workforce**

The estimated annual direct labor hours required to produce this product:

$$506.6667 / 1950 = 0.2598 \text{ FTE's}$$

The estimated disabled direct labor hours required to produce this product:

$$475 / 1950 = 0.2435 \text{ FTE's}$$

Percentage of direct labor provided by persons with disabilities:  $475/506.6667 = 93.74\%$

**6.4.7. Cost/Benefits Analysis**

This commodity will provide the State of New with multiple benefits. The product is priced competitively when compared to the retail price of the commodity.

This application will provide employment to 5 full-time disabled employees.

**6.4.8. Cost/Price Data**

In this case, the NYSID supplier is the source of the market comp. The chart on Page 14 compares the NYSID price from All Hands and the retail price. Comparing the same products is the best way to obtain a fair and accurate market comp.

**6.4.9. Current Suppliers**

This commodity is not currently being supplied to the State of New York under NYS contract.

**6.4.10. Preferred Source Suppliers**

First year estimated sales is \$227,080.00. All Hands Fire Equipment, LLC is the supplier providing this commodity to NYSID.

All Hands Fire Equipment, LLC  
7 Third Avenue  
Neptune City, NJ 07753

All Hands Fire Equipment is the supplier of multi-products sold under contract by NYSID. Based on our on-going business relationship, the quality of the products sold by All Hands, the exceptional customer service provided to us by all-Hands, we determined that given the nature of this product, public safety, we know that All Hands will continue to provide outstanding products and that should continue our time-tested relationship with All Hands.



# New York State Industries for the Disabled, Inc. Commodity Application and Revision Form

### I. Member Agency Information:

Date June 14, 2024

Member Agency: Arc Herkimer/Herkimer Industries

Contact Person: Scott Wyman

Job Title: Government Sales Director

Street Address: 350 S. Washington Street

City, State Zip: Herkimer, NY 13350

Phone # 315-717-5252 Fax #: 315-266-1684 E-Mail: swyman@archerkimer.org

PLEASE UPDATE  
INFORMATION IF  
NEEDED

### II. Product Category and Customer Information

Check One:  New Product  Product Line Extension  Price Revision  
 Supplier Change  Other \_\_\_\_\_

Complete Commodity Description and Use:  
G7572-AB Series Rescue Boat, Trailer & Motor Package-Includes 14' Inflatable Rescue Boat,  
Trailer, 30 HP Motor with Propeller & Prop Guard

Sizes available and corresponding pricing (if applicable):  
 \_\_\_\_\_

Colors available (if applicable):  
Red, Black, Gray

Pricing Unit (Case, Each, Dozen, etc.): Each Packaging Unit (Case, Each, Dozen, etc.): Each

Number of Items per Packaging Unit: 1 Are quantity discounts available:  Yes  No  
 If yes, list quantity discounts: \_\_\_\_\_

Is pricing to customer based on a Minimum Order?  Yes  No If yes, Minimum Order \_\_\_\_\_

Any Limitations or Delivery Restrictions:  
Customer Pick-Up at Little Falls Facility

Is there a restocking fee on returns?  Yes  No If yes, list fee: \_\_\_\_\_

Shipping Instructions:  
 \_\_\_\_\_

Is the cost of item submitted within 15% of the prevailing market price?  Yes  No

Proposed Price: \$28,385.00 Pricing Unit: Each

Market Price: \$29,395.91 Pricing Unit: Each

Provide source of market pricing: All Hands Fire Equipment, LLC-https://www.allhandsfire.com/

5.



# New York State Industries for the Disabled, Inc. Commodity Application and Revision Form

The commodity will be:  produced  manufactured  assembled  packaged by the preferred source  
**(select as many as apply)**

Location where the majority of the manufacturing will be performed: 304-06 Fourth Ave-Herkimer 13350

Estimated Annual Sales dollar amount: \$227,080.00

If product is for a single Government Agency, list information for contact person:

Contracting Agency: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone# \_\_\_\_\_ Ext. \_\_\_\_\_

Job Title: \_\_\_\_\_ Fax # \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### III. Disabled Labor Information

**Effective 10/4/2022 all contracts require that at least 50% of the direct labor be performed by individuals with disabilities or qualified veterans.**

Estimated annual direct labor hours required to produce this product: 506.6667

Estimated annual **disabled** direct labor hours required to produce this product: 475

Percentage of direct labor provided by persons with disabilities:

Est. annual **disabled** direct labor hours: 475 / Est. annual direct labor hours: 506.6667 = 93.74 %

~~Estimated number of disabled persons to be employed: 5~~

### IV. Supplier Information

Complete names and addresses of proposed suppliers of raw materials:

ALL HANDS FIRE EQUIPMENT & TRAINING  
7 Third Ave. Neptune City, NJ 07753  
www.allhandsfire.com



New York State Industries for the Disabled, Inc.

# Commodity Application and Revision Form

Describe efforts to obtain New York State and/or NYS MWBE Suppliers: (Attach additional explanation if needed)

All efforts were made to utilize NYS or NYS MWBE suppliers.

Description of benefit to the State resulting from the preferred source provision of this product:

This will provide employment opportunities to people with disabilities, fills a specific need identified by a NYS agency, and provide NYS with a cost effective purchase through the Preferred Source program.

### V. Product Revision

If a revision, NYSID item #: \_\_\_\_\_ Current Price: \_\_\_\_\_ Product Unit: \_\_\_\_\_

Date of Approval: \_\_\_\_\_ Proposed Price: \_\_\_\_\_ Product Unit: \_\_\_\_\_

- Reason for revision:
- Change in price of raw materials
  - Change in labor costs
  - Change in supplier(s)
  - Other

Explanation:

Submit completed, signed form with a cost analysis sheet to NYSID via mail, e-mail or fax to:

New York State Industries for the Disabled, Inc. E-mail: [CommodityApps@nysid.org](mailto:CommodityApps@nysid.org) Phone: 518-694-0241  
ATTN: Commodities Fax: 518-455-0341

11 Columbia Circle Drive  
Albany, NY 12203-5156

Authorized Signature:

Printed Name: Scott Wyamn

Job Title: Government Sales Director

Date: June 14, 2024

*Victoria Han 6-28-24*

Reviewed and Submitted by: NYSID Signature and Date



**New York State Industries for the Disabled, Inc.**  
**Commodity Cost Analysis**

Date Prepared: June 14, 2024  
 Member Agency: Herkimer Industries  
 Contact Person: Scott Wyman  
 Telephone #: 315-717-5252 Fax: \_\_\_\_\_ E-mail: edurham@archerkimer.org  
 Purchasing Agency: STATEWIDE  
 NYSID Item #: G7572

**PRODUCT CATEGORY:**  X  New Product \_\_\_\_\_ Product Line Extension  
 \_\_\_\_\_ Product Price Revision \_\_\_\_\_ Other

Product Description: AB Series Rescue Boat, Trailer & Motor Package-Includes: 14' Inflatable Boat, Trailer, 30 HP Motor with Propeller & Prop Guard

**I. MATERIAL COST**

Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT	
AB Series Rescue Boat	\$15,288.9500		1		1		\$15,288.9500	A
AB Boat Replacement Kit	\$158.0900		1		1		\$158.0900	A
Tohatsu 30 HP Motor	\$4,298.4500		1		1		\$4,298.4500	A
Tohatsu Propeller	\$96.8900		1		1		\$96.8900	A
Prop Guard	\$154.6600		1		1		\$154.6600	A
Trailer	\$2,124.9900		1		1		\$2,124.9900	A
Trailer Accessories Kit	\$321.2400		1		1		\$321.2400	A
Delivery-Inbound from All Hands	\$2,000.0000		1		1		\$2,000.0000	A

**MATERIAL SUBTOTAL:**

**\$24,443.2700**

% MANUFACTURING WASTE (if applicable)

\$0.0000

**TOTAL MATERIALS**

**\$24,443.2700**

**II. LABOR**

Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.

Indirect labor: First line supervision only.

Description of Labor Steps

(See Attached-Page 10)	
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**TOTAL LABOR COST**  
**SUBTOTAL PAGE 1**

**\$950.0000**  
**\$25,393.2700**


8.

SUBTOTAL PAGE 1	<u>\$25,393.2700</u>
III. ADMINISTRATIVE OVERHEAD	<u>\$1,900.0000</u>
IV. EQUIPMENT AMORTIZATION	<u>                    </u>
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE / CUSTOMER	<u>\$0.0000</u>
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	<u>                    </u>
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	<u>\$27,293.2700</u>
VI. NYSID FEE	<u>\$1,091.7308</u>
TOTAL COST OF DELIVERED PRODUCT	<u>\$28,385.00</u>

COMMENTS:

Submit this signed cost analysis via E-mail, mail or fax along with the Commodity Application and Revision Form to:

Mail: New York State Industries for the Disabled, Inc.      E-mail: CommodityApps@nysid.org      Phone: 800-221-5994  
 ATTN: Commodities  
 11 Columbia Circle Dr.  
 Albany, NY 12203

Authorized Signature:   
 Printed Name: Scott Wyman  
 Job Title: Government Sales Director  
 Date: 6/14/2024

*Victoria Han 6-28-24*

Reviewed and Submitted by: NYSID Representative

## **LABOR STEPS-G7571**

### **Boats**

- Inspect Boat
- Inflate Boat - Shop Vac Inflate Boat - Pump

### **Trailers**

- Inspect Trailer
- Torque Lug Nuts
- Set Up & Tighten Bunk brackets Tune post & winch
- Mount Spare Tire
- Add Decals
  
- Marry Boat & Trailer Tune to fit properly Verify nuts tightened

### **Motors**

- Unpack Motor
- Lift upright
- Mount to Center of Transom
- Perform PDI
- Install Propeller
- Install Prop Guard
- Add zip ties to hand bolts
- Tie motor to transom
- Add decals
- Secure back transom eyebolts to the trailer

# Quotes/Invoices for Raw Materials



# All Hands Fire Equipment

PO Box 1245  
Wall NJ 07719  
Tel:(732) 502 8060  
Fax:(732) 502 8064  
www.allhandsfire.com

# Quote

Date	Quote #
6/14/2024	EST39980
Contract #	
Account #:	

<b>Bill To</b>
Accounts Payable Arc Herkimer PO Box 271 Herkimer NY 13350

<b>Ship To</b>
Herkimer Industries 304-306 Fourth Ave Herkimer NY 13350

<b>**We will try to match or beat any price**</b>	<b>Expires</b>	<b>Sales Rep</b>	<b>Ship Via</b>	<b>Shipping Code ...</b>
	7/14/2024	Colarusso, Scott T	FedEx Ground Orde...	

Item Name	Qty.	Description	Options	Rate	Amount
AHF-ITEM	1	NY STATE BOAT PACKAGE **AB30PPG: *AB Profile 14': \$15,288.95 *AB Boat Parts Replacement KIT: Fill Valve (2) Relief Valve (2) Extra Plug Wrench \$158.09 *Tohatsu 30HP Manual \$4,298.45 *Tohatsu Prop \$96.89 *Prop Guard \$154.66 *Trailer \$2,124.99 *Accessories: Plastic Tie(s) Tongue Guard Cap Hitch Clip Round Electric Adapter Motor to Transom (Inside) Tie Down(s) Transom (Outside) to Trailer Tie Downs (2) Boat Motor Oil AHF Decals \$321.24 TOTAL: \$22,443.27		22,443....	22,443.27
Subtotal					22,443.27
Shipping Cost (FedEx Ground Orders Over \$1000)					2,000.00
Total					\$24,443.27

\*\*Please review your Estimate in great detail to ensure all items, qty., spec, etc. are correct. Please inform us asap if there is an error.\*\*



# Market Comparison

AB30PPG Market Valuation



**ALL HANDS**<sup>®</sup>  
PUBLIC SAFETY

<b>Rescue Boat Package AB30PPG</b>	<b>Herkimer Industries Cost</b>		<b>All Hands Fire Selling Price</b>	
AB Inflatable Deep V Aluminum A-14	\$	15,288.95	\$	17,987.00
AB Inflatables Replacement Kit	\$	158.09	\$	185.99
Fill Valve (2)				
Relief Valve (2)				
Extra Plug				
Wrench				
Tohatsu 30 HP Motor Long Shaft, Manual Start, Tiller Handle	\$	4,298.45	\$	5,057.00
Tohatsu Propeller For 25 & 30 HP Motors	\$	96.89	\$	113.99
11" Propeller Guard Safety Orange (25-35HP)	\$	154.66	\$	181.95
Trailer	\$	2,124.99	\$	2,499.99
Trailer Accessory Kit	\$	321.24	\$	369.99
Plastic Ties				
Tounge Guard Cap				
Hitch Clip				
Round Electric Adapter				
Motor to Transom Tie Down (2)				
Transom to Trailer Tie Down (2)				
Motor Oil (2quarts)				
Decals				
Inbound Shipping	\$	1,975.00	\$	3,000.00
Total Cost Vs Market Price	\$	24,418.27	\$	29,395.91
<b>NYSID Selling Price Vs Market Price</b>	<b>\$</b>	<b>28,385.00</b>	<b>\$</b>	<b>29,395.91</b>



<https://www.allhandsfire.com/>

## AB INFLATABLES A SERIES DEEP V ALUMINUM BOATS

SKU ABI-A

No Reviews yet



(price-match-policy)

Description	Specifications	Reviews	Videos
<p>Details</p> <p>AB Inflatables A Series Deep V Aluminum Boats</p>			

### YOU MAY ALSO LIKE



Aluminum-A125-Boat)

Profile Professional Shallow Water V  
Aluminum Boat (/AB-Inflatables-Aluminum-  
A125-Boat)  
**\$12,335.00**

(/AB-Inflatables-



Bag-Set)

CMC Rescue NFPA Throwline Bag Set  
(/NFPA-Throwline-Bag-Set)  
**\$121.99**

(/NFPA-Throwline-



Load Rite Boat Trailer (/Boat-Trailer)  
**\$2,499.99**

(/Boat-Trailer)



Profile-F15-Inflatable-Bo.  
AB Inflatables F-Series  
Fiberglass RIB With Cr  
Seat & Under Deck Fu  
Inflatable-Profile-F15-  
**\$22,803.00**

## Value Added Statement for Commodities

MEMBER AGENCY: Arc Herkimer/Herkimer Industries

USER AGENCY: Statewide

SERVICE LOCATION: Work Center

Commodity: G7572-AB Series Rescue Boat, Trailer & Motor Package-Includes: 14' Inflatable Boat, Trailer, 30 HP Motor with Propeller & Prop Guard

### DIRECT LABOR WORKFORCE

Based upon information submitted by the aforementioned member agency, the value added for the services in this application complies with the minimum Direct Labor Workforce requirements as set forth in the New York State Finance Law Section 162 as follows:

- X
1. A majority (>50%) of direct labor must be completed by individuals with disabilities and/or qualified veterans.
  2. At this time less than 50% of the employees are disabled. We are requesting a period of no more than 6 months following the approval of this application by the NYS Office of General Services in which to implement the 50% disabled worker requirement. A revised value added statement will be submitted at that time confirming that 50% of the employees are disabled. During the phase-in period 25% of the direct labor must be provided by people who are blind, disabled or qualified veterans.

New York State Industries for the Disabled, Inc.  
FACILITATING AGENCY

By:   
SIGNATURE

Victoria Harn

July 1, 2024  
DATE

Manager-Commodities