



**COUNTY OF ERIE  
DIVISION OF PURCHASE  
MEMORANDUM**

**To:** All Using Departments

**From:** Jamie Kucewicz, Buyer

**Date:** February 9, 2016

**Subject:** SMALL HAND AND POWER TOOLS

**Bid No.:** 215057-002

**Effective Dates:** Extended through January 31, 2017

**TOOL LINE**

**VENDOR**

Armstrong

RAF Supply

Black & Decker

RAF Supply

Bosch

RAF Supply

Cooper

Hanes Supply

Craftsman

Applied Industrial

Dewalt

RAF Supply

Diamond/Utica

Hanes Supply

Hilti

Hilti

Hitachi

RAF Supply

J.H. Williams

RAF Supply

Makita

RAF Supply

Milwaukee

RAF Supply

Skil

RAF Supply

Snap-on

Snap-on Industrial

Wright

RAF Supply

## VENDOR INFORMATION

### VENDOR

### TOOL LINE

### DISCOUNT

#### **APPLIED INDUSTRIAL TECHNOLOGIES**

579 Sheridan Drive  
Tonawanda, NY 14150  
Telephone: 716-874-2400  
Fax: 716-874-2407  
Vendor #114923  
Contact: Alex Wolcott

Craftsman

40%  
February 2015 price list

#### **HANES SUPPLY INC.**

55 James E. Casey Drive  
Buffalo, NY 14206  
Phone: 716-826-2636  
Fax: 716-825-2246  
Vendor #: 109674  
Contact: Bill Hanes

Cooper

46%  
2014 Apex price list

Diamond/Utica

46%  
2015 Master Catalog (1/5/15)

#### **HILTI, INC.**

5400 South 122<sup>nd</sup> East Avenue  
Tulsa, OK 74146  
Phone: 800-950-6119  
Fax: 800-950-6610  
Email: government@hilti.com  
Vendor #: 135663  
Contact: Sherry Widener

Hilti

various (see attached sheet)  
2015 Hilti price list

#### **Retail Location:**

4974 Harlem Road  
Amherst, NY 14226

**RAF SUPPLY INC.**  
2350 Hamburg Turnpike (Rt. 5)  
Lackawanna, NY 14218  
Phone: 716-828-1322  
Fax: 716-828-0486  
Vendor #: 111559  
Contact: Richard Ferrino

Armstrong	52.5% Catalog #T550859 Apex price file 2014LP (3/14)
Black and Decker	9% Catalog #DWCAT15 10/1/14 MSRP price sheet
Bosch	46.5% Catalog #2015-003 RBTC 01-01-15 price sheet
DeWalt	47.5% Catalog #DWCAT15 SBD 12-8-14 price sheet
Hitachi	8% Catalog #EP9010/2012-2 April 2014 MSRP price sheet
J.H. Williams	54% Catalog #CAT3Aug2014 2/3/14 Solb-2014u price sheet
Makita	40% Catalog #IPL114 July/2014/M1 price sheet
Milwaukee	48.5% 2010 Full Line Catalog DPL65(HD) price sheet
Skil	46% Catalog 2014/2015 Power Tool & Accessories 2015 Distribution Guide price sheet
Wright	49.5% Catalog #CAT.87 U1532015 price sheet

**SNAP-ON INDUSTRIAL**  
326 Old Oak Post Road  
East Amherst, NY 14051  
Phone: 716-698-0347  
Fax: 716-634-2587  
Vendor #: 106967  
Contact: Tom Janczak

Snap-On	various (see attached sheet) February 1, 2015 price list
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Hilti. Outperform. Outlast.

**Exhibit "A"**

**Actual dollar price is not the price list. Below is the approximate discount range for each family group of tools or consumables. Discount varies because of product category, package (for instance, tool and consumable combination packages) or multiples (3 or 6 packs or pallets).**

<b>Powder Actuated tools:</b>	<b>26-53%</b>
<b>Powder Actuated nails and boosters – consumables:</b>	<b>28-58%</b>
<b>Drill, hammer drills, combi-hammers, demolition breakers:</b>	<b>20-55%</b>
<b>Drill bits and chisels (consumables):</b>	<b>12-74%</b>
<b>Anchors (mechanical and chemical fasteners):</b>	<b>9-70%</b>
<b>Diamond saw and coring units:</b>	<b>28-40%</b>
<b>Diamond core bits and saw blades:</b>	<b>24-73%</b>
<b>Fireslop and construction chemicals:</b>	<b>12-60%</b>
<b>Cordless drivers, drills, wrenches and saws:</b>	<b>10-47%</b>
<b>Drywall screw drivers and tappers:</b>	<b>37-56%</b>
<b>Drywall sharp and self drilling screws:</b>	<b>52-79%</b>
<b>Installation systems (strut channel and connectors):</b>	<b>27-73%</b>
<b>Laser range meters; plumb, point and line lasers; rotating lasers:</b>	<b>7-40%</b>
<b>Reciprocating saw and circular saws:</b>	<b>22-44%</b>
<b>Grinders:</b>	<b>20-40%</b>
<b>Grinder blades, cut-off wheels, diamond:</b>	<b>23-56%</b>

**Hilti, Inc.  
5400 South 122<sup>nd</sup> East Avenue  
Tulsa, OK 74146**

**1-800-578-6000  
www.us.hilti.com**

PRODUCT PRICE GROUP DISCOUNTS - as of 02/01/2015

Price Group	953 Discount%	Hand Tools	Power Tools	Equipment	Tool Storage
A00	25	Chrome Plated Ratchets, Sockets, Extensions, Screwdrivers, Wrenches, Sets, Impact Sockets, L-Shaped Wrenches			
A01	0	Limited Discount For Products Similar To A			
A41	25	Specialty priced chrome socket and wrench sets			
A43	25	Select chrome plated sockets in 1/4", 3/8" & 1/2" drive. Select wrenches in OEX and SOEX series			
B00	25	Industrial (Black) Finish Sockets, Power Sockets, Wrenches, L-Shaped Wrenches, Adj. Chrome Wrenches, Adj. Wrenches, Screwdrivers, Nut Drivers, Pliers, Combo Slip Joint, Special Purpose, Lineman, Standard Adj. Joint, Needle Nose, Cutters, Electronic Pliers, Click type Torque		Meters	KRL Series Top Chests, Cabinets, Roll Cabinets, End Cabinets
B01	0	Limited Discount For Products Similar To B. CG & CJ series pulkers, Techwrench, TQ series torque			
BLG	51	3/4" drive impact sockets and drive tools, 1" drive & larger industrial finish sockets and drive tools, Industrial finish combination wrenches 2 1/16" and larger, heavy duty tubular handle and striking wrenches			
C00	25	Heavy Duty Pliers, Adjustable Pliers, Pipe Wrench, Undercut Tongue & Groove, Snap Ring Pliers, Insulated Screwdrivers, Sockets, Pliers, Wrenches, TIC series torque wrenches	Snap-on & Blue Point Brand Air Tools		
C01	0	Limited Discounts For Products Similar To C, Industrial specials			
D00	25	Blue Point, Cobra, Alligator, Vise Grip Brand Products, T Shaped Wrenches, Adjustable Wrenches, TTC torque testers, Non Snap-on Produced Products		Air conditioning service centers, Outside Equipment	KRA Series, Carts, Top Chests, Cabinets, Roll Cabinets, End Cabinets, Accessories
D01	0	Limited discounts on Industrial specialties Bits, Techwrench, Non Snap-on Produced Products			
E00	0	NOT APPLICABLE			
E01	0	NOT APPLICABLE			
F00	0	NOT APPLICABLE			
F01	0	NOT APPLICABLE			
G00	0	NOT APPLICABLE			
G01	0	NOT APPLICABLE			
H00	25			Alternator/Voltage Regulator Systems AVRS, Wheel Balancers, Scanners, Meter Carts, Stands, Booms, Brake Lathes, Vantage Units	
H01	0	Limited Discount For Products Similar To H		MODIS, SOLUS	
H30	20			Air Conditioning Equipment	
I00	14		Sioux brand and ATI	Band saw blades	
I01	0	Limited Discount For Products Similar To I			
I02	14				
I05	23			JHC BRAND	
I06	0				
I07	23				Build A Box
I10	54		SIoux Brand		
I11	52		SIoux Brand		
I12	47.5		SIoux Brand		
I13	42		SIoux Brand		
I14	39		SIoux Brand		
I15	35		SIoux Brand		
I16	31		SIoux Brand		
I17	29		SIoux Brand		
I18	24		SIoux Brand		
I19	19		SIoux Brand		
I20	14		SIoux Brand		
I21	9		SIoux Brand		
I22	4		SIoux Brand		
I25	14	Foam			
I30	53.8	JH Williams & Bahco			
I35	53.8	JH Williams & Bahco			
I40	53.8	JH Williams & Bahco			
IWA	53.8	JH Williams & Bahco			
IWB	53.8	JH Williams & Bahco			
IWC	53.8	JH Williams & Bahco			
IWG	53.8	JH Williams & Bahco			
J00	25			ETHOS, Welders, Plasma Cutters, Scanner Cartridges	
J01	0	Limited Discount For Products Similar To J		MODIS & Scanner cartridges	
K00	0				
K01	0	Limited Discount For Products Similar To K			
L00	25				
L01	0	Limited Discount For Products Similar To L			
L50	7.5				ATC Storage
L51	0				ATC accessories
LVS	7.5				ATC Storage
M00	25			Snap-on Brand Lift Equipment, Tire Changer	
M01	0	Limited Discount For Products Similar To M		MODIS cart	
N00	25			Snap-on Brand HD Lifts	
N01	0	Limited Discount For Products Similar To N			
O00	25			Oscilloscopes, Accessories	
O01	0	Limited Discount For Products Similar To O			
P00	0	NOT APPLICABLE			
P01	0	NOT APPLICABLE			
Q00	20			NEXIQ	
Q01	0	Limited Discount For Products Similar To Q			
R00	20				
R01	0	Limited Discount For Products Similar To R			
S00	20				
S01	0	Limited Discount For Products Similar To S			
T00	20			Fluid management, leak detectors	
T01	0	Limited Discount For Products Similar To T			
U00	0			Training Classes	
U01	0			Training Classes	
Y00	0				
Y01	0	Limited Discount For Products Similar To Y			
W00	20			ShopKey (non renewals)	
W01	0	Limited Discount For Products Similar To W			
X00	0			ShopKey (renewals)	
X01	0	Limited Discount For Products Similar To X			
Y00	10	Grey Pneumatic, Vendor brands	Vendor brands	Pruning Equipment, Ideal Brand Meters, Encepac Brand Hydraulic Products, Vendor brands	
Y01	0	Limited Discount For Products Similar To Y			
Z00	0				
Z01	0	Limited Discount For Products Similar To Z			