



to: Indiana Department of Administration
On behalf of: Indiana State Police

re: Contract Negotiated Bid 100-23-74099
Badges, Insignias, Pins, and Commendation Bars

Thank you for inviting Ray O'Herron Company, Inc. to participate in the Indiana State Police contract negotiated bid for Badges, Insignias, Pins, and Commendation Bars. After carefully reviewing your requirements, we are confident we can meet your expectations of service and are eager to partner with your agency.

The Ray O'Herron Company, Inc. has been a supplier of public safety equipment since 1964 and we are very excited and grateful for our upcoming 60th Anniversary. We strive to provide quality products and service that ensures the safety and success of our first responders. As a family-owned business, we are currently owned and operated by 3rd Generation President, Michael O'Herron, and Vice-President Christopher O'Herron, along with 4th Generation Vice-President, Jared Fredericks, and Secretary/Treasurer Justin Fredericks. Throughout the last sixty years, we have remained true to our roots by empowering employees and fostering a family-oriented environment for our staff as well as our customers.

Over the years, Ray O'Herron Company, Inc. has grown from operating from town to town out of the trunk of Ray O'Herron's car, to having two brick and mortar locations. With this expansion and help from our inside and outside sales representatives, we have been able to build an extensive sales territory that includes Illinois, Indiana, Wisconsin, Missouri, Kansas, Iowa, Minnesota, North Dakota, South Dakota, and Nebraska. While much of our territory is in the Midwest, we also service some southern states, like Kentucky and Tennessee. Even though our corporate office is located in Illinois, we are situated on the Indiana/ Illinois boarder, right off I-74. Being located so close to the state line, having 65+ employees, along with two sales representatives based in Indiana, allows us to service Indiana agencies with ease. We have been registered to do business in Indiana since 1970, continue to be in good standing with the state, and would love the opportunity to earn the Indiana State Police's business and build a strong, copacetic working relationship.

As an authorized V.H. Blackinton® dealer who has maintained a good standing for thirty plus years, we feel we are capable of completing the Indiana State Police's needs of this contract. When an order is received from the Indiana State Police, our badge specialist will place the order directly with Blackinton. Those pieces of equipment will be drop-shipped from Blackinton to the agency address listed on the purchase order. Ray O'Herron Company, Inc. will have tracking information for the shipping vendor to make sure the items arrive when and where they are supposed to. This process allows us to monitor the pieces of equipment through ordering, shipping, and delivery to ensure that any pertinent state information does not fall into the wrong hands.

Ray O'Herron Company, Inc. appreciates the state of Indiana's consideration regarding the aforementioned contract bid. If there are any additional questions, please feel free to reach out to Justin at the contact information below, or Administrative Assistant Heather Moulton at bids@oherron.com.

Thank you for your time.

Justin Fredericks

Owner: Secretary/ Treasurer
Ray O'Herron Company, Inc.
justin@oherron.com
(800) 223-2097

3549 N. Vermilion St., Danville, IL 61832

www.oherron.com

General Company Information:

Company Name: Ray O'Herron Company, Inc
Address: 3549 N. Vermilion St., Danville, IL 61832
Telephone Number: (800) 223-2097
Fax Number: (217) 443-3808
Website: www.oherron.com
Indiana State Business ID: 197001-094
Indiana State Bidder ID: 0000007239
FEIN: 37-0916018
Business Type: S-Corporation
NAICS Code: 5999

Contract Contacts:

Michael O'Herron
President
(800) 223-2097 ext. 135
mike@oherron.com

Heather Moulton
Administrative Assistant
(800) 223-2097 ext. 127
bids@oherron.com

Experience/References:

Currently, Ray O'Herron Company, Inc. has various contracts throughout the states of Illinois, Indiana, Wisconsin, Iowa, Minnesota, and Nebraska. Some of the contracts are at the state level, with State Police and State Administration, while others are with individual city or municipality agencies. We have current contracts with Illinois State Police and Cook County Sheriff's Department for Badges, Hardware, Hat Shields, and Lucite. Below are references for those contracts.

Illinois State Police

Contract Number: 23-493ISP-ADMIN-B-38580
Valid: December 16, 2023- December 31, 2026
Contact: Amy Hinds
Phone Number: (217) 524-1544
Email: amy.hinds@illinois.gov

Cook County Sheriff's Department

Contract Number: 2350-04032
Valid: February 5, 2024- February 4, 2027
Contact: Niki Solomon
Phone Number: (312) 603-0057
Email: Niki.Solomon@ccsheriff.org