

***City of Biddeford***  
**Finance Committee**  
**January 04, 2024 5:00 PM Council Chambers & Zoom**

Please click this URL to join:

**<https://biddeford.zoom.us/j/98794527068?pwd=YXhVRVAybU9FemsyeHBZV2JyMVp2QT09>**

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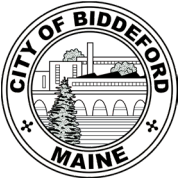
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**Status:** - *In-person City Hall and Virtual Via Zoom*

- 1. Call to order**
- 2. Approval of the Minutes**
- 3. Signing of the expenditure warrant**
- 4. Discussion/Approval**
  - 4.1. Approval/Award Ambulance Purchase to P.L. Custom - Sugarloaf Ambulance/Rescue Vehicles  
[20240104 Approval Ambulance Purchase - BRIEF](#)  
[20231227 Ambulance Purchase Sales Agreement - REFERENCE](#)  
[20220103 Sourcewell RFP 110921 PL Custom Ambulance Contract - REFERENCE](#)  
[20231227 PL Custom Sugarloaf Ambulance Component Report- REFERENCE](#)
  - 4.2. Approval/Award Fire Engine Pumper Purchase to Sutphen Corp  
[20240104 Approval Fire Engine Pumper Purchase - BRIEF](#)  
[20220208 Sourcewell RFP 113021 Sutphen Corp Contract - REFERENCE](#)  
[20231227 Sutphen Engine Pumper Proposal - REFERENCE](#)  
[20231227 Sutphen Engine Pumper Component Report - REFERENCE](#)
- 5. Other Business**
- 6. Adjournment**



## Finance Committee

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**Meeting Date:** January 4, 2024

**Meeting Time:** 5:00pm

**Agenda Item No:** 4.1

**Item Description:** Approval/Award Ambulance Purchase to P.L. Custom - Sugarloaf Ambulance/Rescue Vehicles

**Submitted by:** Lawrence D. Best, Fire Chief

**Supporting Information/Documentation:**

Please see the attached proposal and purchase agreement from Sugarloaf Ambulance/Rescue Vehicles

**Key Terms:**

Ambulance Replacement

**Executive Summary:**

Approval to award the contract to purchase a new Ambulance to the Sugarloaf Ambulance/Rescue Vehicles for a 2025 RAM 5500, PL Custom, Type 1 Ambulance.

On December 19, 2023, the Finance Committee voted to allow the Fire Department to proceed with a sole source procurement for this new ambulance.

**Detailed Review:**

The Fire Department is seeking approval for the purchase of one new ambulance from the Sugarloaf Ambulance/Rescue Vehicles for a cost of \$450,936.00.

The Fire Department has worked with the vendor/manufacturer of the most recently purchased ambulances, which was from the Sugarloaf Ambulance/Rescue Vehicles to update and develop specifications for this vehicle which will be constructed by P.L. Custom.

The purchase of this ambulance would be through Sourcewell, which is a cooperative purchasing program. Sourcewell is a nationwide, government procurement service striving to make the governmental procurement process more efficient. They hold hundreds of ready-to-use competitively solicited contracts.

The funds for the ambulance would be due in two parts/payments. The first payment will be due when the Dodge chassis arrives. The second payment will be due upon the delivery of the vehicle, which will be an estimated 24-30+ months after the signing of the contract.

The chassis payment is standard among the various manufactures and typically costs 18 to 25% of the total cost for the ambulance purchase.

This vehicle will replace one of the current ambulances. Upon delivery of the new Ambulance, the DPW Fleet Garage Supervisor will mechanically evaluate the three ambulances to determine which one is in need to be replaced first.

**Funding Source:**

Future CIP project funding through the budget process; est. time frame of FY2024/2025 for the chassis payment and FY2025/2026 for the final payment upon delivery. The cost would be \$450,936.00

**Staff Recommendation:**

Staff recommends going forward with this purchase from the Sugarloaf Ambulance/Rescue Vehicles for a 2025 RAM 5500, P.L. Custom, Type 1 Ambulance for a total of \$450,936.00.

# **PURCHASE AND SALE AGREEMENT**

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THIS PURCHASE AND SALE AGREEMENT IS ENTERED INTO BETWEEN  
SUGARLOAF AMBULANCE / RESCUE VEHICLES AND

## ***BIDDEFORD FIRE DEPARTMENT***

In consideration of the payment described below, Sugarloaf Ambulance / Rescue Vehicles will deliver a 2025 RAM D5500, P L Custom Emergency Vehicles, Type I Ambulance, as described in the enclosed specifications, with the options specified.

Unless otherwise noted herein, the purchase price agreed to is due on day of delivery. Delivery to Biddeford Fire Department, shall be paid by Sugarloaf Ambulance / Rescue Vehicles. An inspection of the vehicle, as specified shall be made by the purchaser, prior to accepting the vehicle. Payment, in full, shall be made at this time. This includes a Stryker Power Load System and Stryker Power Cot,

**The price delivered to Biddeford Fire Department is:**

***\$450,936***

Payment shall be made to Sugarloaf Ambulance / Rescue Vehicles.

The purchaser agrees to pay \$\_\_\_\_\_

Sugarloaf Ambulance / Rescue Vehicles delivery dates are uncertain due to the orders in the PL Custom que

***Keith Stuart***

SUGARLOAF AMBULANCE / RESCUE VEHICLES  
Scan & return to : kgstuart@twc.com

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***BIDDEFORD Fire Department***

**Solicitation Number: RFP #110921****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and P.L. Custom Body and Equipment Co., Inc., 2201 Atlantic Ave., Manasquan, NJ 08736 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Ambulance and Emergency Medical Service Vehicles from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires February 23, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out, refurbished, or remounted Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily

apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell



contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

**B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

**C. SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

**D. TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

**E. GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

**A. PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell in the amount specified in the table below, based on the number of units in each order by Participating Entities under this Contract, as the administrative fee during each calendar quarter.

| Order Size       | Administrative Fee |
|------------------|--------------------|
| 5 units or fewer | \$1,000.00 USD     |
| 6 - 10 units     | \$2,000.00 USD     |
| 11 - 15 units    | \$3,000.00 USD     |
| 16 units or more | \$4,000.00 USD     |

Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

## **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

**A. INTELLECTUAL PROPERTY****1. *Grant of License.*** During the term of this Contract:

a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.

b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

**2. *Limited Right of Sublicense.*** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

**3. *Use; Quality Control.***

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

**4.** As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

**5. *Termination.*** Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

**B. PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed

work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## **18. INSURANCE**

A. **REQUIREMENTS.** At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:



\$1,000,000 each occurrence Bodily Injury and Property Damage  
 \$1,000,000 Personal and Advertising Injury  
 \$2,000,000 aggregate for Products-Completed operations  
 \$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.



C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian

government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that

each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The

right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier not use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

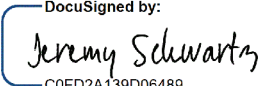
T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

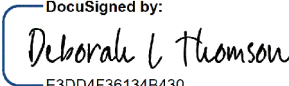
## 22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

P.L. Custom Body and Equipment Co., Inc.

DocuSigned by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
2/24/2022 | 3:00 PM CST  
Date: \_\_\_\_\_

DocuSigned by:  
  
E3DD4F36134B430...  
By: \_\_\_\_\_  
Deborah L. Thomson  
Title: President  
3/1/2022 | 10:56 AM PST  
Date: \_\_\_\_\_

Approved:

DocuSigned by:  
  
7E42B8F817A64CC...  
By: \_\_\_\_\_  
Chad Coauette  
Title: Executive Director/CEO  
3/1/2022 | 12:58 PM CST  
Date: \_\_\_\_\_

# RFP 110921 - Ambulance and Emergency Medical Service Vehicles

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## Vendor Details

Company Name: P.L. Custom Body and Equipment Co., Inc.

Does your company conduct business under any other name? If yes, please state: PL Custom Emergency Vehicles (ambulances, remounts, conversions) and Rescue 1 (rescues, command, haz-mat)

Address: 2201 Atlantic Avenue  
Manasquan, NJ 08736

Contact: Chad Newsome

Email: cnewsome@plcustom.com

Phone: 732-223-1411 149

Fax: 732-223-8456

HST#: 41-1310360

## Submission Details

Created On: Tuesday October 12, 2021 10:18:16

Submitted On: Friday November 05, 2021 15:54:06

Submitted By: Deb Thomson

Email: debthomson@plcustom.com

Transaction #: 4f52d12b-d5ba-470c-aad4-957fe47cb4ed

Submitter's IP Address: 96.56.20.251

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

| Line Item | Question                                                                                                                                                                                                                                                                               | Response *                                                                               |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| 1         | Proposer Legal Name (one legal entity only):<br>(In the event of award, will execute the resulting contract as "Supplier")                                                                                                                                                             | P.L. Custom Body and Equipment Co., Inc.                                                 |
| 2         | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.                                                                                                                                                                  | There are no subsidiary entities.                                                        |
| 3         | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.                                                                                                                                                               | PL Custom Emergency Vehicles.                                                            |
| 4         | Proposer Physical Address:                                                                                                                                                                                                                                                             | 2201 Atlantic Ave,<br>Manasquan, NJ 08736                                                |
| 5         | Proposer website address (or addresses):                                                                                                                                                                                                                                               | www.plcustom.com                                                                         |
| 6         | Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract): | Deborah L. Thomson<br>President<br>debthomson@plcustom.com<br>732.223.1411               |
| 7         | Proposer's primary contact for this proposal (name, title, address, email address & phone):                                                                                                                                                                                            | Chad Newsome<br>National Sales Manager<br>cnewsome@plcustom.com<br>732.223.1411 ext. 149 |
| 8         | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):                                                                                                                                                                                     | None                                                                                     |

**Table 2: Company Information and Financial Strength**

| Line Item | Question                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9         | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services. | <p>P.L. Custom Body and Equipment Co., Inc. (PLCB) is a closely held, independently owned C-Corporation manufacturer located in Manasquan, NJ. We have been in the business of serving the emergency services community with the manufacturing of ambulances, rescue trucks, and other specialty response units since 1946. 2021 marks our 75th anniversary! The business was purchased by the Smock Family in 1970 and is operating under the same management today.</p> <p>P.L. Custom Body and Equipment Co., Inc, DBA PL Custom Emergency Vehicles (PLCEV), manufacturers Type I, Type III, and Medium Duty ambulances. As our name symbolizes, we are a custom manufacturer. We have 175 full time employees at our Manasquan, NJ location. Many of our employees have been with us for 20, 30, and over 40 years! This longevity and loyalty are supported by the true family commitment we have for our employees. The tribal knowledge these long-term employees have is invaluable to both our company and to our customers.</p> <p>Central to our core values is a dedication to design and the manufacturing of reliable, durable, and serviceable vehicles customized to meet and exceed the specific needs of our customers. We are known as a company that stands behind our products and will always do the right thing when it comes to our customers.</p> |



|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 10 | What are your company's expectations in the event of an award?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | In the event of an award by Sourcwell for our Emergency Vehicles, we would expect to achieve an increase in sales and deliveries. As we saw on our last awarded contract, the growing acceptance and desire for cooperative bids, and in particular the Sourcwell program, has opened new avenues to expand our product reach. The Sourcwell Members consistently point out the ease of working with this specific cooperative purchasing program. If awarded, we see a continuation and expansion of being able to assist those members in acquiring products from PLCB.                                                                                                                                                                                                                                                  | * |
| 11 | Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <p>PL Custom Body &amp; Equipment Co had annual revenue of \$25,765,555.00 in 2020. This was generated from the manufacture and sale of ambulance vehicles, rescue vehicles, ambulance body remounts, service and parts sales. Our financial statements for 2020/2019 are included in our submission.</p> <p>We enjoy a strong and long-term relationship with Provident Bank, with credit lines for both chassis and working capital. These credit lines are approved at \$6,000,000 total. We also have a relationship with Ford Motor Credit and a chassis line of \$3,500,000. Our approved interest rate for both of these lines is below prime.</p> <p>Our performance bond rating with NGM Insurance Company is strong and has been maintained for many years at a percentage rate of &lt;1%.</p>                   | * |
| 12 | What is your US market share for the solutions that you are proposing?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Our US market share for our ambulances and emergency vehicles is approximately 5% per the NTEA / AMD annual survey reports.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | * |
| 13 | What is your Canadian market share for the solutions that you are proposing?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | We currently do not market our ambulance vehicles in Canada.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 14 | Has your business ever petitioned for bankruptcy protection? If so, explain in detail.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | NO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 15 | How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.<br>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?<br>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party? | <p>P.L. Custom Body and Equipment Co., Inc. is a manufacturer of custom ambulances and emergency vehicles.</p> <p>Answering b)<br/>PL Custom Emergency Vehicles is a manufacturer of custom emergency vehicles with sales distribution thru a network of independently owned and operated Sales and Service Dealers in 29 states outside of New Jersey. These individuals would be considered employees of a third party.</p> <p>Our Dealers maintain a sales distribution agreement with P.L. Custom Body and Equipment Co., Inc. which details their respective area of responsibility, performance expectations, and service requirements. Sales and service in New Jersey is provided by New Jersey Emergency Vehicles (NJEV), a division of PLCB. This staff of 32 sales and service techs are employees of PLCB.</p> | * |
| 16 | If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | PLCB maintains Certification to Federal Specification KKK-A-1822 Rev. F, Ford QVM, NFPA, and OSHA. We maintain manufacturer licenses in all states that require it. We are current members of NFPA, NJBIA, NTEA/AMD/MVP, and CAAS.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 17 | Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | None                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |

**Table 3: Industry Recognition & Marketplace Success**

| Line Item | Question                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                                                                              |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 18        | Describe any relevant industry awards or recognition that your company has received in the past five years                                                                     | NTEA/MVP Qualified Company<br>Ford QVM approval rating at 98.5%<br>NTEA/AMD Executive Board Member, Deborah L. Thomson, active member and former chair of the division.                                                                                                                                                                                 | * |
| 19        | What percentage of your sales are to the governmental sector in the past three years                                                                                           | 90% of our vehicles sales are to government / municipal customers; local/city fire/ems departments, large county fire/ems departments. 10% of our vehicle sales are to hospital based ems services.                                                                                                                                                     | * |
| 20        | What percentage of your sales are to the education sector in the past three years                                                                                              | We do not sell to the education sector.                                                                                                                                                                                                                                                                                                                 | * |
| 21        | List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?          | Houston Galveston Area Cooperative (HGAC) \$5,000,000 avg per year for the past 3 years<br>Pennsylvania Co-Stars – maintained by Pennsylvania Dealer<br>FCAM - Maintained by Massachusetts Dealer<br>Florida Sheriffs – Maintained by Florida Dealer<br>Sourcewell for ambulances and rescue vehicles – over \$5,000,000 in 2021 and continuing to grow | * |
| 22        | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | We do not have a GSA Contract                                                                                                                                                                                                                                                                                                                           | * |

**Table 4: References/Testimonials**

**Line Item 23.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

| Entity Name *                                                              | Contact Name *                                                                 | Phone Number * |   |
|----------------------------------------------------------------------------|--------------------------------------------------------------------------------|----------------|---|
| Clinton Rescue Squad<br>PO Box 5265<br>Clinton, NJ 08809<br>Member # 98207 | Frank Setnick, Chief                                                           | 908.735.4012   | * |
| City of Novi<br>45175 W. 10 Mile Road<br>Novi, MI 48375<br>Member # 26244  | Michael Rhatigan<br>Fleet Asset Manager<br>City of Novi                        | 248.567.0395   | * |
| City of Elkhart<br>2421 17th Street<br>Elkhart, IN 46517<br>Member # 27713 | Shaun Edgerton, Chief<br>Kristi Sommer, Asst. Chief<br>Elkhart Fire Department | 574.293.8931   | * |

**Table 5: Top Five Government or Education Customers**

**Line Item 24.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

| Entity Name                          | Entity Type * | State / Province * | Scope of Work *                                                   | Size of Transactions *                | Dollar Volume Past Three Years * |   |
|--------------------------------------|---------------|--------------------|-------------------------------------------------------------------|---------------------------------------|----------------------------------|---|
| Chesterfield County Fire & EMS       | Government    | Virginia - VA      | International Medium Duty Ambulances                              | 12 Units                              | 3,600,000.00                     | * |
| Montgomery County Fire               | Government    | Maryland - MD      | Freightliner Medium Duty Ambulances<br>Spartan Heavy Rescue Units | 16 ambulances<br>3 Heavy Rescue       | 8,600,000.00                     | * |
| Spring Hill Community Ambulance Corp | Government    | New York - NY      | Type I, Type III and remount vehicles                             | 6 units                               | 1,500,000.00                     | * |
| Wheaton Volunteer Rescue Squad       | Government    | Maryland - MD      | Freightliner Medium Duty Ambulances<br>Conversion vehicles        | 3 ambulances<br>3 conversion vehicles | 1,110,000.00                     | * |
| Boca Raton Fire Dept                 | Government    | Florida - FL       | Freightliner Medium Duty Ambulances                               | 3 Ambulances                          | 1,350,000.00                     | * |

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

| Line Item | Question                                                                                                                                              | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |   |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 25        | Sales force.                                                                                                                                          | PLCB currently has a sales force in the field of 84 sales representatives.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 26        | Dealer network or other distribution methods.                                                                                                         | Our dealer network is comprised of 20 dealerships in 30 states and the District of Columbia. The states that have direct dealer coverage are Alabama, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Vermont, Virginia, Washington DC, West Virginia, Wisconsin. In states that we do not have dealer coverage, members may purchase factory direct.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 27        | Service force.                                                                                                                                        | All of our dealers offer full service through their own dealerships, not through subcontractors, in their respective areas of responsibility. In areas where no dealer is present, we partner with either the member's own fleet service department or an independent service vendor for warranty support of the product. All sales and service territories are clearly defined with no overlapping areas.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 28        | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others. | <p>PL Custom Emergency Vehicles supports our dealer network and customers with a very thorough proposal process, including detailed specifications, pricing, and drawings. We maintain a log for each of these projects assigned to each dealer. When a Sourcwell customer inquiry is received, the customer information would be documented and forwarded to the dealer in the particular area of responsibility. The dealer / sales representative would contact the customer directly. We at PL Custom Emergency Vehicles would support the dealer with the proper proposal format and pricing for the Sourcwell contract.</p> <p>While most contracts are directly between the customer and the dealer, in the event of a factory direct sale, the factory will handle all of the contract paperwork.</p> <p>Once the vehicle is contracted with the dealer, the file converts to a booked order and is logged into our production job database. At that time it will also be coded as a Sourcwell contract.</p> <p>If the contract is to be Sourcwell, we would document the details of the project and submit the information to Sourcwell on a quarterly base as required. PL Custom Emergency Vehicles would remit the fee to Sourcwell on behalf of the customer and the dealer at time of delivery.</p> | * |

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| 29 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.                                                                                              | In locations where PLCB has dealer representation (as noted above in 26), customer service is handled primarily through the assigned dealer. Customers have access to direct phone numbers, after hour's points of contact, e-mail and fax access, as well as a host of social media platforms. In those areas with dealer coverage, PLCB also stands by to assist with sales and service support, as well as twenty-four service support. In areas not supported with dealer coverage, we maintain committed to customer support (sales / service) with 24 hour phone, e-mail, and social media (Facebook) access. | * |
| 30 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.                                                                                                                                                                                                             | As noted above in sections 25, 26, and 27, PL Emergency Vehicles looks forward to building on the successes of our first Sourcewell contract. We want to be the premier supplier for Sourcewell members looking for exceptional quality emergency vehicles.                                                                                                                                                                                                                                                                                                                                                         | * |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.                                                                                                                                                                                                                        | As Canada has different standards for ambulance, we are not currently looking to expand into that marketplace.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 32 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.                                                                                                                                                                                                                     | As noted in question 26, we have sales and service dealerships in 30 states and the District of Columbia. In those areas not covered by a dealer, we can sell factory direct to the members and then partner with either the member's own fleet service department or an independent service vendor for warranty support of the product.<br><br>As noted in question 31, we are not currently looking to sell in Canada due to different standards for ambulances in that marketplace.                                                                                                                              | * |
| 33 | Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract? | There are no Sourcewell participating entities that we would exclude from servicing.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | * |
| 34 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.                                                                                                                                                                                               | As we do not have any dealers currently serving Hawaii, Alaska, or in the US territories, we would treat any sales opportunities as a factory direct sale. Members that choose not to take delivery from PLCB's location can choose to have the vehicles delivered to their location. The cost for this service would be itemized out to the Member and billed out as a separate part of the final invoicing.                                                                                                                                                                                                       | * |

**Table 7: Marketing Plan**

| Line Item | Question                                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 35        | Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>If we are awarded the Sourcewell contract, we will have new training programs for our dealers - as we did previously with the first contract - to promote Sourcewell and educate our dealers on the benefits, use, and procedures associated with proper utilization of this contract. We will distribute printed and electronic supporting documents for our dealers to distribute and promote with their customer base, as well as promoting our involvement in the contract with Sourcewell Members directly.</p> <p>In addition, PLCB will use our website, Facebook page, e-mail campaigns, and print advertising to promote our continued participation with Sourcewell. At the over 50 trade shows PLCB products are displayed at, we will have signage and information available promoting our status as an awarded vendor with Sourcewell.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 36        | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.                                                                            | <p>PLCB has two websites for our different product lines, PL Custom Emergency Vehicles - <a href="http://www.plcustom.com">www.plcustom.com</a> and Rescue 1 - <a href="http://www.rescue1mfg.com">www.rescue1mfg.com</a>. We also maintain Facebook pages for each product line. Our total likes for both pages is approaching 18,000 and our reach is even higher. Our websites and Facebook pages all have direct links to Sourcewell.</p> <p>We routinely post on our Facebook pages about the value of becoming a Sourcewell Member.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 37        | In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?                                | <p>Sourcewell's role in promoting contracts arising out of this RFP should be multi-layered. We appreciate and are well aware of, and follow, your social media activity. The websites - both for Members and vendors - is filled with helpful content. The area that seems to need increased activity is participating in more trade shows in the Fire / EMS industry. We were happy to see Sourcewell attending the FDIC Conference in Indianapolis. A recommendation would be to also attend both the EMS World Expo and EMS Today conferences.</p> <p>In terms of our integration of our Sourcewell-awarded contract into our sales process, it is promoted by our dealers in three levels:</p> <p>First level - Prior to a demo appointment, the sales representative performs an agency look-up to see if the customer is already a Member.</p> <p>Second level - If the customer is a Sourcewell Member, they go to the meeting with a pre-proposal showing the applicable contract model and pricing. If the customer is not a member, they bring along information on becoming a member.</p> <p>Third Level - If the customer is not a member, but they are funded by their municipality, the dealers take the same steps as the prior two levels. In some cases, we may enlist the assistance of Sourcewell in promoting the contract to the purchasing municipal government. This was done successfully with Raritan Township, NJ previously.</p> |
| 38        | Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.            | PLCB does not have an e-procurement system.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

**Table 8: Value-Added Attributes**

| Line Item | Question                                                                                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 39        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply. | <p>Sales training offered multiple times during the year at PLCB, as well as at the dealer locations.</p> <p>Service training to dealers is offered to both dealers and customers multiple times per year at PLCB and also at dealer / customer location. Hard copy and electronic training manuals are provided to all attendees.</p> <p>Customer specific tours of our facility and meetings with upper management and engineering.</p> <p>Pre-construction meetings with customers are held either here at PLCB or virtually via Zoom prior to final approval packages submitted for customer sign-off. This meeting is chaired by the specific engineer / project manager for the vehicle.</p> <p>All of the above are provided to our customers and dealers at no charge.</p> |

|    |                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 40 | Describe any technological advances that your proposed products or services offer.                                                                  | <p>Vehicle enhancements using new technology:<br/>VMUX Multiplexed Electrical systems with integrated diagnostics for vehicle condition</p> <p>Idle reduction/mitigation systems to support on scene load demands</p> <p>UV lighting upgrades in Climate control system for air sanitation</p> <p>UV lighting system for surface disinfection</p> <p>AeroClave, MEDS disinfecting topical spray systems</p> <p>360 degree, rear view, patient compartment and exterior blind spot cameras with monitor in cab</p> <p>Electrical load management with cab mounted indicators and potential load shed when draw exceeds output.</p> <p>Anti-theft devices to secure vehicle when left unattended.</p> <p>Dash Cam DVR for recording vehicle activity and GPS.</p> <p>Seat Belt monitoring systems for cab and patient area.</p> <p>Narcotics lockers with Biometrics, PIN and proximity cards to control and document access.</p> <p>Electronic keyless access control for cabinetry and drawers using keypads or smart card credentials.</p> <p>Climate controlled cabinets to monitor for temperature sensitive drugs and saline.</p> <p>On board vehicle WIFI and wireless routers for telecommunication</p> <p>Engineering/Technology:<br/>Quote Writer for sales quoting</p> <p>Solid Works for 3D modeling and design</p> <p>Drive Works for 3D modeling and drawing configuration</p> <p>Solid Works EPDM for storage of engineering data</p> <p>Solid Works Electrical for electrical design and schematics</p> <p>OMAX Precision WaterJet System for metals processing</p> <p>Safran e-Brake for metals processing</p> <p>Radan software for water jet and e-brake</p> <p>Sage MAS 200 ERP for accounting and inventory</p> <p>Ford IDS Integrated Diagnostic System for vehicle diagnostics/</p> <p>Ford NGS New Generation Star Tester for diagnostics</p> <p>John Bean Front End Alignment</p> <p>In house paint mixing systems for Akzo Nobel Sikkens</p> <p>Thermwood CNC Router for Cabinet shop</p> |
| 41 | Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each. | <p>We offer solar panel technology to support the charging or recharging of the vehicle batteries. This allows the vehicle engine to be shut off and not drain the batteries when the communication radios, temperature-controlled cabinets, computers etc. are still needed to be active.</p> <p>We offer Idle reduction technology for those customers that need to remain on the scene of an incident and want to turn the engine off to reduce emissions into the air.</p> <p>Internally at the company, we maintain recycling of paper, aluminum and plastic. We recycle delivery pallets back to the original company. Scrap metal, wood and cardboard is recycled thru services specific to recycling.</p> <p>We have embraced the remote work environment and continue this program post the pandemic requirements. This reduces commutation fuel consumption and energy/utility usage here in the office/plant.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

|    |                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 42 | Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. | We do not have any current third party eco-labels/certifications.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 43 | Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.    | PL Custom Body and Equipment Co., Inc. is a woman owned company. Jean S Smock and Deborah Smock Thomson maintain current ownership and management.<br><br>Key management positions are held by women:<br>Nancy Buhagiar VP of Operations and Finance<br>Kim Blanco HR Manager<br>Patricia Hill Marketing Manager<br>Cindy Straubinger, Service Manager<br>Lisa Croasmun, Quality Assurance Manager.                                                                                                                                                                    | * |
| 44 | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?                                                    | P.L. Custom Body and Equipment Co., Inc. is an independent and family-owned manufacturer of custom emergency vehicles with a hands-on approach to our customers. Accessibility to and involvement with upper management is a component of every customer relationship that we maintain. We answer to our customers and employees, not a board of directors. This offers added value to our customers and to Sourcewell Members. The experienced solutions our people offer result in a better understanding of our customers' needs and a strong repeat customer base. | * |

**Table 9: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

| Line Item | Question                                                                                                                                                                                                                                                              | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 45        | Do your warranties cover all products, parts, and labor?                                                                                                                                                                                                              | Yes. Our warranties are as follows:<br><br>3 year, 36,000 mile General Conversion<br>Lifetime Structural Integrity<br>Lifetime, 100,000 mile Electrical<br>10 year Paint<br>5 Year Paint Corrosion                                                                                                                                                                                                                                                                                                           | * |
| 46        | Do your warranties impose usage restrictions or other limitations that adversely affect coverage?                                                                                                                                                                     | Paint Corrosion Warranty has prorated coverage in the 4th and 5th year of the warranty timeframe.<br><br>Components that are manufactured by other are covered by their representative warranties. We facilitate warranty coverage for our Dealers and Customers in these incidents.                                                                                                                                                                                                                         | * |
| 47        | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?                                                                                                                                                             | Yes, upon request.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | * |
| 48        | Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair? | All states currently serviced by our Dealer Network are fully covered for all warranty needs. In the areas where we may not have a Dealer, we coordinate with a local chassis dealer as well as an emergency vehicle facility to support the customer with warranty repairs. In some areas, we have set up the customer as a warranty facility when they have the ability to do so. We offer service training at our location and also at the customers/service center location to support this opportunity. | * |
| 49        | Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?                                                                      | Some items that are manufactured by others are covered in both our 3 year general conversion and lifetime electrical warranties. Other items are covered by the respective manufacturer's warranty – some of which are for longer periods of time.<br><br>We facilitate warranty coverage for our Dealers and Customers in these incidents.<br><br>We have several lighting brands that offer 5 year and lifetime warranties on their products. All of which are extended to the end user customer.          | * |



|    |                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |   |
|----|--------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 50 | What are your proposed exchange and return programs and policies?              | <p>Warranty Reimbursement procedure:<br/>The Dealer Service Center is contacted by the customer in the event of a warranty repair need. The Dealer contacts PL Custom (mfg.) for warranty authorization and diagnostic assistance for the reported issue.</p> <p>Warranty Pre-Approval Authorization: All warranty claims require a pre-approved Warranty Authorization Number. This pre-approval process is required to first, inform PL Custom/Rescue 1 of a warranty problem, but second and most important, to help diagnose and repair warranty service problems in the field. Payment of warranty claims requires an approved authorization number.</p> <p>Warranty Parts: If warranty parts are required and authorized, PL Custom/Rescue 1 will ship in stock replacement parts the day the request is made, provided the part is ordered before 2:00 p.m.. Parts that need to be ordered will be either shipped from the parts manufacturer or shipped out the same day they arrive to PL Custom/Rescue 1.</p> <p>Return of Defective Parts: When warranty parts are provided, defective parts must be returned to PL Custom/Rescue 1 within 30 days of the parts being shipped to be processed for credit.</p> | * |
| 51 | Describe any service contract options for the items included in your proposal. | <p>Preventative maintenance contracts are offered to our customers for annual inspections and chassis maintenance needs such as oil changes, fluid checks, transmission service and battery load testing for optimal performance.</p> <p>PL Custom is a Ford Authorized Warranty Center providing bumper to bumper support for our customers with the Ford Chassis.</p> <p>Several of our Dealers also provide Freightliner and International Chassis warranty to their customers allowing for minimal downtime when the vehicle is out of service for repair.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |

**Table 10: Payment Terms and Financing Options**

| Line Item | Question                                                                                                                                                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                        |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 52        | Describe your payment terms and accepted payment methods.                                                                                                                                                                                                                | <p>Standard payment terms are payment upon delivery of the completed vehicle to the customer. Terms other than that are offered and negotiated on a per case basis.</p> <p>Discounts are offered for progress payments to the contract.</p> <p>We allow for check payments and wire transfer payments for completed vehicles.</p> | * |
| 53        | Describe any leasing or financing options available for use by educational or governmental entities.                                                                                                                                                                     | PL Custom does not offer in house leasing. We work closely with several municipal leasing companies and connect the customer directly to them for the opportunity. Recent Sourcwell networking events have opened up other opportunities in this area as well.                                                                    | * |
| 54        | Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response. | Our Order Form is the first indication into the factory that this particular order will be a Sourcwell Member order (see upload). We also have a Sourcwell sales reporting form that is used for our quarterly reports to Sourcwell (see upload).                                                                                 | * |
| 55        | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?                                                                                                                | We currently do not use a P-card payment process for completed vehicles. We do offer this for smaller purchases for parts and service.                                                                                                                                                                                            | * |

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

| Line Item | Question | Response * |
|-----------|----------|------------|
|-----------|----------|------------|



|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 56 | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.                              | Detailed price lists for all base vehicles and associated options have been included in our proposal.<br><br>The pricing reflects an MSRP for the vehicles and options and a 5% discount for Sourcewell contract pricing.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | * |
| 57 | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.                                                                                                                                                                                                                                                | The pricing as submitted to Sourcewell is discounted from MSRP and is offered with a 5% discount on base vehicles and options.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 58 | Describe any quantity or volume discounts or rebate programs that you offer.                                                                                                                                                                                                                                                                                                                                                                                                  | We offer multiple vehicle discounts for two or more vehicles ordered at the same time with the same spec and concurrent production. Discount is offered at \$1,500.00 per vehicle when greater than two.<br><br>Discounts are also offered for progress payment opportunities.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 59 | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.                                                                                                                                                                                          | We supply some items we would consider to be "pass thru" to the customer such as; patient loading stretchers, communication radios, exterior graphics/lettering and chassis options.<br><br>We also provide for the installation of customer supplied equipment such as patient loading stretchers, communication radios, small tools, hand lights, and miscellaneous equipment items.<br><br>Sourced goods or open market price items not on our line item price list are treated as special option pricing and are noted as such in the proposal and final contract pricing. These are subject to our standard cost plus labor pricing process. No additional charges are imposed on these items. We would allow these special options on Sourcewell contract vehicles.                                                                                                    | * |
| 60 | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. | The selling and service Dealer may offer the end user customer additional technical installation opportunities for radios, computer systems, and other equipment. The selling dealer will also many times coordinate lettering and graphics on the completed vehicle.<br><br>Assistance with State specific EMS and licensing inspections and motor vehicle registration processing's are offered by our Dealers as a convenience to the customer.                                                                                                                                                                                                                                                                                                                                                                                                                           | * |
| 61 | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.                                                                                                                                                                                                                                                                                                      | Most vehicles are picked up at our Manasquan, NJ facility and driven to the customer location after a final inspection here at the factory. The vehicle is normally picked up by the Dealer/salesperson, taken to their business location for any necessary state inspection and motor vehicle requirements. The vehicle is then delivered to the end user customer.<br><br>PLCB and our dealers have relationships with several transport companies that will pick up the completed vehicle from our manufacturing location and deliver it to the dealer or customer as requested. The need for this increased during the pandemic lockdowns and has continued for some as a convenience to the customer.<br><br>Our location in New Jersey allows for many options for our customers. We are close enough for an easy drive and centrally located for transport companies. | * |
| 62 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                                                                                                                                                                                                                                                                                                                       | We have not delivered any units to Alaska or Hawaii. Transportation if needed into Canada would be coordinated by our Dealer Representative and they would coordinate all border transport and customs requirements.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 63 | Describe any unique distribution and/or delivery methods or options offered in your proposal.                                                                                                                                                                                                                                                                                                                                                                                 | Several of our dealers are from a greater distance from NJ and will arrange for a customer final inspection here at the plant, followed up by a transport company pick up of the completed ambulance. Our location in the tri-state area affords easy transportation to our location for the Dealer and the Customer. The vehicle transport is quoted specifically for each unit based on size and destination.                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |

**Table 12: Pricing Offered**

| Line Item | The Pricing Offered in this Proposal is: *                                                                                    | Comments |
|-----------|-------------------------------------------------------------------------------------------------------------------------------|----------|
| 64        | c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments. |          |

**Table 13: Audit and Administrative Fee**

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 65        | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. | We require all orders utilizing the Sourcewell contract to be initially coded as a Sourcewell contract on the incoming order form. The pricing for the sale would then be reviewed, validated, and approved by the national sales manager. It would then be entered into our Access database. The data is also recorded into a tracking Excel spread sheet for all Sourcewell contracts. That information is then shared on a quarterly basis with Sourcewell.                                                                                                                                                                                                                                                                         | * |
| 66        | If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.                                                                                                                                                                                                                                                                                                                                                                    | <p>The reporting form to Sourcewell notes the following information:</p> <ol style="list-style-type: none"> <li>1. Member Name</li> <li>2. Agency Under Member (ie. Fire Department of the Town that is the Member)</li> <li>3. Member address</li> <li>4. Member ID#</li> <li>5. Contract number</li> <li>6. Product ID</li> <li>7. Date of contract</li> <li>8. Projected month of delivery</li> <li>9. Actual delivery date</li> <li>10. Fee mount for Sourcewell</li> <li>11. Contract price</li> <li>12. Date of payment made to Sourcewell</li> <li>13. Check #</li> <li>14. Selling dealer</li> </ol> <p>Internally, we also track if the dealer was invoiced for the Sourcewell fee and whether we have received that fee.</p> | * |
| 67        | Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)                                                                                                   | PLCB will propose a \$ 1,000.00 per order administrative fee for Sourcewell. As noted, this will be included in the price as offered.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | * |

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

| Line Item | Question                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 68        | Provide a detailed description of the equipment, products, and services that you are offering in your proposal.                          | <p>Our vehicles are produced as Medallion Type III, Classic Type I, and Titan Medium Duty ambulances. Utilizing the Ford, RAM, Chevrolet, Freightliner, International, and Kenworth chassis platforms, the actual choice of chassis is based on customer preference and needs.</p> <p>We provide modular ambulance body remounts for Type I, Type III, and Medium Duty ambulances. This allows the customer to retain the value in the original ambulance body and remount it onto a new chassis when the original is worn out with mileage or other conditions. This offers a true savings to the customer and also extends the overall value of the ambulance. All of our vehicles are designed with this opportunity in mind.</p> <p>Emergency Medical Units providing first response and ALS (Advanced Life Support) services are offered on a variety of chassis platforms. These chassis can be Ford, GM, or RAM platforms.</p> |
| 69        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | <p>Our RFP offering has twenty-eight different products to offer to the Sourcewell Members. They are broken into three different groups:</p> <p>Ambulances - Seventeen different choices for Members, with a wide variety of chassis platforms and module sizes.</p> <p>Ambulance Body Remounts - Five different choices for Members, with a wide variety of chassis platforms.</p> <p>Conversion Vehicles - Six different choices for Members based upon various chassis platforms.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                              |

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

| Line Item | Category or Type                                                                                                                                                | Offered *                                                        | Comments                                                                                                                                                                                                                            |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 70        | Type I, II, III, and IV ambulance units                                                                                                                         | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | PLCB is offering Type I, Type III, and Medium Duty ambulances. We do not manufacture Type II ambulances. A listing of all models, relevant specifications, and drawings for each product will be uploaded in the documents section. |
| 71        | Emergency medical transportation vehicles                                                                                                                       | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | A listing of all models, relevant specifications, and drawings for each product will be uploaded in the documents section.                                                                                                          |
| 72        | Vehicles used in the delivery of pre-hospital and out of hospital care                                                                                          | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | A listing of all models, relevant specifications, and drawings for each product will be uploaded in the documents section.                                                                                                          |
| 73        | Equipment, accessories, and supplies complementary or incidental to the purchase of a turnkey or complete unit of the types described in Lines 70-72            | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | A listing of all optional items will be uploaded in the documents section.                                                                                                                                                          |
| 74        | Installation, customization, refurbishment, inspection, repair and maintenance, and training and support services related to solutions described in Lines 70-72 | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | In addition to training and support as noted in question 39, our uploaded options list covers many of the customization options offered to Members.                                                                                 |

Table 15: Industry Specific Questions

| Line Item | Question                                                                                                                                                            | Response *                                                                                                                                                                                                                                                               |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 75        | Describe available options for customization of the equipment and products offered in your proposal and any related order processes.                                | Detailed option list is uploaded for our three product segments - ambulances, remounts, and conversions.                                                                                                                                                                 |
| 76        | Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.           | There are five different remount offerings that we are putting forth for the Sourcewell Members. There are also optional components listed for remounts as well in our overall option list. These are uploaded in the documents section.                                 |
| 77        | Describe your compliance with US standards for the equipment and products offered in your proposal, including applicable federal and state requirements.            | PLCB maintains certification to Federal Specification KKK-A-1822 Rev. F, Ford QVM (Quality Vehicle Modifier), NFPA, and OSHA. We maintain manufacturer licenses in all states that require it. We are also current members of NFPA, FAMA, NJBIA, NTEA/AMD/MVP, and CAAS. |
| 78        | Describe your compliance with Canadian standards for the equipment and products offered in your proposal, including applicable federal and provincial requirements. | We do not certify to Canadian ambulance standards.                                                                                                                                                                                                                       |

Table 16: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 79. NOTICE:** To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

| Contract Section | Term, Condition, or Specification | Exception or Proposed Modification |
|------------------|-----------------------------------|------------------------------------|
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |

Documents

Ensure your submission document(s) conforms to the following:

- 1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
- 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
- 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - PLCB Base and Optional Pricing.zip - Friday November 05, 2021 15:50:10
- [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Friday November 05, 2021 15:52:26
- [Marketing Plan/Samples](#) - Marketing Plan and Samples.zip - Thursday November 04, 2021 08:37:50
- [WMBE/MBE/SBE or Related Certificates](#) - WMBE-MBE-SBE or Related Certificates.zip - Thursday November 04, 2021 08:43:34
- [Warranty Information](#) - Warranty Information.zip - Thursday November 04, 2021 08:44:01
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Thursday November 04, 2021 08:44:23
- [Upload Additional Document](#) - Product Reference Guide, Ambulance quotes and drawings, remount quotes, and conversion quotes.zip - Thursday November 04, 2021 08:44:49

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Deborah Thomson, President, P.L. Custom Body and Equipment Co., Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

| File Name                                                                              | I have reviewed the below addendum and attachments (if applicable) | Pages |
|----------------------------------------------------------------------------------------|--------------------------------------------------------------------|-------|
| <b>Addendum_7_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Tue November 2 2021 06:50 PM   | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_6_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Tue October 26 2021 07:51 PM   | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_5_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Thu October 14 2021 04:14 PM   | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_4_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Tue October 12 2021 08:14 AM   | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_3_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Mon October 4 2021 09:44 AM    | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_2_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Thu September 30 2021 11:08 AM | <input checked="" type="checkbox"/>                                | 2     |
| <b>Addendum_1_Ambulance_EMS_Vehicles_RFP_1109021</b><br>Tue September 28 2021 07:41 AM | <input checked="" type="checkbox"/>                                | 1     |



# QUOTATION

# Sugarloaf Ambulance / Rescue Vehicles

Biddeford Fire Department  
152 Alfred Street  
Biddeford, Maine 04022  
207-282-6632

Sugarloaf Ambulance Rescue Vehicles  
411 U S Route 2 East  
Suite A  
Wilton, ME 04294

**Exp. Date:** 01/05/2024  
**Quote No:** 10111-0002  
**BODY:** CLSC170 Type 1 Classic, 170" 108"CA

12/06/2023

Page 1

| PART NO                                                                                                                                                                                                                                          | S   | DESCRIPTION                                           | QTY | ID  | EACH      | EXTENDED  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-------------------------------------------------------|-----|-----|-----------|-----------|
| == Type 1 Classic, 170" 108"CA - 33.990                                                                                                                                                                                                          |     |                                                       |     | PLG |           |           |
| 07/29/22 ==                                                                                                                                                                                                                                      |     |                                                       |     |     |           |           |
| 00-00-0100                                                                                                                                                                                                                                       |     | PL Ambulance - Release 34.05 effective 10/23/23       | 1   | PLG | 0.00      | 0.00      |
| 00-05-0100                                                                                                                                                                                                                                       | <   | ** Quote Terms **                                     | 1   | PLG | 0.00      | 0.00      |
| All chassis are subject to availability.                                                                                                                                                                                                         |     |                                                       |     |     |           |           |
| Quoted body pricing is valid for 30 days from receipt or until the next data release.                                                                                                                                                            |     |                                                       |     |     |           |           |
| Chassis pricing for PL Supplied chassis is subject to OEM chassis manufacturer surcharges and model year increases.                                                                                                                              |     |                                                       |     |     |           |           |
| An ambulance or rescue vehicle order, submitted utilizing a chassis that cannot be assigned (from existing inventory) or ordered (chassis order banks open), will NOT be processed until such time that the chassis can be ordered and assigned. |     |                                                       |     |     |           |           |
| The vehicle order will then be processed and priced on most current pricing and data release in place for both chassis and body. This applies to both PL Custom and Customer/Dealer supplied chassis.                                            |     |                                                       |     |     |           |           |
| 00-11-7065                                                                                                                                                                                                                                       | S < | 170" CLASSIC BODY, 72" Headroom, w/Drop Skirt         | 1   | PLG | 168103.00 | 168103.00 |
| Overall Vehicle Dimensions:                                                                                                                                                                                                                      |     |                                                       |     |     |           |           |
| Length: 308"                                                                                                                                                                                                                                     |     |                                                       |     |     |           |           |
| Width: 99"                                                                                                                                                                                                                                       |     |                                                       |     |     |           |           |
| Height: 112" (+/- 2")                                                                                                                                                                                                                            |     |                                                       |     |     |           |           |
| Exterior Modular Body Dimensions:                                                                                                                                                                                                                |     |                                                       |     |     |           |           |
| Length: 170"                                                                                                                                                                                                                                     |     |                                                       |     |     |           |           |
| Width: 97"                                                                                                                                                                                                                                       |     |                                                       |     |     |           |           |
| Height: 91"                                                                                                                                                                                                                                      |     |                                                       |     |     |           |           |
| Interior Modular Body Dimensions:                                                                                                                                                                                                                |     |                                                       |     |     |           |           |
| Length: 165"                                                                                                                                                                                                                                     |     |                                                       |     |     |           |           |
| Width: 90 3/4"                                                                                                                                                                                                                                   |     |                                                       |     |     |           |           |
| Height: 72"                                                                                                                                                                                                                                      |     |                                                       |     |     |           |           |
| 03-00-1240                                                                                                                                                                                                                                       | < > | Chassis Type -Dodge (w/ required Conversion upgrades) | 1   | PLG | 1950.00   | 1950.00   |
| All chassis options & upgrades must be reviewed/edited when changing chassis type.                                                                                                                                                               |     |                                                       |     |     |           |           |
| Paint must be reviewed/edited due to possible OEM white changes                                                                                                                                                                                  |     |                                                       |     |     |           |           |

| PART NO    | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                       | QTY | ID         | EACH    | EXTENDED |
|------------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
|            |     | The included Dodge Conversion upgrades are:<br>Electrical circuits, wire and harness routing, and<br>walk-thru construction                                                                                                                                                                                       |     |            |         |          |
|            |     | <b>EXTERIOR</b>                                                                                                                                                                                                                                                                                                   |     | <b>PLG</b> |         |          |
| 10-10-1100 | <   | Modular Body Construction<br>SAE J3057 Compliant                                                                                                                                                                                                                                                                  | 1   | PLG        | 0.00    | 0.00     |
| 10-10-2000 | <   | Structural Integrity Warranty<br>The structural integrity of the body shall be<br>guaranteed for the life of the unit, as long as the<br>original purchaser shall own it.                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 10-10-2070 |     | Finite Element Analysis                                                                                                                                                                                                                                                                                           | 1   | PLG        | 0.00    | 0.00     |
| 10-10-2100 |     | Compartments, Aluminum Diamond Plate, welded                                                                                                                                                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 10-12-2000 |     | Type I, Classic, Cab to body Pass-thru                                                                                                                                                                                                                                                                            | 1   | PLG        | 0.00    | 0.00     |
| 10-15-4000 |     | Body mounting, Type I, rubber donuts, L-Duty                                                                                                                                                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 10-20-3300 |     | Lowered Body Skirts, with Intermediate Step                                                                                                                                                                                                                                                                       | 1   | PLG        | 0.00    | 0.00     |
| 10-30-1000 | <   | Curbside 6" Dropskirt<br>Drop skirt on curb side to be 6" i/l/o 3"<br>Requires Side skin change, Entrance door height<br>change and "D" door height change                                                                                                                                                        | 1   | PLG        | 1000.00 | 1000.00  |
| 10-30-1100 | <   | Streetside 6" Dropskirt<br>Drop skirt on street side to be 6" i/l/o 3"<br>Requires Side skin change, "A" door height<br>change and "B" door height change.                                                                                                                                                        | 1   | PLG        | 1000.00 | 1000.00  |
|            |     | <b>EXTERIOR DOORS, AMBULANCE</b>                                                                                                                                                                                                                                                                                  |     | <b>PLG</b> |         |          |
| 11-10-1060 | <   | Trimark 1875 Paddle Handle Power Locking,<br>Entrance. Doors Qty(3)<br>The door system shall include emergency override<br>latch levers in upper and lower locations of each<br>entrance door. Levers are visible with red coating<br>and intended for emergency use in the event of a<br>non-functioning handle. | 1   | PLG        | 0.00    | 0.00     |
| 11-10-4060 | <   | Trimark 1875 Paddle Handle Power Locking, Std<br>Compt Doors (6)<br>Tied to OEM Power Door Lock Switch                                                                                                                                                                                                            | 1   | PLG        | 0.00    | 0.00     |
| 11-20-1800 | >   | Gas Spring Pneumatic Door Checks -Classic &<br>Titan                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |
| 11-20-2020 |     | Compartment. "A" Door to Check Past 90 Degrees                                                                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
| 11-20-2030 |     | Compartment. "C" Door to Check Past 90 Degrees                                                                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
| 11-20-2050 |     | Compartment. "E" Door to Check Past 90 Degrees                                                                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
| 11-20-3000 |     | Compartment. "D" Door to Check Past 90 Degrees                                                                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
| 11-20-5000 |     | Grabber Rear Doors Hold Open, Top Mount,<br>Polished Aluminum                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 11-30-1000 | >   | Side Entrance Door Nylon Strap w/ Footman<br>loops                                                                                                                                                                                                                                                                | 1   | PLG        | 200.00  | 200.00   |
| 11-30-1010 | < > | Body Compartment Door(s) Nylon Strap w/<br>Footman loops (ea.)<br>Specify Quantity and Location:<br>Qty: 4<br>Loc: "A" "C" "D" "E"                                                                                                                                                                                | 4   | PLG        | 200.00  | 800.00   |
|            | <   | <b>COMPARTMENT LAYOUT</b><br>Exterior compartment dimensions reflect wall to wall<br>measurements.                                                                                                                                                                                                                |     | <b>PLG</b> |         |          |

| PART NO    | S     | DESCRIPTION                                                                                                                                                                                       | QTY | ID         | EACH    | EXTENDED |
|------------|-------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| 12-10-2035 |       | "A" Left Front - 20w x 86h x 21d -(w/Oxygen window)                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| 12-15-100B |       | "B" Left Side 1/2 High -43w x 42h x 20d                                                                                                                                                           | 1   | PLG        | 0.00    | 0.00     |
| 12-20-1435 | <     | "C" Left Rear, 3/4 High, outside access, Oversized Width, -32w x 59h x 20d<br>NOTE: Options selected below left rear counter may require a "box-out" due to space limitations                     | 1   | PLG        | 1200.00 | 1200.00  |
| 12-25-100A |       | "D" Right Front, In-Out Access -20w x 55h x 33d above floor -20d below floor                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 12-30-150B |       | "E" Right Rear, with In/out to Center Aisle -24w x 83h x 21d                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
|            |       | <b>COMPARTMENT DOOR PANELS, MATS, DECKING</b>                                                                                                                                                     |     | <b>PLG</b> |         |          |
| 13-20-1000 |       | Compartment Door Panels, Alum, Diamond Plate                                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 13-30-1P10 |       | Polycoated Compt & Entrance Door Sills, Compt Floors, Area Behind Rub Rails, Black                                                                                                                | 1   | PLG        | 1500.00 | 1500.00  |
| 13-30-2000 |       | Vent Compartments to Exterior of Vehicle                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 13-40-1000 |       | Dri-Dek, Floors of Compartment, Black                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 13-40-2500 |       | Rubber Mat, Shelves, Exterior Compartment                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 13-40-2800 |       | Turtle Tile Slip Resistant Stepwell Mat (removable)                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
|            |       | <b>COMPARTMENT CONFIGURATIONS AND EQUIPMENT</b>                                                                                                                                                   |     | <b>PLG</b> |         |          |
| 13-41-0160 |       | Oxy Bracket, w/Adjustable Shelf, Compartment A, (No Light Under Shelf)                                                                                                                            | 1   | PLG        | 185.00  | 185.00   |
| 13-42-0300 |       | (2) Adjustable Shelves, for compartment "B"                                                                                                                                                       | 1   | PLG        | 439.00  | 439.00   |
| 13-43-0250 |       | (1) Adjustable Shelf, for compartment "C"                                                                                                                                                         | 1   | PLG        | 226.00  | 226.00   |
| 13-47-0470 | <     | Full Height Divider w/(3) Adjustable Shelves Compartment "E"<br>Long Equipment Storage Compartment "E"<br>Divider to be 12" off front wall w/10" shelves.                                         | 1   | PLG        | 631.00  | 631.00   |
| 13-70-0200 |       | Bulbous mounts for (2) backboards Compt. "E"                                                                                                                                                      | 1   | PLG        | 150.00  | 150.00   |
| 13-70-0700 |       | Hanger for Ferno EXL or #65 Scoop Compartment "E"                                                                                                                                                 | 1   | PLG        | 100.00  | 100.00   |
| 13-70-4000 | S < > | Zico "Corner" Mount, Factory Supplied -(for SCBA)<br>Mount Factory Supplied ZICO Model # ABS Mount, in corner of compartment.<br><br>Location: "C" Compartment<br>Mount 24: from the floor        | 2   | PLG        | 185.00  | 370.00   |
| 13-70-4400 | S < > | SCBA Zico (KD-UH) Walk-Away Bracket #5 Clip (new, price ea)<br>Qty. (2) Location: Compartment "C" , 6" from the shelf above                                                                       | 2   | PLG        | 175.00  | 350.00   |
| 13-90-S000 |       | <b>** SPECIAL OPTION REQUEST **</b>                                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| 13-90-S001 | U     | (1) Adjustable Shelf, for compartment "C", 11" from the ceiling                                                                                                                                   | 1   |            | 0.00    | 0.00     |
| 13-90-S002 | U <   | PAC mount Coat hooks in Compartment "C"<br>Qty: (2) , Location: "C" Compartment, (1) centered on forward wall, (1) Centered on the rearward wall, under the shelf.<br>Dealer Supplied & Installed | 2   |            | 80.00   | 160.00   |
|            |       | <b>REAR STEP BUMPER</b>                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 14-10-2700 |       | Lift-up Rear Step, Recessed, -Lic. plate left body                                                                                                                                                | 1   | PLG        | 0.00    | 0.00     |

| PART NO    | S   | DESCRIPTION                                                                                                                                                                                                                                                           | QTY | ID         | EACH    | EXTENDED |
|------------|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| 14-10-4000 | <   | Rear step to have additional grip strut<br>An additional grip strut shall be mounted to center portion of rear step. This will bring the level of the center within 3/4" of the rear bumpers.                                                                         | 1   | PLG        | 250.00  | 250.00   |
| 14-20-1000 |     | Rear Dock Bumpers, Bolted to Bumper Ends<br><b>ALUMINUM DIAMOND PLATE ACCESSORIE</b>                                                                                                                                                                                  | 1   | PLG<br>PLG | 0.00    | 0.00     |
| 15-10-1000 |     | Front Corner Stone Guards, Polished Diamond Plate                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 15-15-1000 |     | Front Body Stone Guard, Polished Diamond Plate                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
| 15-20-1050 | >   | Rub-Rails, C-Channel, Offset, Satin Finish                                                                                                                                                                                                                            | 1   | PLG        | 0.00    | 0.00     |
| 15-30-3060 | <   | Running Brds, Non-slip Diamond Plate w/grip strut inserts (Dodge)<br>Includes rubber mud flap                                                                                                                                                                         | 1   | PLG        | 1578.00 | 1578.00  |
| 15-55-1000 |     | Rear Diamond Plate Panel & Tall Corner Guards                                                                                                                                                                                                                         | 1   | PLG        | 375.00  | 375.00   |
| 15-90-S000 |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 15-90-S001 | S < | Smooth aluminum under Fuel Fill Housing<br>There shall be a smooth piece of aluminum the width of the fuel fill housing that extends down to the rub rail. This shall be sealed to prevent moisture from getting behind the plate.                                    | 1   | PLG        | 250.00  | 250.00   |
|            |     | <b>EXTERIOR TRIM</b>                                                                                                                                                                                                                                                  |     | <b>PLG</b> |         |          |
| 16-10-1000 |     | Fenderettes, Rolled, Polished Stainless Steel                                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 16-30-1500 |     | License Plate Holder w/LED Lt,Cast Prod Polish, Lt Side Body                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 16-35-1100 |     | Fuel Fill Housing, Cast products, Polished (Dodge)                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
|            |     | <b>EXTERIOR, MISCELLANEOUS</b>                                                                                                                                                                                                                                        |     | <b>PLG</b> |         |          |
| 17-50-1000 |     | Undercoat Body                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
|            |     | <b>BODY WINDOWS</b>                                                                                                                                                                                                                                                   |     | <b>PLG</b> |         |          |
| 18-10-1000 | <   | Window, Side Door (18"W x 22"H), Sliding, 31% Tint<br>Transportation Products Inc. Window.                                                                                                                                                                            | 1   | PLG        | 0.00    | 0.00     |
| 18-20-2000 | <   | Windows, Rear Doors, (15"W x 22"H), Fixed 31% tint<br>Transportation Products Inc. Windows.                                                                                                                                                                           | 1   | PLG        | 0.00    | 0.00     |
| 18-50-1000 |     | Privacy Tint, Mylar, Side and Rear Doors                                                                                                                                                                                                                              | 1   | PLG        | 350.00  | 350.00   |
|            |     | <b>INTERIOR CONSTRUCTION</b>                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| 20-00-1000 |     | Interior Construction Type - Standard Cabinets                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
|            |     | <b>INSULATION</b>                                                                                                                                                                                                                                                     |     | <b>PLG</b> |         |          |
| 20-10-1000 |     | Insulation, Interior Body                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 20-10-2000 |     | Sound Deadened Insulation, Entrance Doors                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 20-10-3000 |     | Sound Deadened, Compartment Doors                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 20-10-5000 |     | Sub-Floor, Expanded PVC Polymer                                                                                                                                                                                                                                       | 1   | PLG        | 0.00    | 0.00     |
|            |     | <b>FRONT BULKHEAD</b>                                                                                                                                                                                                                                                 |     | <b>PLG</b> |         |          |
| 21-10-0520 | <   | Type I, Classic, Cab to body Pass-thru, Hinged Window<br>Hinged Clear Acrylic window.<br>With standard, wood cabinet construction, the window will open into a recessed pocket.<br>The window will rest against rubber gasketing lining the window frame when closed. | 1   | PLG        | 450.00  | 450.00   |
| 21-30-1000 |     | Climate Control Unit Over Cab to Body Passage                                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |

| PART NO                        | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | QTY | ID         | EACH    | EXTENDED |
|--------------------------------|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| 21-40-1500                     | <   | Electrical Power Distribution Cabinet, Access Panels, Black Polycoat<br>Black polycoat cover with an access panel with flush locking trigger latches                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| <b>RIGHT FRONT CABINET</b>     |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |     | <b>PLG</b> |         |          |
| 21-45-2000                     |     | Right front upper w/ 1/2" acrylic doors, 1 shelf                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 185.00  | 185.00   |
| 21-50-1000                     |     | Right front Lower, inside/outside storage                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 21-50-2100                     | <   | Right front Lower, (1) adjustable shelf<br>Shelf to be lined with ribbed rubber mat.                                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | -50.00  | -50.00   |
| 21-60-1000                     |     | Right front cabinet Lower, 1/2" acrylic doors                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |
| 21-80-1010                     | < > | Pull-out tray, Remove 2" edge, (On Cabinet Floor) right front Lower, Qty (1)<br>For 20"W Compartment D<br><br>Approximately 80% of the 2" Lip, on the Pull-out Tray will be removed.<br>The portion removed is the long edge facing the Lexan doors. Leave apprx. 1/4" lip after cutting (for strength).<br>Also note; radius the cut when approaching the adjoining corners. After cut file & DA edge for clean appearance.<br><br>Includes a "catch" to secure tray in its closed position. | 1   | PLG        | 600.00  | 600.00   |
| <b>RIGHT SIDE BENCH LAYOUT</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |     | <b>PLG</b> |         |          |
| 22-00-2700                     | >   | "Medic in Mind" Rgt Side Squad Bench upgradeable Layout -(*See photo)                                                                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 22-00-2830                     | < > | Squad Bench, Rgt side, 2/3 Length -(*See Photo)<br>-no rearward cabinet<br>2/3 Length Bench, extending from (forward) "Medic in Mind" cabinet to "E" compartment cover. (Eliminates rearward "Medic in Mind cabinet")<br>Approximately 60" long                                                                                                                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| 22-20-0100                     | < > | Backrest, Fixed, Standard Rectangular<br>When Right-side Body Window is selected, backrest will be split horizontally                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 22-24-0650                     | >   | No Armrest -Recessed storage, below                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1   | PLG        | -162.00 | -162.00  |
| 22-25-4600                     | < > | Recessed "D" bottles, head of Squad Bench, at stepwell<br>See "D" bottle storage brackets selected in section # 80-43-XXXX                                                                                                                                                                                                                                                                                                                                                                    | 1   | PLG        | 0.00    | 0.00     |
| 22-26-1100                     |     | Right side forward cabinet -Medic In Mind, (below counter level storage)                                                                                                                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 375.00  | 375.00   |
| 22-26-1200                     | <   | Rgt side Forward -ALS Three (3) Drawer Storage Unit, Facing seat -(See photo)<br>All drawers utilize Locking Southco Polished Stainless Steel latches.                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 893.00  | 893.00   |
| 22-26-4600                     | < > | Solid Surface counter, Flat, NO Lip, Rt front, Color: Steel Gray Tempest 9194TM<br>Flat style to accommodate equipment                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 226.00  | 226.00   |
| 22-27-1000                     | >   | Rgt side forward upper 45 degree interior cabinet-(see Photo for Green+ options)                                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 461.00  | 461.00   |

| PART NO    | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                       | QTY | ID         | EACH    | EXTENDED |
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| 22-27-1200 |     | *** No Radio Cutouts Provided in 45" Pod<br>Above Squad Bench                                                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 22-30-2000 |     | Squad bench lid, Positive hold down device                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
| 22-35-3100 | < > | Trash/Sharps Combo - slide out, head of bench<br>into aisle<br>Sharps Container 8qt.<br>And Rubbermaid Trash                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 683.00  | 683.00   |
|            |     | NOTE: This option will cause interference on TITAN<br>models with a center mounted cot                                                                                                                                                                                                                                                                                                                                            |     |            |         |          |
| 22-45-1015 | < > | Overhead cabinet 13-1/4" OAH-Life Defender<br>lift-up re-stocking doors<br>Includes 1 adjustable shelf                                                                                                                                                                                                                                                                                                                            | 1   | PLG        | 425.00  | 425.00   |
|            |     | Selecting this cabinet will void KKK compliance for<br>43" headroom above squad bench for vehicles 72"<br>Headroom or less with standard height seating.                                                                                                                                                                                                                                                                          |     |            |         |          |
| 22-90-S000 |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 22-90-S001 | U   | Mount switch panel as low as possible                                                                                                                                                                                                                                                                                                                                                                                             | 1   |            | 0.00    | 0.00     |
| 22-90-S002 | S < | Drop-in Sharps Rear MIM Counter<br>Color: Steel Gray Tempest<br>Cut out for Sharpster: 10 1/2" X 4 1/4"<br>Location:Rear of counter against wall, in counter                                                                                                                                                                                                                                                                      | 1   | PLG        | 550.00  | 550.00   |
|            |     | <b>LEFT SIDE MIDDLE (Base Cabinet)</b>                                                                                                                                                                                                                                                                                                                                                                                            |     | <b>PLG</b> |         |          |
| 23-10-1050 | < > | Left side attendant seat (CPR Seat)- Double<br>Wide<br>(on certain models)NO left rear counter & NO<br>below counter options available.                                                                                                                                                                                                                                                                                           | 1   | PLG        | 575.00  | 575.00   |
| 23-10-3050 | >   | Backrest, Fixed, Standard Rectangular, Double<br>Wide                                                                                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 23-10-4750 |     | Seat cushion, fixed - Double Wide                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |
| 23-10-5200 | < > | Cab. above Lft side attn. seat, Life Defender<br>lift-up restock.-Double Wide<br>Overall depth: 8 5/8"<br>Note: Selecting this option will reduce headroom<br>below 43" and is non KKK compliant.                                                                                                                                                                                                                                 | 1   | PLG        | 1075.00 | 1075.00  |
|            |     | <b>LIFE SUPPORT STATION</b>                                                                                                                                                                                                                                                                                                                                                                                                       |     | <b>PLG</b> |         |          |
| 23-30-2000 |     | Switch pod, above counter, vinyl covered                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 23-30-2020 |     | Rear Main Switch Panel Located on Right Side                                                                                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 450.00  | 450.00   |
| 23-30-2250 |     | **No Radio Cut-Outs to be provided in LSS**                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG        | 0.00    | 0.00     |
| 23-31-4000 | <   | Cab head of sw/pod w/ MedVault(Customer<br>supplied)& hinged acrylic door(No Shelf)<br>The cabinet will be divided into 2-independent<br>sections, one above the other.<br>Top section will support installation of MedVault<br>(Large Capacity - Surface Mount) with WiFi. Rear<br>cabinet wall will have a cutout for WiFi antenna.<br>Bottom section will be a storage cabinet.<br>MedVault to be supplied by Customer/Dealer. | 1   | PLG        | 290.00  | 290.00   |
| 23-32-0950 | < > | (Reduced Hgt) Upper cabinet, 45 deg, w/Life<br>Defender sliding doors, 1 shelf<br>The Interior Height of this cabinet will approximately<br>be 14-1/2" High<br>Pass thru opening approx. 12".                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |

| PART NO                          | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                  | QTY | ID         | EACH    | EXTENDED |
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| 23-34-1500                       |     | > Solid Surface counter, 1" lip, Left front, Color: Steel Gray Tempest 9194TM                                                                                                                                                                                                                                                                                                                                                                | 1   | PLG        | 956.00  | 956.00   |
| 23-36-7500                       |     | < ALS Three (3) Drawer Storage Unit, Below L/S/S Counter<br>All drawers utilize Locking Southco Polished Stainless Steel latches.                                                                                                                                                                                                                                                                                                            | 1   | PLG        | 893.00  | 893.00   |
| 23-39-S000                       |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |
| 23-39-S001                       | S < | (2) Glove Storage on 45* Cabinet Door<br>Storage of (2) glove boxes on inside of door with hand holes cut on door to access gloves. Additional storage will be provided in cabinet with a shelf sized to allow for the gloves stored on the door. A SouthCo Latch will be located at the base of opening, near CPR seat, LSS side. Locate hinge to rear side of vehicle. Design TBD engineering review.                                      | 1   | PLG        | 250.00  | 250.00   |
| 23-39-S002                       | S < | Drop-in Sharps LSS counter<br>Color: Steel Gray Tempest<br>Cut out for Sharpster: 10 1/2" X 4 1/4"<br>Location: Under the suction Container, in counter                                                                                                                                                                                                                                                                                      | 1   | PLG        | 550.00  | 550.00   |
| 23-39-S003                       | S < | Auxiliary Switch Panel, LSS<br>There shall be a six (6) switch auxillary panel located under the upper cabinet in the LSS. It shall contain, Suction, Oxygen, Door lock/unlock Dome lights left, dome lights right and exhaust fan. Please leave suction switch in main panel as well. Duplicate                                                                                                                                             | 1   | PLG        | 1100.00 | 1100.00  |
| 23-39-S004                       | S   |                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |
| 23-39-S005                       | S < | Supply and install "Knox Box" med vault 2 w/wifi,head of L/S/S<br>Knox Box med vault will be active with hot power.                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 2500.00 | 2500.00  |
| <b>LEFT REAR STORAGE CABINET</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                                              |     | <b>PLG</b> |         |          |
| 23-40-1055                       | <   | Left rear full cabinet,upper,45deg w/Life Defender lift-up restocking door<br>Sliding cabinet doors w/lift-up restocking - 45 deg hinged door to be a White Acrylic overlapping door to act as a dry-erase, writing surface.<br><br>Includes (1) adjustable shelf, installed in the restocking portion of the cabinet and (1) adjustable shelf, installed in the 45 degree portion<br>Includes Austin Life Defender Lift Up Restocking Door. | 1   | PLG        | 425.00  | 425.00   |
| 23-42-1010                       | >   | Delete Left Rear Counter (Only valid with certain options, see notes)                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
| <b>RIGHT REAR CABINET</b>        |     |                                                                                                                                                                                                                                                                                                                                                                                                                                              |     | <b>PLG</b> |         |          |
| 23-70-0850                       | <   | Right Rear In/out to Compartment "E", Facing Center Aisle<br>In / Out:<br>Dimensions: 8" wide 40 1/2" high - (with 72" & 75" Headroom)<br>Dimensions: 8" wide 36 1/2" high - (with 68" Headroom)<br>With Hinged Acrylic Door                                                                                                                                                                                                                 | 1   | PLG        | 250.00  | 250.00   |

| PART NO                        | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                         | QTY | ID         | EACH     | EXTENDED |
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| <b>INTERIOR CABINET DOORS</b>  |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 24-10-3M00                     |     | Cabinet doors, Polycarbonate/Acrylic, Tinted                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00     | 0.00     |
| 24-15-1000                     | <   | Handles, full length, sliding doors<br>SAE J3058 Compliant                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00     | 0.00     |
| 24-20-1000                     |     | Positive closure devices hinged doors                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG        | 0.00     | 0.00     |
| 24-25-1000                     |     | Unistrut, interior cabinet shelves, "Mini"                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00     | 0.00     |
| <b>ENTRANCE DOORS</b>          |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 24-30-2000                     |     | Ent. Door panels, 3 section                                                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 0.00     | 0.00     |
| <b>ABOVE DOOR HEAD BUMPERS</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 24-35-0100                     |     | Side Door Head Bumper                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG        | 0.00     | 0.00     |
| 24-35-0500                     |     | Rear Door Head Bumper                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG        | 0.00     | 0.00     |
| <b>GRAB RAILS</b>              |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 25-10-1000                     |     | Grab rail, 72", s/steel, over squad bench                                                                                                                                                                                                                                                                                                                                                                                           | 1   | PLG        | 214.00   | 214.00   |
| 25-10-1500                     |     | Grab rail, 72", s/steel, over cot                                                                                                                                                                                                                                                                                                                                                                                                   | 1   | PLG        | 214.00   | 214.00   |
| 25-10-3570                     | <   | Grab rail, "L" Shaped, Facing Stepwell - (For<br>Medic-In-Mind Cabinet)                                                                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 185.00   | 185.00   |
|                                |     | Grab rail mounted on the "step area" side of the<br>forward custom squad bench cabinet.                                                                                                                                                                                                                                                                                                                                             |     |            |          |          |
| 25-10-3600                     |     | Grab rail, 18", at rear entrance doors, (2)                                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 197.00   | 197.00   |
| 25-11-1A00                     |     | Grab rail, 45 deg, side entrance door, (1)                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 270.00   | 270.00   |
| 25-12-2000                     |     | Grab handle, spring loaded, rear ent door (2)                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG        | 0.00     | 0.00     |
| 25-49-S000                     |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00     | 0.00     |
| 25-49-S001                     | S < | 12" grab rails<br>Shipped Loose. Ref: 25-10-V012                                                                                                                                                                                                                                                                                                                                                                                    | 1   | PLG        | 130.00   | 130.00   |
| <b>SEAT BELTS</b>              |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 25-50-1125                     | <   | Seat belts, squad bench, Qty (2) -(Used w/ MiM<br>single tower w/o patient restr.)<br>Note: 2-Point Harness is NOT SAEJ3026/KKK<br>Compliant                                                                                                                                                                                                                                                                                        | 1   | PLG        | 370.00   | 370.00   |
| 25-50-2000                     |     | Seat belt, attendant seat, Qty (1)                                                                                                                                                                                                                                                                                                                                                                                                  | 1   | PLG        | 0.00     | 0.00     |
| 25-50-3005                     | <   | Seat belt, Left Side Attendant, Double Wide, Qty<br>(1)<br>Note: 2-Point Harness is NOT SAEJ3026/KKK<br>Compliant                                                                                                                                                                                                                                                                                                                   | 1   | PLG        | 185.00   | 185.00   |
| <b>COT MOUNT and COT MODEL</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                                     |     | <b>PLG</b> |          |          |
| 26-35-1230                     | <   | Power Load Install PL Supp Floor Plate, w/<br>Circuit, No Mini Rail Plate (SAE)<br>Stryker Power Load Floor Plate<br>All components provided by PL Custom.<br>PL Custom will supply and install a Stryker Power<br>Load Floor Plate.<br>Includes charging circuit for use with Power Load<br>fasteners. Circuit will remain Hot at all times.<br>Does Not include cutout in the floor for the<br>installation of a Mini Rail Plate. | 1   | PLG        | 2400.00  | 2400.00  |
| 26-35-1370                     | <   | Install Stryker Floor Plate 7.5" forward from inner<br>edge of rear sill plate<br>Where applicable, Mini Rail Cutout and Plate will be<br>moved along with the Floor Plate by the same<br>amount.                                                                                                                                                                                                                                   | 1   | PLG        | 125.00   | 125.00   |
| 26-46-S001                     | S   | Stryker Cot, Power Load-SAE Compliant,<br>Power-Pro XT Model 6506SMRT                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG        | 27367.00 | 27367.00 |
| 26-46-S002                     | S   | Power Load Fastening System w/Floor Plate, NO<br>Mini Rail (SAE Compliant)                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 34175.00 | 34175.00 |



| PART NO                       | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                               | QTY | ID         | EACH    | EXTENDED |
|-------------------------------|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| <b>I.V. HOLDER</b>            |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 26-50-1M20                    | < > | Rubber I.V. holder, dual, recessed, Raceway, (ILOS over cot)<br>Location: Forward edge of IV Holder to be between 30-40" from Front Head Bumper.                                                                                                                                                                                                                                                                          | 1   | PLG        | 70.00   | 70.00    |
| 26-50-2120                    | < > | Rubber I.V. holder, dual, recessed, Raceway, (ILOS over squad bench)<br>Location: Rearward edge of IV Holder to be 30"-40" from Rear Head Bumper.                                                                                                                                                                                                                                                                         | 1   | PLG        | 70.00   | 70.00    |
| <b>INTERIOR COLORS</b>        |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 27-10-1000                    |     | Ceiling, white Thermoplastic                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |
| 27-10-1500                    |     | Upper Laminate - Fashion Grey D381-60                                                                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 27-10-4200                    |     | Lower Laminate - Fashion Grey D381-60                                                                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| <b>INTERIOR UPHOLSTERY</b>    |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 27-20-5000                    |     | Upholstery, Flat-Seamless                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |
| 27-20-5800                    |     | Upholstery Color: Brt. Blue                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| <b>ATTENDANT SEAT</b>         |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 27-35-2000                    |     | Attendant seat mounted in center position                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |
| 27-36-3200                    |     | Blue, Attn Seat, EVS 18703,w/Child Seat,3 Pt. Harness, ABS Back,Swivel, Sewn                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 1954.00 | 1954.00  |
| 27-37-0120                    |     | ** Confirm Seat color** - BRIGHT BLUE is the vehicle upholstery color                                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
| <b>FLOORING</b>               |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 27-52-4300                    |     | Loncoin II Flecks, (disc) Black Topseal (C150TS)                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 888.00  | 888.00   |
| 27-55-2000                    |     | Flooring rolled up side walls 3"                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| <b>CAB CONSOLE</b>            |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 27-72-1100                    | < > | Type I, Floor Mount, switches, siren/radio-(Includes cup holders) -Dodge<br>(2) Cup holders are included in the lower portion of the console                                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |
| 27-75-0180                    | < > | Cut (3) Holes for Customer/Dealer suppld Radio, in Radio/Siren Console<br>Models and Cutout order (from top to bottom)<br>Specify Radio Model<br>#1_____<br>Specify Radio Model<br>#2_____<br>Specify Radio Model<br>#3_____                                                                                                                                                                                              | 1   | PLG        | 175.00  | 175.00   |
| <b>MISCELLANEOUS INTERIOR</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                           |     | <b>PLG</b> |         |          |
| 28-45-1300                    | < > | Glove box holder for (2) Boxes recessed -over Side ent door<br>Storage for (2) glove boxes over side entrance door with a hinged, lexan door and front facing access holes.<br>NOTE: Width of right front upper cabinet must be decreased by approx. 3" as it will interfere with the glove box storage<br>Fits either: (2) *Large Boxes @ 9-5/8" x 5" x 3-1/8" ea.<br>or (2) *Small Boxes @ 9-1/2" x 4-3/4" x 2-3/4" ea. | 1   | PLG        | 300.00  | 300.00   |
| 28-50-1000                    |     | Fasten Seat Belt/No Smoking Sign                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 29-90-S000                    |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |

| PART NO                   | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | QTY | ID  | EACH   | EXTENDED |
|---------------------------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|--------|----------|
| 29-90-S001                | S   | IV Warmer, Smithworks 12Volt, Shipped loose                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG | 475.00 | 475.00   |
| <b>OXYGEN AND SUCTION</b> |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |     |     |        |          |
| 30-10-1000                |     | Oxygen Outlet, Amico, dual, Life Support Station Switch Pod                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG | 0.00   | 0.00     |
| 30-10-2000                |     | Oxy Outlet, Amico, single, right side- In Overhead Cabinet                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG | 0.00   | 0.00     |
| 30-10-5040                | < > | Recessed Oxygen Port in ceiling raceway, Front-Right side Flow selector control<br>The oxygen port will be located approximately 36" (+/- length of O2 mounting plate) from the front head bumper. This oxygen port will be controlled by the constant flow selector valve and the O2 outlet at the right side. The constant flow selector valve is included in this option. The hose from the valve to port will be routed as inconspicuously as feasible based on cabinet design. The O2 outlet is not included in this option, therefore one must be selected. | 1   | PLG | 694.00 | 694.00   |
| 30-20-1000                |     | Oxygen Solenoid, Amico, w/ manual override & switch                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG | 374.00 | 374.00   |
| 30-30-1000                |     | Suction pump, electric, Sscor, Switch in Rear Main Switch Panel                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1   | PLG | 0.00   | 0.00     |
| 30-30-2400                |     | Collection Bottle, SSCOR Disp.w/ canister clip, White Regulator (KKK Compliant)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1   | PLG | 62.00  | 62.00    |
| 30-30-3000                |     | Vacuum Outlet, Amico, w/diamond adapter, LSS Sw Pod                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG | 263.00 | 263.00   |
| 30-40-1000                | < > | Oxygen Gauge, tank pressure, 2", ( LSS Area)<br>Note: When a "45 degree" upper cabinet is selected, the 2" gauge is located on the 45 degree cabinet fascia.<br>When a "squared off" upper cabinet is selected, the 2" gauge is located in the LSS switch-pod, just beneath the SSCOR regulator.                                                                                                                                                                                                                                                                  | 1   | PLG | 540.00 | 540.00   |
| 30-50-2200                | < > | Oxygen Bottle Holder, Steel, "M" Cyl, Sentramatic For Steel "M" size tank<br>The Bracket is located on the "Aft" wall, when installed in the "A", "C" or "E" compartments.                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG | 362.00 | 362.00   |
| 30-60-4000                |     | Regulator, Oxygen, Large Tank, (PLC-9662)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG | 210.00 | 210.00   |
| 30-80-1000                |     | Wrench, Oxygen Cylinder - (wall mounted)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG | 0.00   | 0.00     |
| 30-90-S000                |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1   | PLG | 0.00   | 0.00     |
| 30-90-S001                | S < | Oxygen Regulator, CGA 540, Adjustable Preset to #55                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG | 500.00 | 500.00   |
| <b>ELECTRICAL</b>         |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |     |     |        |          |
| 40-00-0500                | <   | Electrical System Warranty<br>The Electrical System shall be warranted for the life of the unit, as long as the original purchaser shall own it.                                                                                                                                                                                                                                                                                                                                                                                                                  | 1   | PLG | 0.00   | 0.00     |
| 40-00-1200                |     | Electrical 12 VDC, Classic-Series                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG | 0.00   | 0.00     |
| 40-00-1900                |     | Electrical 12 VDC Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 1   | PLG | 0.00   | 0.00     |
| <b>CAB ELECTRICAL</b>     |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |     |     |        |          |
| 41-10-1200                |     | Alternator, DUAL 220 Amp OEM Dodge (Cummins Diesel)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1   | PLG | 0.00   | 0.00     |
| 41-20-0850                |     | Batteries, Dual Dodge OEM, 1460CCA -(under hood) (Cummins Diesel)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG | 0.00   | 0.00     |

| PART NO    | S   | DESCRIPTION                                                                                                                                                                        | QTY | ID         | EACH   | EXTENDED |
|------------|-----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|--------|----------|
| 41-30-3750 |     | Module Activation, Ignition Switch                                                                                                                                                 | 1   | PLG        | 0.00   | 0.00     |
| 41-50-1000 |     | Cab Under hood & Fender Electrical Connectors<br>- Deutsch Type                                                                                                                    | 1   | PLG        | 0.00   | 0.00     |
|            |     | <b>SWITCH PANEL</b>                                                                                                                                                                |     | <b>PLG</b> |        |          |
| 42-10-1000 |     | Voltmeter, Digital 8 to 18 volt, lighted                                                                                                                                           | 1   | PLG        | 0.00   | 0.00     |
| 42-10-2400 |     | Low Voltage Alarm & Indicator                                                                                                                                                      | 1   | PLG        | 0.00   | 0.00     |
| 42-15-2500 | >   | Rocker Switches, Carling Contura V                                                                                                                                                 | 1   | PLG        | 0.00   | 0.00     |
| 42-20-0500 |     | Battery On indicator light                                                                                                                                                         | 1   | PLG        | 0.00   | 0.00     |
| 42-20-1000 |     | Warning Indicator, Door open, Red                                                                                                                                                  | 1   | PLG        | 0.00   | 0.00     |
| 42-20-2000 |     | Warning Indicator, Compt open, Amber                                                                                                                                               | 1   | PLG        | 0.00   | 0.00     |
| 42-20-3000 |     | Warning Indicator, Audible alarm, Door/Compt                                                                                                                                       | 1   | PLG        | 0.00   | 0.00     |
| 42-20-4200 |     | Warning Ind/Audible, Parking Brake, Dual-Mode Alarm                                                                                                                                | 1   | PLG        | 0.00   | 0.00     |
| 42-21-0900 |     | ** Gooseneck Light Not Included with Vehicle **                                                                                                                                    | 1   | PLG        | 0.00   | 0.00     |
| 42-25-6270 | <   | High Idle Activation, Dodge Chassis<br>Activated by front console switch, requires park<br>brake to be applied                                                                     | 1   | PLG        | 0.00   | 0.00     |
| 42-30-1000 |     | Back-up alarm, w/resetting cancel switch                                                                                                                                           | 1   | PLG        | 0.00   | 0.00     |
| 42-35-2570 | <   | (1) Work Light, Whelen 3" LED, Red, Overhead<br>Cab, Above Driver<br>Light located above Driver in Cab<br>The switch for this light will be located in the front<br>console.       | 1   | PLG        | 447.00 | 447.00   |
| 42-35-2572 | <   | (1) Work Light, Whelen 3" LED, Red, Overhead<br>Cab, Above Passenger<br>Light located above Passenger in Cab<br>The switch for this light will be located in the front<br>console. | 1   | PLG        | 447.00 | 447.00   |
| 42-45-2200 | < > | Load Manager/Sequencer, PL Custom/Kussmaul<br>(full time)<br>RESPONSE AND SCENE AMPS CANNOT<br>EXCEED 230 AMP<br><br>FULL TIME Load Management of Emergency<br>Lights              | 1   | PLG        | 0.00   | 0.00     |
| 42-65-1300 |     | Pwr Lock Switch, Entrance, OEM Door switch- (if<br>applicable)                                                                                                                     | 1   | PLG        | 0.00   | 0.00     |
| 42-65-1500 | < > | Remote Keyless Entry w/Chassis Power Door<br>Lock Control<br>OEM door switches control cab & body doors.                                                                           | 1   | PLG        | 0.00   | 0.00     |
| 42-65-2020 |     | Power Door Lock Switch, Rear Entrance Doors                                                                                                                                        | 1   | PLG        | 150.00 | 150.00   |
| 42-65-2200 | < > | Pwr Door Lock Concealed Override Switch,<br>Grille-(KKK)<br>Located in front grille area.<br>This switch location is KKK compliant                                                 | 1   | PLG        | 0.00   | 0.00     |
| 42-78-S000 |     | ** SPECIAL OPTION REQUEST **                                                                                                                                                       | 1   | PLG        | 0.00   | 0.00     |
| 42-78-S001 | S   | Backup Alarm, With Resetting Cancel Switch,<br>Preco 1059 ILOS                                                                                                                     | 1   | PLG        | 125.00 | 125.00   |
| 42-78-S002 | S < | Power Door Lock Switch, LSS switch panel,<br>additional<br>There shall be an additional compartment door<br>power door lock switch located in the LSS switch<br>panel              | 1   | PLG        | 0.00   | 0.00     |

| PART NO                                        | S   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                              | QTY | ID         | EACH    | EXTENDED |
|------------------------------------------------|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| <b>EMERGENCY WARNING EQUIPMENT</b>             |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| <b>TRAFFIC PRE-EMPTION SYSTEM</b>              |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| <b>INSTALLATION</b>                            |     |                                                                                                                                                                                                                                                                                                                                                          |     |            |         |          |
| 43-01-1510                                     | <   | Tomar Traffic Emitter, Recessed Mounted<br>Provide circuitry and install Tomar 3065R Emitter<br>utilizing 7 x 3 recessed housing<br>Location: Front of body<br><br>The Tomar Emitter is to be tied into the sequencer<br>and NOT the load manager. It will have its own<br>switch in the front console and is to deactivate<br>when not in a drive gear. | 1   | PLG        | 1700.00 | 1700.00  |
| 43-02-S000                                     |     | <b>** SPECIAL OPTION REQUEST **</b>                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 0.00    | 0.00     |
| 43-02-S001                                     | S   | Tomar Traffic Emitter, Recessed Mounted<br>Location:F4 Lower                                                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| <b>SIREN</b>                                   |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| 43-20-5000                                     |     | Siren-Horn Switch                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
| 43-2U-5200                                     |     | Mount PA Microphone on right side of console                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 43-2U-S001                                     |     | Siren Other (SOPR)                                                                                                                                                                                                                                                                                                                                       | 1   | PLG        | 0.00    | 0.00     |
| <b>SIREN SPEAKERS</b>                          |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| 43-31-4680                                     |     | Thru Bumper Speakers, CPI SAD/P 3800 Series,<br>(2) Dodge D4500                                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 43-32-0100                                     | < > | Howler -Low Freq Speaker System -(For Whelen<br>295 Sirens)<br>Certain vehicle models may utilize single or dual<br>speaker systems<br><br>Unless otherwise specified, Howler is activated with<br>white Contura V momentary switch in front switch<br>panel labeled "howler".                                                                           | 1   | PLG        | 1802.00 | 1802.00  |
| 43-40-0500                                     |     | -No front Lightbar required-                                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 43-50-1000                                     |     | -No rear Lightbar required-                                                                                                                                                                                                                                                                                                                              | 1   | PLG        | 0.00    | 0.00     |
| <b>&gt; CAB MOUNTED LIGHTS</b>                 |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| 43-68-G200                                     | >   | Whelen Independent CAB Flashing Lights,<br>CLEAR Lens package                                                                                                                                                                                                                                                                                            | 1   | PLG        | 0.00    | 0.00     |
| 43-71-1400                                     |     | (2) Upper Whelen TION LED Grille Light-(2)Red,<br>CLEAR LENS, Chrome Flange                                                                                                                                                                                                                                                                              | 1   | PLG        | 513.00  | 513.00   |
| 43-71-4500                                     |     | (2) Whelen TION LED Fender Light, Red,<br>CLEAR LENS, Chrome Flange                                                                                                                                                                                                                                                                                      | 1   | PLG        | 513.00  | 513.00   |
| <b>BODY LIGHTING -(Full Catalog PDF here):</b> |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| <b>FRONT BODY VEHICLE LIGHTS</b>               |     |                                                                                                                                                                                                                                                                                                                                                          |     | <b>PLG</b> |         |          |
| <b>-(Non-Emergency)</b>                        |     |                                                                                                                                                                                                                                                                                                                                                          |     |            |         |          |
| 43-A1-0700                                     |     | (2) 600-Whelen, Directionals -LED,Amb/Arrow,<br>Front -(Loc:F1C&F7C)-Clear                                                                                                                                                                                                                                                                               | 1   | PLG        | 442.00  | 442.00   |
| 43-A2-0050                                     |     | * FRONT BODY LIGHTING -w/NO LIGHTBAR<br>(PDF>)                                                                                                                                                                                                                                                                                                           | 1   | PLG        | 0.00    | 0.00     |
| 43-A2-0250                                     | <   | ** (7) Front Upper Lights & Directionals<br>The (4) lights, outboard of the Center light position,<br>shall operate from (1) console switch.                                                                                                                                                                                                             | 1   | PLG        | 100.00  | 100.00   |
| 43-A4-2300                                     |     | *** Whelen Independent Front & Side Body<br>Flashing Lights, CLEAR Lens package                                                                                                                                                                                                                                                                          | 1   | PLG        | 0.00    | 0.00     |
| 43-A5-0030                                     | < > | Independent - Flash - No Vehicle Flasher<br>All lighthead are flashed randomly using internal<br>flashing program, without light to light<br>synchronization.                                                                                                                                                                                            | 1   | PLG        | 275.00  | 275.00   |

| PART NO    | S   | DESCRIPTION                                                                                                                                         | QTY | ID         | EACH   | EXTENDED |
|------------|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|--------|----------|
| 43-A5-0060 | <   | Program Flashing Lights to "Action Scan"<br>Whelen flash pattern<br>Lighthead will scroll through all available patterns<br>and repeat              | 1   | PLG        | 100.00 | 100.00   |
|            | >   | <b>FRONT BODY WARNING LIGHTS</b>                                                                                                                    |     | <b>PLG</b> |        |          |
| 43-B0-0100 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F1)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B0-0900 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F2)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B0-1250 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F3)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B0-2600 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F5)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B0-2850 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F6)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B0-3200 |     | 9x7, 900 Sup-LED, Red, Front - (Loc: F7)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-B7-0060 | S   | 7x3, 700 Sup-LED, Red, Front -(Loc: F4 Upper)<br><b>Whelen Primary Side Light package (PDF&gt;</b>                                                  | 1   | PLG        | 239.00 | 239.00   |
|            |     |                                                                                                                                                     |     | <b>PLG</b> |        |          |
| 43-F0-0100 |     | 9x7, 900 Sup-LED, Red, Left Side - (Loc: LS1)                                                                                                       | 1   | PLG        | 328.00 | 328.00   |
| 43-F0-1100 |     | 9x7, 900 Sup-LED, Red, Left Side - (Loc: LS4)                                                                                                       | 1   | PLG        | 328.00 | 328.00   |
| 43-F4-0100 |     | 9x7, 900 Sup-LED, Red, Right Side - (Loc: RS1)                                                                                                      | 1   | PLG        | 328.00 | 328.00   |
| 43-F4-1100 |     | 9x7, 900 Sup-LED, Red, Right Side - (Loc: RS4)                                                                                                      | 1   | PLG        | 328.00 | 328.00   |
|            |     | <b>REAR BODY WARNING (Flashing) LIGHTS</b>                                                                                                          |     | <b>PLG</b> |        |          |
| 43-H1-0100 |     | **Whelen Independent, Rear Body Flashing<br>Lights - CLEAR Lens                                                                                     | 1   | PLG        | 0.00   | 0.00     |
|            |     | <b>REAR LIGHT LAYOUT -(No Lightbar or<br/>Traffic Advisor) (PDF&gt;</b>                                                                             |     | <b>PLG</b> |        |          |
| 43-H5-0120 |     | (3) Rear Upper Lights & (2) Window Level Lights                                                                                                     | 1   | PLG        | 0.00   | 0.00     |
| 43-S0-0320 |     | 9x7, 900 Sup-LED, Blue, Rear - (Loc: R1)                                                                                                            | 1   | PLG        | 328.00 | 328.00   |
| 43-S0-0850 |     | 9x7 Sup-LED, Amber, Rear - (Loc: R4)                                                                                                                | 1   | PLG        | 328.00 | 328.00   |
| 43-S0-1850 |     | 9x7 Sup-LED, Red, Rear - (Loc: R7)                                                                                                                  | 1   | PLG        | 328.00 | 328.00   |
|            |     | <b>Rear Lights at Window Level</b>                                                                                                                  |     | <b>PLG</b> |        |          |
| 43-S0-2350 |     | 9x7 Sup-LED, Red, Rear - (Loc: R10B)                                                                                                                | 1   | PLG        | 328.00 | 328.00   |
| 43-S0-3100 |     | 9x7 Sup-LED, Red, Rear - (Loc: R11B)                                                                                                                | 1   | PLG        | 328.00 | 328.00   |
|            |     | <b>SECONDARY (miscellaneous) BODY<br/>MOUNTED WARNING LIGHTS</b>                                                                                    |     | <b>PLG</b> |        |          |
| 43-T5-1930 |     | M7 -Whelen, Red, Super LED, w/Flange, (2)<br>Over Rear Wheel, CLEAR LENS                                                                            | 1   | PLG        | 708.00 | 708.00   |
|            |     | <b>FLASHING LIGHTS; OTHER</b>                                                                                                                       |     | <b>PLG</b> |        |          |
| 43-T6-1520 | < > | Safety Lts, (6), 3 Per Door- OS Series LED,<br>Amber, Rear Ent Doors, Full time acti<br>Lights are active anytime power is on and doors<br>are open | 1   | PLG        | 350.00 | 350.00   |
| 43-T6-1530 | < > | Safety Lts, (3)- OS Series LED, Amber, Side Ent<br>Door, Full time activation<br>Lights are active anytime power is on and doors<br>are open        | 1   | PLG        | 250.00 | 250.00   |
|            |     | <b>REAR NON-EMERGENCY LIGHTS</b>                                                                                                                    |     | <b>PLG</b> |        |          |
| 44-10-1500 | < > | Stop/Tail and Turn Signal-Light heads with clear<br>lenses<br>Exterior vehicle Rear Stop/Tail & Turn light heads<br>will have Clear Lenses.         | 1   | PLG        | 0.00   | 0.00     |
| 44-10-2510 |     | Stop/Tail, (2) Whelen 600 Series LED -(clear<br>Lens) w/Flange                                                                                      | 1   | PLG        | 0.00   | 0.00     |
| 44-15-1M25 |     | Back-up, (2) Whelen 600 LED, w/Flange, Min.<br>Intensity                                                                                            | 1   | PLG        | 0.00   | 0.00     |
| 44-25-1850 |     | Directional, (2) Whelen 600 LED -(clear Lens)<br>Amber Arrow                                                                                        | 1   | PLG        | 0.00   | 0.00     |
|            |     | <b>AUXILIARY NON-EMERGENCY LIGHTS</b>                                                                                                               |     | <b>PLG</b> |        |          |

| PART NO                            | S     | DESCRIPTION                                                                                                           | QTY | ID         | EACH    | EXTENDED |
|------------------------------------|-------|-----------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| 44-30-1000                         |       | > HD Mini Oval Marker/Clearance Lts, LED Front, Rear, (2) Sides                                                       | 1   | PLG        | 0.00    | 0.00     |
| 44-30-3000                         |       | > Lower Side Marker, Flash w/Directionals, (2) ea side                                                                | 1   | PLG        | 180.00  | 180.00   |
| 44-30-5500                         |       | Running Board Illum Lights, (2) , Heavy Duty LED 4" Recessed                                                          | 1   | PLG        | 370.00  | 370.00   |
| 44-35-1060                         | < >   | Rear Red Flasher/Brake Light Priority -(for Rear window level lights)<br>For use with Rear Window Level Lights        | 1   | PLG        | 250.00  | 250.00   |
| <b>FLOOD LIGHTS</b>                |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 44-50-1040                         |       | (2) Whelen 9x7, 24-LED Opti -Scene Flood, Left side-(Loc:LS2, LS3)                                                    | 1   | PLG        | 1095.00 | 1095.00  |
| 44-50-1140                         |       | (2) Whelen 9x7, 24-LED Opti -Scene Flood, Right side-(Loc:RS2, RS3)                                                   | 1   | PLG        | 1095.00 | 1095.00  |
| 44-50-2060                         |       | (2) Whelen 9x7, 24-LED Opti -Scene Flood, Rear, (Loc; R12, R13)                                                       | 1   | PLG        | 1095.00 | 1095.00  |
| 44-50-9000                         |       | Scene Light Loc. RS2 Above Compt. "D"                                                                                 | 1   | PLG        | 100.00  | 100.00   |
| 44-60-1000                         |       | Right Side Scene Lights on with Side Door & Switch in Console                                                         | 1   | PLG        | 0.00    | 0.00     |
| 44-60-2000                         |       | Left Side Scene Lights w/On-Off Switch Console                                                                        | 1   | PLG        | 0.00    | 0.00     |
| 44-60-3000                         |       | Rear Scene Lights on w/Rear Door Open/Reverse                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 44-60-4000                         | <     | Rear Scene Lights, On-Off Switch in Console<br>Rear floods switch shall also activate reverse lights.                 | 1   | PLG        | 0.00    | 0.00     |
| 44-60-5000                         |       | Right Side Scene Light Cancel Switch                                                                                  | 1   | PLG        | 0.00    | 0.00     |
| 44-60-6000                         |       | Rear Door Scene Light Cancel Switch                                                                                   | 1   | PLG        | 0.00    | 0.00     |
| 44-60-7000                         |       | Left/Right & Rear Flood Lights, On In Reverse                                                                         | 1   | PLG        | 0.00    | 0.00     |
| <b>CLIMATE CONTROL</b>             |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 45-10-1000                         |       | Ventilation, Flow-Thru, (2) Speed, Cast Products Rear Cowl                                                            | 1   | PLG        | 0.00    | 0.00     |
| 45-30-1U00                         |       | Ducted Heater/Air Cond, Digital Thermostat -Dodge                                                                     | 1   | PLG        | 0.00    | 0.00     |
| 45-35-1100                         |       | Auxiliary Coolant Pump Climate Control System                                                                         | 1   | PLG        | 0.00    | 0.00     |
| <b>CEILING CONFIGURATION</b>       |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 45-99-0400                         |       | Ceiling Configuration for (10) Dome Lights & 2 Speakers                                                               | 1   | PLG        | 0.00    | 0.00     |
| <b>INTERIOR LIGHTS</b>             |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 46-10-1Y30                         |       | (10) Dome Lights, Whelen (Six Diode)-LED, Hi-Lo (#80C0EJCR)                                                           | 1   | PLG        | 818.00  | 818.00   |
| 46-10-2000                         |       | Dome Lights Switched to LOW Mode w/Door Open                                                                          | 1   | PLG        | 0.00    | 0.00     |
| <b>EXTERIOR COMPARTMENT LIGHTS</b> |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 46-20-1075                         | <     | Lghts, Ext. Compartments, TecNiq LED E44 Strip Lights<br>(Vertical Linear Lights)                                     | 1   | PLG        | 1475.00 | 1475.00  |
| 46-20-1350                         |       | Oxygen Compartment Light Switch, Located in Rear Main Switch Panel                                                    | 1   | PLG        | 0.00    | 0.00     |
| <b>AUXILIARY INTERIOR LIGHTING</b> |       |                                                                                                                       |     | <b>PLG</b> |         |          |
| 46-20-2500                         |       | Whelen LED Strip-Lite,High Intensity - (LSS Area)                                                                     | 1   | PLG        | 130.00  | 130.00   |
| 46-20-2550                         |       | Panel Light (Life Support Station) Switch, Located in Rear Main Switch Panel                                          | 1   | PLG        | 0.00    | 0.00     |
| 46-25-1000                         | S < > | Interior Cabinet Lights, TecNiq E44LED Strip Lights<br>Quantity 4<br>Location:<br>Left Front upper<br>Left Rear Upper | 4   | PLG        | 165.00  | 660.00   |

| PART NO                            | S     | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                             | QTY | ID         | EACH   | EXTENDED |
|------------------------------------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|--------|----------|
|                                    |       | Right Front Upper<br>Cabinet over Squad Bench                                                                                                                                                                                                                                                                                                                                                                                           |     |            |        |          |
| 46-30-1100                         |       | Stepwell Light, LED, Located at Side Entrance<br>Door                                                                                                                                                                                                                                                                                                                                                                                   | 1   | PLG        | 0.00   | 0.00     |
| 46-40-3M00                         | <     | Windup "checkout" Timer, Side Door , Shoreline<br>only<br>60 minute windup timer at side door, active with<br>shoreline only                                                                                                                                                                                                                                                                                                            | 1   | PLG        | 0.00   | 0.00     |
| 46-40-5000                         |       | Dome Lights on "Checkout " Timer Circuit                                                                                                                                                                                                                                                                                                                                                                                                | 1   | PLG        | 0.00   | 0.00     |
| 46-50-1000                         |       | Dome Light Switch, (1) Left, (1) Right                                                                                                                                                                                                                                                                                                                                                                                                  | 1   | PLG        | 0.00   | 0.00     |
| 46-50-5500                         | < >   | 3-way Dome/Rect. Light Master Switch (Front<br>switch panel/Rear main switch panel)<br>3-way master at Cab Console and Rear Main<br>Switch Panel for ceiling mounted lights.<br>Note: This option is not compatible with 6-Gang<br>aux switch panel options.                                                                                                                                                                            | 1   | PLG        | 250.00 | 250.00   |
| <b>MEDICAL OUTLETS</b>             |       |                                                                                                                                                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |        |          |
| 47-20-1000                         |       | 12 volt Medical Outlet, Power Point, Loc: LSS<br>Wall                                                                                                                                                                                                                                                                                                                                                                                   | 1   | PLG        | 0.00   | 0.00     |
| 47-20-2000                         |       | 12 volt Medical Outlet, Power Point, Loc: Right<br>Front In/out                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 0.00   | 0.00     |
| 47-20-2300                         |       | 12 volt Medical Outlet, Power Point, Loc: Right<br>Front Upper                                                                                                                                                                                                                                                                                                                                                                          | 1   | PLG        | 100.00 | 100.00   |
| 47-20-2500                         | < >   | 12 volt Medical Outlet, Power Point, Loc: Left<br>Rear<br>Outlet mounted 14" above the rear counter                                                                                                                                                                                                                                                                                                                                     | 1   | PLG        | 0.00   | 0.00     |
| 47-20-3000                         | S < > | 12 volt Medical Outlet, Power Point, Interior Wall<br>or Cabinet Location:<br>Qty: 1 Location:<br>(1) Above Forward MIM, head of squad bench, on<br>the wall                                                                                                                                                                                                                                                                            | 1   | PLG        | 100.00 | 100.00   |
| 47-50-1P20                         | S < > | USB Dual Port 4.8 amp Kussmaul 091-219-5,<br>installed in Cab Switch Panel<br>For USB charging, Hot with body power or<br>shoreline<br>Will occupy one switch space.                                                                                                                                                                                                                                                                    | 2   | PLG        | 150.00 | 300.00   |
| 47-50-1P40                         | < >   | USB Dual Port 4.8 amp, Kussmaul 091-219-5,<br>Mnt'd in single gang lighted sw plate<br>For USB charging, Hot with body power or<br>shoreline                                                                                                                                                                                                                                                                                            | 2   | PLG        | 200.00 | 400.00   |
| <b>ANTENNA/COMMUNICATION RADIO</b> |       |                                                                                                                                                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |        |          |
| 47-60-0310                         | S <   | (3) Antenna Leads w/ Base and Cap Installed -<br>Body Roof<br>1. Install above the Right Side Forward Interior<br>Dome light and route to the Front console.<br><br>2. Install above the Left Rear Interior Dome Light<br>and route to the HVAC area,<br><br>3. Install above the right rear interior dome light and<br>route to the Right Side Upper Cabinet, Interior<br>Body<br><br>Factory will drill a hole, mount base and cap at | 1   | PLG        | 100.00 | 100.00   |

| PART NO                                 | S     | DESCRIPTION                                                                                                                                                                                                                          | QTY | ID         | EACH    | EXTENDED |
|-----------------------------------------|-------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
|                                         |       | antenna location(s) specified above.                                                                                                                                                                                                 |     |            |         |          |
|                                         |       | Antenna bases are installed with nominal height adjustment. Persons installing antenna whip may be required to perform final adjustment.                                                                                             |     |            |         |          |
| 47-60-6010                              | S <   | End Connectors, Mini UHF, installed on antenna leads<br>Qty: 3 , Location: All antenna Leads                                                                                                                                         | 3   | PLG        | 15.00   | 45.00    |
| 47-60-6040                              | S < > | Antenna, VHF, 1/4 wave 152-162 MHZ<br>Provide and install antenna on base.<br>Qty: 2, Location: Right Front & Right Rear Antenna Bases                                                                                               | 2   | PLG        | 100.00  | 200.00   |
| 47-60-6200                              | < >   | Radio Power Lead, Rear Main Switch Panel<br>Includes: (1) Red 10 gauge marked radio 12 volt Hot, 30 amp, (1) Black 10 gauge marked radio ground, (1) Orange 12 gauge marked 12 volt switched, 20 amp.                                | 1   | PLG        | 0.00    | 0.00     |
| 47-60-6500                              | < >   | Radio Power Lead 30 Amp, 10 ga. Cab Console<br>Includes: (1) 12 volt Hot wire with 30 amp circuit protection, (1) 12 volt switched wire with 20 amp circuit protection.                                                              | 1   | PLG        | 0.00    | 0.00     |
| 47-60-6505                              | S < > | Radio Power Leads 30 Amp, 10 gauge<br>Includes: (1) 12 volt Hot wire with 30 Amp protection, (1) 12 volt switched wire with 30 Amp circuit protection.<br>Qty: 1 , Location: Life Support station                                    | 1   | PLG        | 150.00  | 150.00   |
| 47-60-7000                              | < >   | Radio Power Lead w/40 Amp Fuse, 8 ga. Behind driver seat<br>Includes: (1) 12 volt Hot wire w/fuse holder & 40 amp fuse, (1) 12 volt switched wire w/fuse holder and 40 amp fuse.                                                     | 1   | PLG        | 0.00    | 0.00     |
| 47-60-7005                              | S < > | Radio Power Leads w/40 Amp Fuse, 8 gauge<br>Includes: (1) 12 volt Hot wire w/fuse holder & 40 amp fuse, (1) 12 volt switched wire w/fuse holder and 40 amp fuse.<br>Qty: 1, Location: In the HVAC Area, above the Electrical Cabinet | 1   | PLG        | 170.00  | 170.00   |
| 47-60-S000                              |       | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 47-60-S001                              | S <   | Antenna, 450 Mhz, UHF<br>Right Rear                                                                                                                                                                                                  | 1   | PLG        | 150.00  | 150.00   |
| <b>MISCELLANEOUS 12 VOLT ELECTRICAL</b> |       |                                                                                                                                                                                                                                      |     | <b>PLG</b> |         |          |
| 48-15-1610                              | <     | Back-Up 2-Camera System ASA Voyager w/7" Rear View Mirror Replacement Monitor<br>ASA Voyager System                                                                                                                                  | 1   | PLG        | 1815.00 | 1815.00  |



| PART NO    | S | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                  | QTY | ID  | EACH    | EXTENDED |
|------------|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|---------|----------|
|            |   | Interior camera to be located on the front head bumper.                                                                                                                                                                                                                                                                                                                                                                                      |     |     |         |          |
| 48-20-2000 |   | > Speakers, Stereo Volume Control Rear Sw Panel                                                                                                                                                                                                                                                                                                                                                                                              | 1   | PLG | 0.00    | 0.00     |
| 48-50-3155 | S | < Intellitec, clock mounted in Custom Location<br>Specify Location: On the "E" Compartment Wrapper                                                                                                                                                                                                                                                                                                                                           | 1   | PLG | 420.00  | 420.00   |
| 48-60-3700 |   | Liquid Spring Control Left Rear Door Open w/ Override switch                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG | 500.00  | 500.00   |
| 48-80-5000 |   | < > 12 Volt Hot power lead, Utility, behind drivers seat<br>The vehicle shall be pre-wired with a 12 volt HOT power lead terminating behind the driver's seat. The wiring shall be 12AWG, and include a power and ground conductor encased loom. The ends shall be capped, and the circuit labeled.<br><br>Location: Behind the driver's seat with 6ft lead.<br><br>20 amp Max capacity                                                      | 1   | PLG | 250.00  | 250.00   |
| 48-80-5010 |   | < > 12 Volt Hot power lead, Utility, behind passenger seat<br>The vehicle shall be pre-wired with a 12 volt HOT power lead terminating behind the passenger's seat. The wiring shall be 12AWG, and include a power and ground conductor encased loom. The ends shall be capped, and the circuit labeled.<br><br>Location: Behind the passenger's seat with 6ft lead.<br><br>20 amp Max capacity                                              | 1   | PLG | 250.00  | 250.00   |
| 48-80-5050 |   | < Power lead, dedicated for Knox Box or Medvault fused at 5 amps, hot at all times<br>PL will provide a dedicated wire fused at 5 amps, wired to Knox Box/ Medvault Location. Wire will be Hot at all times.                                                                                                                                                                                                                                 | 1   | PLG | 250.00  | 250.00   |
| 48-80-5070 |   | < > 12 Volt Hot power lead, Utility, exterior compartment "C"<br>The vehicle shall be pre-wired with a 12 volt HOT power lead terminating in the exterior compartment "C". The wiring shall be 12AWG, and include a power and ground conductor encased loom. The ends shall be capped, and the circuit labeled.<br><br>Location: Upper Rear Right Corner of compartment with 6ft lead exposed in the compartment.<br><br>20 amp Max capacity | 1   | PLG | 250.00  | 250.00   |
| 48-90-S000 |   | ** SPECIAL OPTION REQUEST **                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG | 0.00    | 0.00     |
| 48-90-S001 | S | PREWIRE for hand light                                                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG | 175.00  | 175.00   |
| 48-90-S002 | S | Supply and Install Knox KeySecure 2650                                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG | 1500.00 | 1500.00  |
| 48-90-S003 | S | < Portable radio chargers in cab<br>Location: TBD                                                                                                                                                                                                                                                                                                                                                                                            | 1   | PLG | 0.00    | 0.00     |

| PART NO                                   | S   | DESCRIPTION                                                                                                                                                                                                                                                                                             | QTY | ID         | EACH    | EXTENDED |
|-------------------------------------------|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| <b>ELECTRICAL 115 VOLT AC</b>             |     |                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |         |          |
| 51-20-5010                                |     | Shoreline, Super Auto-Eject 20 amp, Left Side, Above Compt. "B", YELLOW                                                                                                                                                                                                                                 | 1   | PLG        | 385.00  | 385.00   |
| 51-30-1500                                | <   | Shoreline/ Battery Charging Dual Indicator Lights<br>Shoreline - Amber Indicator<br>Battery Charger - Green Indicator                                                                                                                                                                                   | 1   | PLG        | 0.00    | 0.00     |
| 51-32-2000                                |     | Power Distr Box, 115v, w/20 amp Circuit Bkr                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 52-10-1000                                |     | Hospital Grade Lighted GFCI Outlet, Location: L/S/S Wall                                                                                                                                                                                                                                                | 1   | PLG        | 0.00    | 0.00     |
| 52-10-2000                                | < > | Hospital Grade Lighted Outlet, Location: Left Rear<br>Outlet mounted 14" above the rear counter                                                                                                                                                                                                         | 1   | PLG        | 0.00    | 0.00     |
| 52-10-3000                                |     | Hospital Grade Lighted Outlet, Location: Right Front In/out                                                                                                                                                                                                                                             | 1   | PLG        | 0.00    | 0.00     |
| 52-10-3200                                |     | Hospital Grade Lighted Outlet, Location: Right Front Upper                                                                                                                                                                                                                                              | 1   | PLG        | 120.00  | 120.00   |
| 52-10-5000                                | S < | Hospital Grade Lighted Outlet, Interior Wall or Cabinet Location:<br>Qty: 2 Location:<br>(1) Above Forward MIM, head of squad bench, on the wall.<br>(1) Rear of Squad Bench, on wall 12" up from squad bench laminate lid between backrest and rear wall                                               | 2   | PLG        | 120.00  | 240.00   |
| <b>BATTERY CHARGER / INVERTER CHARGEI</b> |     |                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |         |          |
| <b>INVERTER</b>                           |     |                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |         |          |
| 55-10-1225                                | < > | Inverter/ Charger,Vanner LSC12-1100 Pure Sine Inverter/ 55A Battery Charger<br>Deletes standard battery charger<br>Deletes GFCI receptacle at LSS (GFCI is integral to inverter)<br>Includes activation switch in rear switch panel (Standard Electric)) or Button on rear Vista Screen (VMUX Electric) | 1   | PLG        | 1938.00 | 1938.00  |
| <b>PAINT LUSTRE</b>                       |     |                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |         |          |
| 60-00-0005                                |     | Ten Year Paint Warranty (Paint Lustre)                                                                                                                                                                                                                                                                  | 1   | PLG        | 0.00    | 0.00     |
| 60-00-0007                                |     | Paint Adhesion Testing                                                                                                                                                                                                                                                                                  | 1   | PLG        | 0.00    | 0.00     |
| <b>BODY AND CAB PRIMARY PAINT</b>         |     |                                                                                                                                                                                                                                                                                                         |     | <b>PLG</b> |         |          |
| 60-10-0220                                |     | *Body and CabTwo Color (entire vehicle two tone)                                                                                                                                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
| 60-10-1995                                | < > | Paint Rear Body Primary Color Only (for Chevron Application)<br>Note: With "Chevron" striping selected, the rear of the vehicle will be painted, the solid single, primary color. -(for Chevron application)-                                                                                           | 1   | PLG        | 0.00    | 0.00     |
| 60-10-2020                                |     | Paint Lower Modular Body                                                                                                                                                                                                                                                                                | 1   | PLG        | 2800.00 | 2800.00  |
| 60-10-2245                                | <   | Lower Body Paint Color Red<br>Provide Paint Code_____                                                                                                                                                                                                                                                   | 1   | PLG        | 500.00  | 500.00   |
| 60-10-6030                                | <   | **Paint Upper Modular Body , Color Other Than Unit Standard White,<br>Provide Paint Code_____                                                                                                                                                                                                           | 1   | PLG        | 1000.00 | 1000.00  |
| 60-11-0100                                | <   | Upper Body Paint Color Black<br>Provide Paint Code_____                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00    | 0.00     |

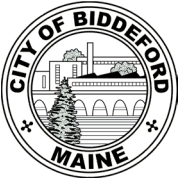
| PART NO    | S | DESCRIPTION                                                                                                                                                                                                                | QTY | ID         | EACH    | EXTENDED |
|------------|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|---------|----------|
| 60-12-3510 | S | < > Straight Paint Break, Custom Location<br>Paint break location:<br>Cab: At window level<br>Body: At the bottom of the coves.                                                                                            | 1   | PLG        | 800.00  | 800.00   |
| 60-15-141B |   | < > Re-Paint Cab, Two New Colors, w/ Door Jambs<br>Classic (2 door)<br>Specify colors and paint numbers                                                                                                                    | 1   | PLG        | 9565.00 | 9565.00  |
| 60-15-1508 |   | Cab Paint Colors Same as Body<br><b>ADDITIONAL VEHICLE PAINT, SECONDAR'</b>                                                                                                                                                | 1   | PLG<br>PLG | 0.00    | 0.00     |
| 61-05-0008 |   | No Additional Paint Required                                                                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| 61-80-2210 |   | Polycoated Compt & Entr Door Sills, Compt<br>Floors, Area Behind Rub Rails (*Note*)                                                                                                                                        | 1   | PLG        | 0.00    | 0.00     |
|            |   | <b>&gt; LETTERING</b>                                                                                                                                                                                                      |     | PLG        |         |          |
| 65-15-2000 | S | < Imitation Gold Leaf Lettering<br>Sheet G008115-1027                                                                                                                                                                      | 1   | PLG        | 5800.00 | 5800.00  |
|            |   | <b>REFLECTIVE VINYL BELTLINE STRIPING</b>                                                                                                                                                                                  |     | PLG        |         |          |
| 65-39-0300 |   | 6" Vinyl Beltline Stripe                                                                                                                                                                                                   | 1   | PLG        | 985.00  | 985.00   |
| 65-40-1030 |   | Vinyl Main Stripe Color, Black -(reflective)                                                                                                                                                                               | 1   | PLG        | 0.00    | 0.00     |
| 65-40-2040 |   | Vinyl Beltline Stripe to have Kick Up from Cab to<br>Body                                                                                                                                                                  | 1   | PLG        | 200.00  | 200.00   |
| 65-40-3200 | S | < > Vinyl Beltline Location Other<br>Location: Lower cab doors in the area of DEF fill.<br>See 16-3517                                                                                                                     | 1   | PLG        | 0.00    | 0.00     |
|            |   | <b>REFLECTIVE VINYL STRIPING MISC.</b>                                                                                                                                                                                     |     | PLG        |         |          |
| 65-50-0050 | S | < > Reflective Tape Stripe 1/2"<br>Location:(1) Paint Break on the cab<br>(1) above beltline stripe no reveal<br>(1) below beltline stripe no reveal                                                                       | 1   | PLG        | 260.00  | 260.00   |
| 65-50-4030 | S | < > Reflective (Color) Tape Stripe 3/4" Outline, on<br>interior of Entrance Doors<br>Reflective 3/4" Outline<br><br>COLOR: Red                                                                                             | 1   | PLG        | 100.00  | 100.00   |
| 65-50-4080 | S | < > Reflective (Color) Tape Stripe, 3/4" Outline, on<br>interior of Compartment Doors<br>3/4" outline on the interior pan of all compartment<br>doors<br><br>COLOR: Red                                                    | 1   | PLG        | 285.00  | 285.00   |
|            |   | <b>REFLECTIVE CHEVRONS</b>                                                                                                                                                                                                 |     | PLG        |         |          |
| 65-65-0320 |   | < > Reflexite 6" Chevron Rear Body +Upper CTR<br>panel, no doors. Red & Fluor Lime<br>The two colors are V-98 for red and fluor green.<br>Note: **does not include any curved surfaces,<br>such as the coves, or door trim | 1   | PLG        | 1585.00 | 1585.00  |
|            |   | <b>GRAPHICS</b>                                                                                                                                                                                                            |     | PLG        |         |          |
| 65-88-4000 |   | Star of Life Decal 32" on Roof                                                                                                                                                                                             | 1   | PLG        | 181.00  | 181.00   |
| 65-90-1000 |   | Frosted, Star of Life, (2) 12" Rear Windows                                                                                                                                                                                | 1   | PLG        | 150.00  | 150.00   |
|            |   | <b>TECHNICAL RADIO INSTALLATION</b>                                                                                                                                                                                        |     | PLG        |         |          |
| 70-10-0550 | S | < Technical Radio Installation- Provided by Dealer<br>Radio installation to be provided by dealer, at the                                                                                                                  | 1   | PLG        | 500.00  | 500.00   |

| PART NO    | S     | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | QTY | ID         | EACH     | EXTENDED |
|------------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|----------|----------|
|            |       | dealers facility. Unless stated otherwise all radios, accessories and related wiring will be supplied by the end user                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |     |            |          |          |
|            |       | <b>AUXILLARY RADIO EQUIPMENT INSTALL AND MOUNTING</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |     | <b>PLG</b> |          |          |
| 70-35-2000 | S < > | Run Customer or Dealer Supplied Cables (See Notes)<br>Qty: 2 (If the radio is a dual head radio)<br><br>(1) From: HVAC to the Front console<br>(1) From the HVAC to the right side upper 45 Degree Cabinet,                                                                                                                                                                                                                                                                                                                                                                                         | 1   | PLG        | 200.00   | 200.00   |
| 73-90-S000 |       | <b>** SPECIAL OPTION REQUEST **</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 0.00     | 0.00     |
| 73-90-S001 | S     | PL to provide and install 32GA 6 cond flat wire (phone cord) as requested                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1   | PLG        | 125.00   | 125.00   |
|            |       | <b>CHASSIS EQUIPMENT</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |     | <b>PLG</b> |          |          |
| 75-10-1U00 |       | Stainless Steel Wheel Inserts, Dodge 4500/5500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1   | PLG        | 0.00     | 0.00     |
| 75-30-1300 |       | Liquid Spring Suspension System (D5500)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 12275.00 | 12275.00 |
| 75-60-1000 |       | Mud Flaps, Rear, Light Duty Chassis                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1   | PLG        | 200.00   | 200.00   |
| 75-95-2520 |       | Front End-Caster Camber Align                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1   | PLG        | 0.00     | 0.00     |
|            |       | <b>EQUIPMENT</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |     | <b>PLG</b> |          |          |
| 80-42-4010 | U <   | Technimount Bracket Pro Serie 35-HD Mtg Sys<br>P/N 210-00-PC15-HD Counter NO Lip<br>Location: Forward Medic In Mind Counter<br>Dealer Supplied & Installed                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1   |            | 1546.00  | 1546.00  |
| 80-43-7000 | <     | Bottle Bracket, Dual, Cast Products Duramount<br>Model OA1205 (D Bottle)<br>Model QA1205-DUAL-D-1<br>Qty (1)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1   | PLG        | 664.00   | 664.00   |
| 80-50-1000 |       | Prep, Clean & Detail Vehicle for Delivery                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1   | PLG        | 0.00     | 0.00     |
|            |       | <b>CHASSIS</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |     | <b>PLG</b> |          |          |
| 95-10-010A | <     | <b>** Chassis Model Year is not currently available to order</b><br>Estimated pricing only<br>Pricing and specs subject to change when model year opens                                                                                                                                                                                                                                                                                                                                                                                                                                             | 1   | PLG        | 0.00     | 0.00     |
| 95-13-230R | <     | 2023 DODGE D5500, 4x4, 108" CA(PKG: 2YG)<br>DODGE D5500, 4x4, 108" CA (DP0L65) 2YG<br><br>Wheelbase 192.5" - 108" CA Dual Rear<br>G.V.W. 19,500 lbs.<br>7,000 lb. Front Axle (Mono Beam)<br>13,500 lb. Rear Axle<br><br>Cummins 6.7L I-6 OHV direct diesel injection 24 valve intercooled turbo diesel engine. (ETK)<br>Engine Block Heater<br>Engine Oil Cooler<br>Heavy Duty 6 Speed Automatic Aisin AS68RC<br>Automatic Transmission with overdrive (DF2)<br>Transmission Oil Cooler<br>Diesel Exhaust Brake NEN<br>Stainless Steel Exhaust<br><br>Rear axle 4.44 with Limited Slip differential | 1   | PLG        | 78620.00 | 78620.00 |

| PART NO | S | DESCRIPTION                                                                                                                                                                                                                                                     | QTY | ID | EACH | EXTENDED |
|---------|---|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|------|----------|
|         |   | Auto locking hubs                                                                                                                                                                                                                                               |     |    |      |          |
|         |   | Electronic Shift on the Fly Transfer Case (DK3)                                                                                                                                                                                                                 |     |    |      |          |
|         |   | Transfer Case Skid Plate Shield (XEF)                                                                                                                                                                                                                           |     |    |      |          |
|         |   | Fuel Capacity: 52-gallon single tank (aft axle)                                                                                                                                                                                                                 |     |    |      |          |
|         |   | Emergency/Fire/Rescue Special Emissions Package (AH6)                                                                                                                                                                                                           |     |    |      |          |
|         |   | Special Emissions- Emergency Vehicle (XKZ)                                                                                                                                                                                                                      |     |    |      |          |
|         |   | Rear A/C Heater Prep Group (HBC)                                                                                                                                                                                                                                |     |    |      |          |
|         |   | Dual Alternators rated at 440 Amps (XF7)                                                                                                                                                                                                                        |     |    |      |          |
|         |   | Voltage Monitoring Auto Idle Up System (XF6)                                                                                                                                                                                                                    |     |    |      |          |
|         |   | Manual DPF Regeneration (XNR)                                                                                                                                                                                                                                   |     |    |      |          |
|         |   | 1460 amp (total) dual Batteries (Diesel)                                                                                                                                                                                                                        |     |    |      |          |
|         |   | Cold Weather Group (ADE)                                                                                                                                                                                                                                        |     |    |      |          |
|         |   | Engine block heater                                                                                                                                                                                                                                             |     |    |      |          |
|         |   | Winter Front Grille Cover                                                                                                                                                                                                                                       |     |    |      |          |
|         |   | Safety                                                                                                                                                                                                                                                          |     |    |      |          |
|         |   | Dual air Bags, passenger side front-impact cancellable air bag.                                                                                                                                                                                                 |     |    |      |          |
|         |   | Front height adjustable seatbelts with front pre-tensioners                                                                                                                                                                                                     |     |    |      |          |
|         |   | 4-wheel Antilock braking system                                                                                                                                                                                                                                 |     |    |      |          |
|         |   | Steering & Suspension:                                                                                                                                                                                                                                          |     |    |      |          |
|         |   | Hydraulic power-assist re-circulating ball steering                                                                                                                                                                                                             |     |    |      |          |
|         |   | Power Brakes- Four Wheel Disc                                                                                                                                                                                                                                   |     |    |      |          |
|         |   | Non-independent front suspension                                                                                                                                                                                                                                |     |    |      |          |
|         |   | Front leading link suspension                                                                                                                                                                                                                                   |     |    |      |          |
|         |   | Front anti-roll bar                                                                                                                                                                                                                                             |     |    |      |          |
|         |   | Front coil springs                                                                                                                                                                                                                                              |     |    |      |          |
|         |   | HD front shocks                                                                                                                                                                                                                                                 |     |    |      |          |
|         |   | Rigid Rear Axle                                                                                                                                                                                                                                                 |     |    |      |          |
|         |   | Rear leaf suspension                                                                                                                                                                                                                                            |     |    |      |          |
|         |   | HD Rear anti-roll bar                                                                                                                                                                                                                                           |     |    |      |          |
|         |   | HD rear leaf springs                                                                                                                                                                                                                                            |     |    |      |          |
|         |   | HD Rear Shocks                                                                                                                                                                                                                                                  |     |    |      |          |
|         |   | Tires/Wheels:                                                                                                                                                                                                                                                   |     |    |      |          |
|         |   | 225/70R19.5 BSW (6 all season)                                                                                                                                                                                                                                  |     |    |      |          |
|         |   | Continental Brand                                                                                                                                                                                                                                               |     |    |      |          |
|         |   | Front and Rear Wheels 19.5 x 6.00" (steel)                                                                                                                                                                                                                      |     |    |      |          |
|         |   | Full Size Spare Tire & wheel (TBB)                                                                                                                                                                                                                              |     |    |      |          |
|         |   | Comfort and Convenience                                                                                                                                                                                                                                         |     |    |      |          |
|         |   | Air Conditioning                                                                                                                                                                                                                                                |     |    |      |          |
|         |   | Cruise Control with steering wheel controls                                                                                                                                                                                                                     |     |    |      |          |
|         |   | Analog instrumentation display includes; tachometer, oil pressure gauge, engine temperature gauge, voltmeter gauge, oil temperature gauge, transmission fluid temperature gauge, engine hour meter, compass, exterior temperature, trip computer, trip odometer |     |    |      |          |
|         |   | Warning Indicators include: engine temperature,                                                                                                                                                                                                                 |     |    |      |          |

| PART NO    | S   | DESCRIPTION                                                                                                                                                                                               | QTY | ID  | EACH     | EXTENDED |
|------------|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|----------|----------|
|            |     | low oil level, low coolant, lights on, low fuel, low washer fluid, door ajar, transmission fluid temp. Intermittent front windshield wipers                                                               |     |     |          |          |
|            |     | SLT CAB TRIM (2YG)                                                                                                                                                                                        |     |     |          |          |
|            |     | Bright Front Bumper with front tow hooks                                                                                                                                                                  |     |     |          |          |
|            |     | Chrome Grille                                                                                                                                                                                             |     |     |          |          |
|            |     | Cloth 40/20/40 Bench Seat (*V9/X8)                                                                                                                                                                        |     |     |          |          |
|            |     | (Can order VINYL Seats)                                                                                                                                                                                   |     |     |          |          |
|            |     | Black Vinyl Floor Covering (CKW)                                                                                                                                                                          |     |     |          |          |
|            |     | (Can order front carpet floor covering)                                                                                                                                                                   |     |     |          |          |
|            |     | Front Floor Mats                                                                                                                                                                                          |     |     |          |          |
|            |     | Full cloth headliner                                                                                                                                                                                      |     |     |          |          |
|            |     | Color Keyed Instrument Panel Bezel                                                                                                                                                                        |     |     |          |          |
|            |     | Overhead console                                                                                                                                                                                          |     |     |          |          |
|            |     | Power Black Manual Fold Trailer Tow Mirrors                                                                                                                                                               |     |     |          |          |
|            |     | Exterior Mirrors Courtesy Lamps                                                                                                                                                                           |     |     |          |          |
|            |     | Exterior Mirrors with Heating Element                                                                                                                                                                     |     |     |          |          |
|            |     | Power Door Locks                                                                                                                                                                                          |     |     |          |          |
|            |     | Power windows                                                                                                                                                                                             |     |     |          |          |
|            |     | Premium Vinyl Door trim w/map pocket                                                                                                                                                                      |     |     |          |          |
|            |     | Remote Keyless entry                                                                                                                                                                                      |     |     |          |          |
|            |     | Temperature & Compass Gauge                                                                                                                                                                               |     |     |          |          |
|            |     | Traveler/Mini trip Computer                                                                                                                                                                               |     |     |          |          |
|            |     | Radio AM/FM/BT 5.0-inch touch screen display (UAA)                                                                                                                                                        |     |     |          |          |
|            |     | Low Beam Daytime Running Headlamps (LM1)                                                                                                                                                                  |     |     |          |          |
|            |     | Halogen Quad/ Automatic Headlamps                                                                                                                                                                         |     |     |          |          |
|            |     | Tire Pressure Information System (XBT)                                                                                                                                                                    |     |     |          |          |
|            |     | Tire Fill Alert (LAW)                                                                                                                                                                                     |     |     |          |          |
|            |     | Chrome Tubular Side Steps (Running Boards) (MRT)                                                                                                                                                          |     |     |          |          |
|            |     | Color Scheme:                                                                                                                                                                                             |     |     |          |          |
|            |     | Exterior Color: Bright White Clear coat (PW7)                                                                                                                                                             |     |     |          |          |
|            |     | Interior Color: Dark Slate/Medium Graystone (X8)                                                                                                                                                          |     |     |          |          |
| 96-32-1600 |     | Fuel "Full Tank" -Dodge                                                                                                                                                                                   | 1   | PLG | 364.00   | 364.00   |
| 96-90-S002 | U < | Delivery Requirements                                                                                                                                                                                     | 1   |     | 835.00   | 835.00   |
|            |     | State of Maine;                                                                                                                                                                                           |     |     |          |          |
|            |     | Application for Title                                                                                                                                                                                     |     |     |          |          |
|            |     | Commercial Vehicle Inspection                                                                                                                                                                             |     |     |          |          |
|            |     | Bill of Sale                                                                                                                                                                                              |     |     |          |          |
|            |     | Temporary Registration                                                                                                                                                                                    |     |     |          |          |
|            |     | Temporary Registration Plate                                                                                                                                                                              |     |     |          |          |
|            |     | Full tank of Gasoline                                                                                                                                                                                     |     |     |          |          |
| 96-90-S003 | U < | Optional Prepayment of chassis discount                                                                                                                                                                   | 1   |     | -1000.00 | -1000.00 |
|            |     | With the signing of a Purchase & Sale Agreement, and a Prepayment of the chassis a \$1,000 Discount shall be applied to the final invoice.                                                                |     |     |          |          |
| 96-90-S004 | U < | Consider Trade In Vehicle                                                                                                                                                                                 | 1   |     | 0.00     | 0.00     |
|            |     | To accept a trade in vehicle, the vehicle must be in service, Licensed by the State office of EMS or Bureau of Safety on the day of the trade and have a current Commercial Vehicle Inspection within the |     |     |          |          |

| PART NO                                       | S   | DESCRIPTION                                                                                                                                                                                                                            | QTY | ID  | EACH      | EXTENDED   |
|-----------------------------------------------|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|-----------|------------|
|                                               |     | last six months.                                                                                                                                                                                                                       |     |     |           |            |
|                                               |     | The Tires on the vehicle must have at least 3/16" of thickness, equally across the treads.                                                                                                                                             |     |     |           |            |
|                                               |     | The cab must be free of perforation corrosion.                                                                                                                                                                                         |     |     |           |            |
|                                               |     | There shall be no "Check Engine" Lights and be free of any Engine Codes.                                                                                                                                                               |     |     |           |            |
|                                               |     | All Emergency lights and siren must be fully operational, including siren speaker(s).                                                                                                                                                  |     |     |           |            |
|                                               |     | The Ambulance Air Conditioning and Heating System shall be operational both Cab and Body.                                                                                                                                              |     |     |           |            |
|                                               |     | The odometer mileage must be of the original mileage and not altered without proper documentation. The mileage shall be projected to estimate what the mileage will be on the Delivery day of the new vehicle.                         |     |     |           |            |
|                                               |     | All hardware that was installed with the vehicle on delivery of the trade in vehicle shall be installed in the vehicle, such as Floor Hardware for the Stretcher, Large Oxygen Tank Regulator, Suction Device Connections with tubing. |     |     |           |            |
|                                               |     | Sugarloaf Ambulance / Rescue Vehicles will establish an appraised value of the vehicle in the proposal stage of the new vehicle.                                                                                                       |     |     |           |            |
|                                               |     | The vehicle must meet the conditions stated above on delivery of the new vehicle.                                                                                                                                                      |     |     |           |            |
| 96-90-S005                                    | S < | Contingency Fund                                                                                                                                                                                                                       | 1   | PLG | 34103.00  | 34103.00   |
|                                               |     | The Contingency fund is to cover cost increase over the next two years, until the vehicle is delivered.                                                                                                                                |     |     |           |            |
|                                               |     | If the full amount is not needed when the proposal clears P L Engineering review, we will deduct any extra monies from the contingency fund.                                                                                           |     |     |           |            |
|                                               |     | Total                                                                                                                                                                                                                                  |     |     |           | 450,936.00 |
| <b><u>OPTIONS - NOT INCLUDED IN TOTAL</u></b> |     |                                                                                                                                                                                                                                        |     |     |           |            |
| 96-90-S001                                    | S   | Option of trade in                                                                                                                                                                                                                     | 1   | PLG | -11500.00 | -11500.00  |



## Finance Committee

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**Meeting Date:** January 4, 2024

**Meeting Time:** 5:00pm

**Agenda Item No:** 4.2.

**Item Description:** Approval/Award Fire Engine Pumper Purchase to Sutphen Corporation

**Submitted by:** Lawrence D. Best, Fire Chief

**Supporting Information/Documentation:**

Please see the attached proposal and purchase agreement from Sutphen Corporation

**Key Terms:**

Fire Engine/Pumper Replacement

**Executive Summary:**

Approval to award the contract to purchase a new Fire Engine/Pumper to the Sutphen Corporation.

On December 19, 2023, the Finance Committee voted to allow the Fire Department to proceed with a sole source procurement for this new Fire Engine/Pumper.

**Detailed Review:**

The Fire Department is seeking approval for the purchase of one Fire Engine/Pumper from the Sutphen Corporation for a cost of \$933,552.00.

The Fire Department has worked with the manufacturer of the most recently purchased Fire Engine/Pumper, which was from the Sutphen Corporation to update and develop specifications for this vehicle.

The purchase of this pumper would be through Sourcewell, which is a cooperative purchasing program. Sourcewell is a nationwide, government procurement service striving to make the governmental procurement process more efficient. They hold hundreds of ready-to-use competitively solicited contracts.

The funds for the Fire Engine/Pumper would not be due until the delivery of the vehicle, which will be an estimated 40-42+ months after the signing of the contract.

This vehicle will replace one of the current Fire Engine/Pumpers. Upon delivery of the new Fire Engine/Pumper, the DPW Fleet Garage Supervisor will mechanically evaluate the three Fire Engine/Pumpers to determine which one is in need to be replaced first.



**Funding Source:**

Future CIP project funding through the budget process; est. time frame of FY2026/2027 or FY 2027/2028. The cost would be \$933,552.00

**Staff Recommendation:**

Staff recommends going forward with this purchase from the Sutphen Corporation for a total of \$933,552.00.

**Solicitation Number: RFP #113021****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and The Sutphen Corporation, 6450 Eiterman Road, Dublin, OH 43016 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Firefighting Apparatus and Fire Service Vehicles from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires February 10, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out, refurbished, or remounted Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily

apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

**B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

**C. SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

**D. TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

**E. GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

**A. PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.



E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

## **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,

resellers, marketing representatives, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

**3. *Use; Quality Control.***

- a. Neither party may alter the other party’s trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party’s trademarks only in good faith and in a dignified manner consistent with such party’s use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

**5. *Termination.*** Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party’s name or logo (excepting Sourcewell’s pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell’s written directions.

**B. PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

**C. MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

**D. ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is

primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.



C. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names



of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation

and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier not use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by an Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

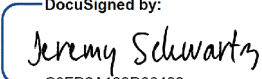
S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

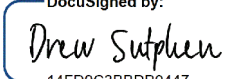
## 22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

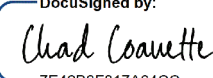
Sourcewell

DocuSigned by:  
  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
2/7/2022 | 9:22 PM CST  
Date: \_\_\_\_\_

The Sutphen Corporation

DocuSigned by:  
  
By: 14FD9C3BBDB0447...  
Drew Sutphen  
Title: President  
2/8/2022 | 3:13 PM CST  
Date: \_\_\_\_\_

Approved:

DocuSigned by:  
  
By: 7E42B8F817A64CC...  
Chad Coauette  
Title: Executive Director/CEO  
2/8/2022 | 5:16 PM CST  
Date: \_\_\_\_\_

# RFP 113021 - Firefighting Apparatus and Fire Service Vehicles

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## Vendor Details

Company Name: The Sutphen Corporation  
6450 Eiterman Rd.  
Address: Dublin, OH 43016  
Contact: Donna Newell  
Email: newell@sutphencorp.com  
Phone: 614-889-1005  
Fax: 614-889-0874  
HST#: 31-0671786

## Submission Details

Created On: Tuesday November 02, 2021 10:26:29  
Submitted On: Tuesday November 30, 2021 12:43:06  
Submitted By: Justin Howell  
Email: justin.howell@sutphencorp.com  
Transaction #: 93bf0e80-f6b0-4f36-b556-53e068f8e940  
Submitter's IP Address: 70.61.26.138

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

| Line Item | Question                                                                                                                                                                                                                                                                               | Response *                                                                                                                            |   |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|---|
| 1         | Proposer Legal Name (one legal entity only):<br>(In the event of award, will execute the resulting contract as "Supplier")                                                                                                                                                             | The Sutphen Corporation                                                                                                               | * |
| 2         | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.                                                                                                                                                                  | N/A                                                                                                                                   | * |
| 3         | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.                                                                                                                                                               | Sutphen Corporation                                                                                                                   | * |
| 4         | Proposer Physical Address:                                                                                                                                                                                                                                                             | 6450 Eiterman Road<br>Dublin, OH 43016                                                                                                | * |
| 5         | Proposer website address (or addresses):                                                                                                                                                                                                                                               | www.sutphen.com                                                                                                                       | * |
| 6         | Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract): | Drew Sutphen<br>President<br>6450 Eiterman Rd. Dublin, OH 43016<br>Drew.sutphen@sutphencorp.com<br>800-848-5860                       | * |
| 7         | Proposer's primary contact for this proposal (name, title, address, email address & phone):                                                                                                                                                                                            | Justin Howell<br>Senior Sales Territory Manager<br>6450 Eiterman Rd Dublin, OH 43016<br>Justin.howell@sutphencorp.com<br>800-848-5860 | * |
| 8         | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):                                                                                                                                                                                     | Donna Newell<br>Cooperative Purchasing Manager<br>6450 Eiterman Rd. Dublin, OH 43016<br>Donna.newell@sutphencorp.com<br>800-848-5860  |   |

**Table 2: Company Information and Financial Strength**

| Line Item | Question | Response * |  |
|-----------|----------|------------|--|
|-----------|----------|------------|--|

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |   |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 9  | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <p>With our main production and headquarters located in Dublin, OH. Sutphen also has production facilities in Urbana, and Hilliard, Ohio, as well as in Lake Ariel, Pennsylvania. Sutphen Corporation is a well-known custom fire apparatus manufacturer. Sutphen has been family owned and operated since 1890. It is the longest continuously owned and operated fire apparatus manufacturer in the country. As stated in our mission statement, Sutphen's core values and mission is to put customers first and treat them as family.</p> <p><b>MISSION STATEMENT</b><br/>At Sutphen, our mission is to build the safest, most reliable, fire apparatus in the world, through innovation and customer focus.</p> <p><b>CORE VALUES</b><br/>We recognize how important our customers, employees, and families are to the success of our company. We understand that our company's well-being is dependent upon our contributions and commitment. We all agree to grow our business through the following core values:</p> <p>Innovation – We will continually offer innovative new products in the fire apparatus market.<br/>Integrity – Mutually consider each other as a vital part of our production. Be truthful and honest.<br/>Teamwork – Divide the challenge, double the success.<br/>Respect – Treat others with the same respect we expect.<br/>Quality – We will constantly re-evaluate and upgrade our quality assurance process and our customer service.<br/>Accountability – We will be accountable for our work, and invest the time and effort to do things right the first time.</p> | * |
| 10 | What are your company's expectations in the event of an award?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Sutphen Corporation looks forward to providing Sourcewell members with another avenue to efficiently and cost effectively purchase fire apparatus that saves time and effort, minimizes the need for individual RFPs and contracts, and meets the Sourcewell members' competitive and procurement requirements.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | * |
| 11 | Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | The Company has annual audited financial statements and adheres strictly to GAAP. Over the past several years, Sutphen's average annual corporate Revenues have exceeded \$100 million. Sutphen is profitable and has a strong EBITDA. The Balance Sheet is strong. The Company retains much of Equity as Cash. The Current Ratio over the past several years, including Customer Advances, is better than 1:1 All Current Liabilities, other than Customer Advances, are trade debt or liabilities incurred during the ordinary course of business. There is no senior bank debt. Nor is there subordinated or off Balance Sheet funding. The Company funds all Working Capital needs internally. Please see the attached Bank Letter of Credit and the Bonding Company Letter of Credit.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | * |
| 12 | What is your US market share for the solutions that you are proposing?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | If we use five (5) years of historical FAMA sales statistics. Sutphen represents approximately 7.1% of all reported sales including all apparatus categories in which the Company has the capacity to compete. In those apparatus categories in which Sutphen specializes, namely mid-mount aerial platforms, over the same five (5) years and category specific, Sutphen captured an average of 31% to 75% of sales                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 13 | What is your Canadian market share for the solutions that you are proposing?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Historically Sutphen has sold aerial products primarily targeted to the US and Canada market. Sutphen however proposes the same products in the Canadian market as we do for US Market to help gain future market share.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | * |
| 14 | Has your business ever petitioned for bankruptcy protection? If so, explain in detail.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 15 | How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.<br>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?<br>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party? | <p>a) Not Applicable</p> <p>b) In the US and Canada, Sutphen fire apparatus is sold through a network of thirty-one (31) authorized, independent dealerships. Many of these dealerships are also authorized service centers and are part of Sutphen's US/Canadian network of more than fifty (50) authorized, independent service centers. Sutphen maintains and staffs its own factory service centers in Urbana, OH, Hilliard, OH and Lake Ariel, PA. Sutphen Corporation also provides 24/7 customer hotline support.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |

|    |                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 16 | If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP. | Licensing varies greatly by state in the US. In many, but not all, states, Sutphen Corporation must maintain both manufacturing and dealer, distributor, or specialty dealer licenses. In all cases where required, the Company hereby certifies that it holds current manufacturing licenses. In addition and on behalf of each of its authorized, independent dealers/distributors, Sutphen again hereby certifies that it obtains and maintains the dealer, distributor, or specialty distributor licenses where required by the state in which business is conducted. For the most part, all licensing, export documentation, and incremental paperwork for vehicles sold to end users in Canada is managed independently by the dealer/distributor responsible for selling into Canada.<br><br>Sutphen Corporation is a member of both the Fire Apparatus Manufacturers Association (FAMA) and National Fire Protection Association (NFPA). | * |
| 17 | Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.                                                                                                                                                                | None                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | * |

**Table 3: Industry Recognition & Marketplace Success**

| Line Item | Question                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 18        | Describe any relevant industry awards or recognition that your company has received in the past five years                                                                     | It is not Sutphen's business philosophy to go out of its way to garner industry awards or recognition. The Company would rather spend its efforts to provide the best possible fire apparatus and excellent customer service to its end users.<br><br>Sutphen believes that its longevity in the industry speaks volumes about its success. In 2020, Sutphen celebrated its 130th anniversary and, today, is in the midst of its 131st year of operations. It is the industry's oldest continuously family-owned and operated fire apparatus manufacturer.<br><br>Please see refer to the attached articles that showcase our continue growth the fire apparatus industry.<br>Conway Family Business Award<br>Announcement of the Tractor Drawn Aerial<br>Urbana Chassis Ground Breaking<br>Small Business Administrator Visit | * |
| 19        | What percentage of your sales are to the governmental sector in the past three years                                                                                           | The overwhelming majority of Sutphen's business is to the public government fire and emergency response entities. Occasionally, the Company will sell fire apparatus to commercial business, for example petroleum refineries or chemical manufacturers, to support their on-site fire response plans.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 20        | What percentage of your sales are to the education sector in the past three years                                                                                              | With the exception of sales to Colleges or Universities to support on-campus fire response centers or to a Fire Academy to support first responder education, Sutphen does not participate in the Education Sector.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | * |
| 21        | List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?          | Sutphen currently holds contracts with the following cooperative purchasing agencies:<br><br>Commonwealth of Pennsylvania's Cooperative Purchasing Program (COSTARS)<br><ul style="list-style-type: none"> <li>Florida Sheriffs Association (FSA)</li> <li>Houston-Galveston Area Council (HGAC)</li> <li>Louisiana Multiple Award Schedules (LaMAS)</li> <li>New Jersey State Contract</li> <li>Ohio State Term Schedule</li> <li>Texas BuyBoard</li> <li>Sourcewell</li> </ul><br>Over the past three (3) years, Sutphen has sold an annual average of over 150 vehicles across all cooperative purchasing contracts. The trend is upward and Sutphen expects cooperative purchasing to continue to drive sales growth in the future.                                                                                        | * |
| 22        | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | Sutphen CAGE Code 6L027, holds GSA Contract GS-30F-0012Y Under Schedule 23V, Automotive Superstore, SIN 190-01 Fire Fighting Apparatus and Attachments. Annual Sales Volumes are available at GSA's Schedule Sales Query website: <a href="https://ssq.gsa.gov">https://ssq.gsa.gov</a> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |

**Table 4: References/Testimonials**

**Line Item 23.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

| Entity Name *             | Contact Name *       | Phone Number *                              |   |
|---------------------------|----------------------|---------------------------------------------|---|
| Kissimmee Fire Dept.      | Chief Jim Walls      | james.walls@kissimmee.gov<br>407-518-2222   | * |
| Cape Coral Fire Dept.     | Div. Chief Mike Bush | mbush@capecoral.net<br>239-574-0501         | * |
| DeKalb County Fire Rescue | Captain Bryan Dobson | BCDobson@dekalbcountyga.gov<br>404-808-0844 | * |

**Table 5: Top Five Government or Education Customers**

**Line Item 24.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

| Entity Name       | Entity Type * | State / Province *  | Scope of Work * | Size of Transactions *                      | Dollar Volume Past Three Years * |   |
|-------------------|---------------|---------------------|-----------------|---------------------------------------------|----------------------------------|---|
| DeKalb County     | Government    | Georgia - GA        | Fire Apparatus  | 17 Pumpers , 3 Aerials                      | \$16.8 M                         | * |
| Miami Fire Rescue | Government    | Florida - FL        | Fire Apparatus  | 16 Pumpers, 5 Aerials, 2 Rescues, 2 Tankers | \$19.3 M                         | * |
| Columbus Fire     | Government    | Ohio - OH           | Fire Apparatus  | 1 Aerial, 2 Pumpers, 5 Rescues              | \$6.5 M                          | * |
| Orlando Fire      | Government    | Florida - FL        | Fire Apparatus  | 11 Pumpers, 2 Aerials                       | \$8.9 M                          | * |
| Durham Fire       | Government    | North Carolina - NC | Fire Apparatus  | 11 Pumpers                                  | \$6.4 M                          | * |

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

| Line Item | Question                                      | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |   |
|-----------|-----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 25        | Sales force.                                  | The dealers/distributors are supported by Sutphen's ten (10) person internal sales support team. The team's responsibility is to seamlessly and promptly support the Company's independent dealer/distributors throughout the sales process.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 26        | Dealer network or other distribution methods. | Sutphen has a network of over thirty-five (35) domestic and international authorized dealers/distributors.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 27        | Service force.                                | <p>Many of Sutphen's dealerships are also authorized service centers and are part of Sutphen's US/Canadian network of more than fifty (50) authorized, independent service centers. Sutphen maintains and staffs its own factory service centers in Urbana, OH, Hilliard, OH and Lake Ariel, PA. Sutphen Corporation also provides 24/7 customer hotline support.</p> <p>Please see the Lists of Sutphen's Authorized Dealers/Distributors and Authorized Service Centers included as supporting documentation. Please also note that Sourcewell members can find their local authorized Sutphen apparatus dealer and service center on the interactive map that can be found on our website. <a href="http://www.sutphen.com/locations">http://www.sutphen.com/locations</a></p> | * |



|    |                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |   |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 28 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.                                                                                                                                                                                              | If the customer is not an Sourcewell member, Sutphen will facilitate to the customer how to sign up as a member. A Sutphen authorized dealer/distributor shall submit a proposal to the member. The member accepts the proposal and enters into a purchase agreement with Sutphen and issues a purchase order to build one or more fire apparatus. The Sutphen dealer/distributor sends a fully executed copy of the proposal, all pricing and supporting documentation to the customer. The Sutphen Contract Administration team, consisting of three (3) individuals, will process the incoming orders, manage workflow, and administrative requirements to contract completion and delivery. Sutphen will communicate with Sourcewell contract administrators as required by any cooperative purchasing contract issued to Sutphen by Sourcewell as a result of this offer herein.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |
| 29 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.                                                                                              | <p>When a fire apparatus owner/user needs vehicle repair or repair/spare parts, the owner typically calls its local authorized, independent dealer/distributor or service provider. Warranty work, emergency repairs, or routine maintenance are generally handled by Sutphen's team of dedicated local service providers. More complex repairs or overhauls may need to be supervised by a Sutphen factory service technician who travels to the local service repair site.</p> <p>Customers may directly call one of Sutphen's three (3) factory service centers. Normal business hours are Monday-Friday, 6:00 am-5:00 pm Eastern time. After hours or in an emergency, a 24/7 Sutphen Service Technician is on call and will determine and implement the most appropriate solution to the emergency. For example, in the event of a "Truck Out of Service" call, the on-duty Service Technician receiving the call would follow established procedure and, in turn, notify and involve the Director of Service, the area Service Manager, and the applicable Production Manager who all, as a team, formulate and execute a "Back in Service" plan to get the truck operating as quickly as possible. Typically, within 24 hours the apparatus is once again functional. The goal is to minimize downtime and return an apparatus to dependable public service. Normal maintenance repairs or parts orders ship promptly. Sutphen offers both expedited and standard shipping options to the end user.</p> <p>Sutphen's local authorized, independent dealers/distributors or service providers, and the Company's factory service center, all offer full on-site (fire station or city service shop) apparatus service that is, oftentimes, the preferred, most timely and cost effective service option.</p> | * |
| 30 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.                                                                                                                                                                                                             | Through its dealer/distributor network and internal support teams, Sutphen sells and services customers in the United States. It will, again through its dealers/distributors, continue sell and service to the United States members.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | * |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.                                                                                                                                                                                                                        | Through its dealer/distributor network and internal support teams, Sutphen sells and services customers in Canada. It will, again through its dealers/distributors, continue sell and service to Canadian member agencies.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 32 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.                                                                                                                                                                                                                     | No, Sutphen has authorized dealers, service centers, and technicians that are able to work anywhere within the United States. As noted above, members would first contact their local authorized dealer/distributor. If there is no local authorized dealer, the member would work directly with Sutphen Warranty Department and Service Center and a factory technician will be authorized and travel to complete the required warranty repairs.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | * |
| 33 | Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract? | At this time the only entity sector that limits a regional presence would be Mississippi. As they primarily purchase off the Mississippi State Term contract.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 34 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.                                                                                                                                                                                               | Sutphen will continue to offer the same products and services of this RFP to Hawaii and Alaska as we do for rest of the contiguous United States. The only difference would be that additional charges may be applied for travel and delivery.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | * |

**Table 7: Marketing Plan**

| Line Item | Question | Response * |
|-----------|----------|------------|
|-----------|----------|------------|

|    |                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 35 | Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>As an organization that relies heavily on its dealer network for both daily customer interfacing and long-term marketing endeavors, our first and foremost marketing strategy will be to target our dealer network.</p> <p>Our primary campaign will be of education and information dissemination regarding Sourcewell's benefits and opportunities as they relate to dealers and customers alike.</p> <p>We will mobilize this primary campaign through dealer meetings, dealer webinars, email campaigns, cooperative purchasing informational one-pagers, and more. Our dealer network will participate in the aforementioned meetings and learn from Sutphen's cooperative purchasing experts. To date, we have found great success in distributing this information to dealers who in turn educate our customers.</p> <p>While we plan to create information packets and educational seminars directed by Sutphen, we also plan to work together with Sourcewell to directly provide those educational materials. We have found great success in years past by inviting Sourcewell to speak at our annual dealer meeting and other seminars to directly connect with dealers.</p> <p>These kind of personal connections from both Sutphen and Sourcewell are come of the most powerful and impactful to the fire service and its members.</p> <p>Our secondary campaign will be of general knowledge directed at our customers. Not only do we already have a section on our corporate website dedicated to cooperative purchasing options, but we plan to celebrate the receipt of award by acknowledging it on our website and creating an information guide regarding Sourcewell.</p> <p>This secondary campaign will also focus on social media and other forms of digital advertising to capture our entire audience and inform them of Sutphen's Sourcewell cooperative purchasing opportunity.</p> <p>In addition to the two previously mentioned campaigns, Sutphen will use several ways to convey its marketing message across the industry. Those methods include, but are not limited to, the following:</p> <ol style="list-style-type: none"> <li>1. National and Regional Industry Print Media among them Fire Engineering, Fire Apparatus, Fire News, and 1st Responder</li> <li>2. Sutphen Product Literature</li> <li>3. National and Regional Industry Trade Show and Educational Conferences including, but not limited to, FDIC, Firehouse Expo, Fire Rescue International, the Ohio Fire Chiefs and more.</li> </ol> |
| 36 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.                                                                            | <p>As mentioned in the marketing strategy question, line item 35, one of our primary campaigns will be using social media and other forms of digital marketing to enhance the effectiveness of the Sourcewell cooperative purchasing contract as it relates to Sutphen Corporation.</p> <p>At the time of this RFP submission, Sutphen's social media presence has over 43,000 followers on Facebook; 23,000 followers on Instagram; 2,700 followers on Twitter; and nearly 1,500 followers on LinkedIn. With these numbers constantly growing, our social media alone consistently reaches 70,000 followers a day and more. According to Facebook's analytics, in the past year alone, Sutphen has reached over 1.5 million people via Facebook and 250,000 people via Instagram.</p> <p>By maximizing these resources Sutphen will effectively marketing the Sourcewell cooperative purchasing contract to critical audiences.</p> <p>In addition to social media, we capture a targeted audience via our corporate website: <a href="http://www.Sutphen.com">www.Sutphen.com</a>. Over the past year, we have garnered over 1.6 million visitors to the site. These visitors can access apparatus insight as well as an expansive cooperative purchasing page that will detail the Sourcewell contract and Sutphen's affiliation with the contract.</p> <p>Along with those two digital media outlets, we continually advertise and conduct public relations tactics with industry magazines and their affiliated websites to help tell important industry news stories and Sutphen's role within the fire industry as a whole.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |

|    |                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 37 | In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?                     | <p>As mutual business partners, we see Sourcewell's role in promoting the contract to be providing Sutphen pertinent information and necessary details when creating pamphlets, one-pagers, webinars, and general meetings.</p> <p>While Sutphen's cooperative purchasing experts are well versed in the process, it is important to have specific details and understandings from Sourcewell specifically.</p> <p>We will integrate a Sourcewell-awarded contract into the Sutphen sales process by steering customers towards the cooperative purchasing process. We already emphasize the benefits of cooperative purchasing to our customers, but with the newly awarded contract, we will continue to underscore its importance.</p> | * |
| 38 | Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it. | Due to the customizable nature of our trucks, the specifics inherent of the fire industry, and general industry practice, our products are not available through and e-procurement ordering process.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |

**Table 8: Value-Added Attributes**

| Line Item | Question                                                                                                                                                                                                                                                                                | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 39        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.                                    | Sutphen provides operational demonstration at the time of pick-up or delivery for all fire apparatus. The Company provides additional in-depth technical training including, but not limited to, aerial operation and maintenance, apparatus operational troubleshooting, electrical system repair, hydraulic systems repair, engine emissions systems and repair, and operation and maintenance of other operational and specialty systems. These factory-provided, 3-day training classes are typically held at least twice a year in Ohio and are provided are complimentary. Attendees are responsible for their travel and lodging, and meals/entertainment outside of those provided by Sutphen during class. From time to time and as demand dictates, Sutphen has provided regional training classes.                                                                                                                                                                                                                                                                                                                                   |
| 40        | Describe any technological advances that your proposed products or services offer.                                                                                                                                                                                                      | Sutphen is unique in the industry in that it's aerial devices are solely constructed of aluminum. That, coupled with HuckBolt fastening technology instead of welding, provides an incredibly strong and lightweight aerial device. The reduced weight lowers an aerial's center of gravity, providing a better handling apparatus. The lighter weight also reduces wear and tear on tires, brakes, and other suspension components resulting in lower yearly ownership costs and out-of-service time.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 41        | Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.                                                                                                                                     | Sutphen will always comply with all federally mandated emissions advances in combustible engine technologies. Here at Sutphen we almost exclusively use LED lighting technologies and, when cost and operationally efficient, will embrace synthetic lubricant and other fluid products. Sutphen also supports its end user's desires for environmentally sound "green" apparatus operations. The most recent example is Sutphen's embracement of various options in Idle Reduction technology. Sutphen feels that Idle Reduction technology bridges the gap between the fully electric fire truck, and the current combustion engine. This technology helps to mitigate and limit the amount of carbon emission into the atmosphere by using a smaller engine or Lithium Ion batteries to replace the intermittent use of the larger diesel engine while the truck is idle on scene. With the current state of the market, and the transition to fully electric fire trucks we feel at Sutphen that taking baby steps into newer technologies has been the steady approach to a market that is slow to embrace change from previous practices. |
| 42        | Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. | Sutphen fire apparatus currently do not carry any official eco-label, rating or certification, but we will continue to work with our vendors to provide equipment and products that can carry energy efficiency or a green/sustainability factor as the technology comes to market.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| 43        | Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.    | While Sutphen is not a WMBE, we are a self-certified small business under the SBA's size standards for its NAICS Code. The current size standard is 1,000 employees. The Company currently employs approximately 450 employees across all locations. Please see the list of WMBE or SBE subcontractors included in this response.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 44        | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?                                                    | Very simply stated, Sutphen is unique in that it is a family owned company in continuous operation since 1890 owned by one family. The Company treats its customers as family. Ownership is accessible and intimately involved in all aspects of the sales process and post sale support. Many Sutphen customers have Sutphen family cell phone numbers and are encouraged to contact ownership whenever they feel the need. Sutphen is small enough to respond personally and promptly, but large enough to support the infrastructure needed to truly serve first responder end users in professional and dependable manner. While the Company produces fire apparatus across most vehicle sectors, we specialize in the aerial platform/ladder configurations to provide the best performing products on the market.                                                                                                                                                                                                                                                                                                                         |

**Table 9: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

| Line Item | Question                                                                                                                                                                                                                                                              | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 45        | Do your warranties cover all products, parts, and labor?                                                                                                                                                                                                              | Yes, Sutphen Corporation provides warranties to the original purchaser of a Sutphen apparatus. These warranties will provide parts and repairs to the Sutphen vehicle during the warranty period in accordance with the warranty documents attached.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 46        | Do your warranties impose usage restrictions or other limitations that adversely affect coverage?                                                                                                                                                                     | Yes, there are restrictions/limitations Sutphen warranty coverage. This includes, but is not necessarily limited to, wear and tear items (tires, filters, brakes), damage caused by, for example, collision or misuse. Please see the enclosed warranty documents for a full coverage explanation.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 47        | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?                                                                                                                                                             | Yes. Sutphen Corporation reimburses for travel time to and from the customer to complete the warranty repairs.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | * |
| 48        | Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair? | No, Sutphen has authorized dealers, service centers, and technicians that are able to work anywhere within the United States. As noted above, Sourcewell members would first contact their local authorized dealer/distributor. If there is no local authorized dealer, the Sourcewell member would work directly with Sutphen Warranty Department and Service Center and a factory technician will be authorized and travel to complete the required warranty repairs.                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | * |
| 49        | Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?                                                                      | As stated in the Sutphen warranty documents, major components of trade accessories such as purchased chassis, engines, signaling devices, transmissions, pumps, tanks or generators that have a separate manufacturer's warranty are covered by the appropriate OEM standard commercial warranty. However, Sutphen will assist the authorized dealer/distributor or customer to facilitate the warranty repairs.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | * |
| 50        | What are your proposed exchange and return programs and policies?                                                                                                                                                                                                     | Parts and loose equipment shipped from Sutphen or drop shipped under Sutphen's direction can be returned for credit within ninety (90) days of the delivery date. Product must be returned in unused, saleable condition and in its original packaging. Customers must request a Return Material Authorization (RMA) which is good for thirty (30) days. Warranty return shipping is Sutphen's responsibility. All other shipping costs are customer responsibility. Sutphen has a twenty five percent (25%) restocking fee and will, in addition, add cost of repackaging any returns/exchanges not in original packaging. Sutphen's return policy only applies to parts. This does not apply to the purchase of a fire apparatus.                                                                                                                                                                                                       | * |
| 51        | Describe any service contract options for the items included in your proposal.                                                                                                                                                                                        | While it is not included in as a line item in this response, Sutphen will offer Sourcewell members an annual aerial apparatus service contract after the purchase and delivery of a vehicle as an Open Market opportunity. The Company does this to make certain that Sutphen apparatus remain dependable and in excellent working condition. The service agreement includes an annual inspection through which Sutphen technicians evaluate the condition of the apparatus. In general terms, the aerial service contract consists of the following: <ul style="list-style-type: none"> <li>o Inspection of the chassis and components</li> <li>o Inspection of the fire pump, valves and accessories</li> <li>o Inspection of the hydraulic system, pressures and operation</li> <li>o Complete inspection of the ladder, components and lubrication</li> <li>o Check torque settings and aerial base and all main fasteners</li> </ul> | * |

**Table 10: Payment Terms and Financing Options**

| Line Item | Question                                                                                                                                                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 52        | Describe your payment terms and accepted payment methods.                                                                                                                                                                                                                | If a customer elects a prepayment discount option, the prepayment is due within thirty (30) days after contact signing or receipt of purchase order. Any remaining amount, or the full amount if no prepayment is provided, is due upon delivery and acceptance of the completed apparatus. Sutphen will invoice a customer approximately thirty (30) days before acceptance and pick up or delivery. Payment in full of outstanding invoice balances is due upon acceptance, pickup or delivery. | * |
| 53        | Describe any leasing or financing options available for use by educational or governmental entities.                                                                                                                                                                     | Sutphen Corporation does not provide leasing directly. However, Sutphen Corporation, and its dealers/distributors, work with industry recognized leasing companies, and can assist in securing leasing for apparatus purchased by members.                                                                                                                                                                                                                                                        | * |
| 54        | Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response. | Sutphen Corporation will accept either a members Purchase Order or a Sutphen provide Purchase Agreement/Contract. A copy is attached for your review.                                                                                                                                                                                                                                                                                                                                             | * |
| 55        | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?                                                                                                               | Sutphen Corporation has accepted the P-card purchase for previous purchases, however, the bank required fee will be added to the total price of the purchase. This is typically around 4% of the purchase price.                                                                                                                                                                                                                                                                                  | * |

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |   |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 56        | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.                              | Please see the Sourcewell Contract Price List included for our complete line item pricing. The Company is offering "base models" of all apparatus described immediately above. The Price List also includes all published options. Base models and options are published as MSRP. Sutphen is offering members a discount of Fifteen Percent (15%) from MSRP. Sutphen has negotiated this industry standard percentage discount with GSA and other various cooperative agreements. From time to time, Sutphen may amend any awarded contract to update models and prices to bring them into line with the then current commercial catalog and other cooperative purchasing agreements in which the Company participates. | * |
| 57        | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.                                                                                                                                                                                                                                                | Sutphen is offering Sourcewell members a standard basic discount of Fifteen Percent (15%) off MSRP for base models and published options.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 58        | Describe any quantity or volume discounts or rebate programs that you offer.                                                                                                                                                                                                                                                                                                                                                                                                  | Should a member purchase apparatus in sufficient quantities and under similar circumstances, Sutphen may offer additional discounts. Discount amounts may vary based upon quantity, product type, delivery times and/or customer loyalty.                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 59        | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.                                                                                                                                                                                          | Sutphen will offer unpublished or open market items as may be required by the member's Statement of Work. Pricing will be quoted at a fixed price on a case by case based and shall not be applicable to any additional discount.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |
| 60        | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. | None                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | * |
| 61        | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.                                                                                                                                                                                                                                                                                                      | Delivery is included for all Sutphen aerial apparatus. A Sutphen Delivery Engineer or authorized dealer/distributor provides delivery and operational demonstration as part of standard pricing for these vehicles. Factory or dealer provided delivery is not included in standard pricing but instead as a zone-priced option on all pumper, tanker, and rescue apparatus (non-aerial apparatus). Sutphen has four (4) priced delivery zones. A non-aerial customer is always welcome to visit the Sutphen facilities to receive an operational demonstration and pick up the vehicle.                                                                                                                                | * |
| 62        | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                                                                                                                                                                                                                                                                                                                       | Sutphen does manage OCONUS delivery to Hawaii, Alaska, US territories, and Canada for its customers on an individual basis. Delivery method and delivery cost are calculated and included at the time of the proposal. Included FOB Destination shipping on aerial apparatus may be limited to CONUS for deliveries to Hawaiian, Alaskan, US Territorial, and Canadian members eligible to use the Sourcewell contract.                                                                                                                                                                                                                                                                                                 | * |
| 63        | Describe any unique distribution and/or delivery methods or options offered in your proposal.                                                                                                                                                                                                                                                                                                                                                                                 | None                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | * |

Table 12: Pricing Offered

| Line Item | The Pricing Offered in this Proposal is: *                                                                                    | Comments                                                                                                                                                                                                                                                                                                                                                                       |
|-----------|-------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 64        | b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments. | Sutphen is pleased to participate with multiple cooperative purchasing program agencies. It is our policy to not provide preferential pricing to one agency over another, thus allowing the customer to choose the program that best fits their needs. If favored with the contract Sutphen will continue to promote the Sourcwell contract as outlined in our marketing plan. |



**Table 13: Audit and Administrative Fee**

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 65        | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. | <p>For all customer proposals, Sutphen Corporation uses proprietary pricing and specification software to make certain that Sourcewell members receive correct contract discount pricing.</p> <p>To make certain all vendor reports, sales reporting and proper administrative fees are paid, all orders are processed by Sutphen's Contract Administration team. This team maintains the documentation of all cooperative purchasing contracts, logs orders, provides all required reports, and pays all administrative fees. The team has developed a method of internally verifying accuracy and completion of timely contract management operations. Reports are completed and fees are paid quarterly based on the following schedule.</p> <p>January - March, reporting completed prior to end of April<br/> April - June, reporting completed prior to end of July<br/> July - September, reporting completed prior to end of October<br/> September - December, reporting completed prior to end of January</p>                                                                                |
| 66        | If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.                                                                                                                                                                                                                                                                                                                                                                    | <p>Our internal sales support and contract administration teams monitor the purchases of all apparatus and track any units purchased through the use of a cooperative purchasing agreements. This data is used to prepare and submit the quarterly reports as required by each agency. In addition, we submit internal reports to management on a monthly, quarterly, and annual basis.</p> <p>Since the initial contract award with NJPA/Sourcewell in 2018, Sutphen has seen a dramatic increase in the number of units sold under this contract. Sutphen went from the initial five units assigned in the first year to over eighty units this current year.</p> <p>In anticipation of being awarded another contract with Sourcewell, we would expect additional success as we continue to promote the use of this contract.</p>                                                                                                                                                                                                                                                                   |
| 67        | Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)                                                                                                   | <p>Sutphen proposes an administrative fee of Two Thousand and No/100 Dollars (\$2,000.00) per purchase order payable in the reporting period in which the order is delivered and customer invoice is paid in full.</p> <p>This fee structure is consistent with and equivalent to the very productive and most popularly used cooperative purchasing programs under which Sutphen currently participates. Sutphen is making this proposal to place Sourcewell on a level competitive co-op playing field to drive maximum member purchasing toward the Sourcewell platform. Some program like GSA &amp; FSA, charge a percentage of the discounted amount of contract sales, excluding open market items. Fire apparatus are large ticket capital purchases. The difference between a flat administrative fee and a percentage fee becomes material to the purchase decision in a public agency environment where agencies must spend the taxpayer dollar wisely. We have experience that with other things equal, the larger percentage fee is actually a deterrent to a flat fee co-op contract.</p> |

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

| Line Item | Question                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 68        | Provide a detailed description of the equipment, products, and services that you are offering in your proposal.                          | Sutphen manufactures a wide range of fire apparatus including custom and commercial pumpers, custom and commercial tankers, single and tandem axle mid-mount aerial platforms, single and tandem axle mid-mount and rear-mount aerial ladders, as well as our own custom chassis. The Company also manufactures a variety of specialty fire apparatus including industrial pumpers and aerials, heavy rescues, and hazmat units. |
| 69        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | The Sutphen subcategory list would include the following: Aerial Ladder, Aerial Platform, Custom Pumper, Commercial Pumper, Custom Tanker, Commercial Tanker, Heavy Rescue, Wildland Urban Interface Vehicle, and some Equipment, Accessories, and Supplies as published options. These are also not limited to remounting or refurbished apparatus.                                                                             |

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

| Line Item | Category or Type                                                                                                                                                                                                                                   | Offered *                                                        | Comments                                                                                                                                                                                  |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 70        | Firefighting apparatus and service vehicles, of all types, such as: pumper/engine, initial attack, mobile water supply, aerial, quint, special service, mobile foam, command and communications, and purpose-built firefighting or rescue trailers | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Sutphen manufactures a wide range of fire apparatus including but not limited to custom and commercial pumpers, custom and commercial tankers.                                            |
| 71        | Wildland fire apparatus, of all types, such as: fire suppression equipment, mobile water supply, and crew carriers                                                                                                                                 | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Sutphen manufactures a wide range of wildland fire apparatus including but not limited to WUI, and tankers.                                                                               |
| 72        | Aircraft rescue and firefighting vehicles                                                                                                                                                                                                          | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | N/A                                                                                                                                                                                       |
| 73        | Purpose-built chassis and vehicle components for firefighting apparatus and fire service vehicles                                                                                                                                                  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Sutphen manufactures one extreme duty custom chassis that is available to multiple facilities to complete the desired apparatus.                                                          |
| 74        | Equipment, options, accessories, and supplies complementary or incidental to the purchase of a turnkey or complete unit of the types described in Lines 70-72 above                                                                                | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Sutphen offers "base models" of all apparatus. In our published price listing we included all published options available to be outfitted on various unit types described above in 70-71. |
| 75        | Services related to the offering of the solutions described in Lines 70-74, including installation, customization, remount, refurbishment, inspection, repair, maintenance, training, and support                                                  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Sutphen can offer remount or refurbishment options. Any such work shall be quoted at the time of the request.                                                                             |

Table 15: Industry Specific Questions

| Line Item | Question                                                                                                                                                            | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 76        | Describe available service and repair options for the equipment and products offered in your proposal.                                                              | In the US and Canada, Sutphen fire apparatus is sold through a network of thirty-one (31) authorized, independent dealerships. Many of these dealerships are also authorized service centers and are part of Sutphen's US/Canadian network of more than fifty (50) authorized, independent service centers. Sutphen maintains and staffs its own factory service centers in Urbana, OH, Hilliard, OH and Lake Ariel, PA. Sutphen Corporation also provides 24/7 customer hotline support. |
| 77        | Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.           | Sutphen can offer remount or refurbishment options. Any such work shall be quoted at the time of the request. Pricing will be a fixed price quote and shall be determined based on age, condition, and other factors of the current state of the unit.                                                                                                                                                                                                                                    |
| 78        | Describe your compliance with US standards for the equipment and products offered in your proposal, including applicable federal and state requirements.            | Sutphen apparatus meet all Federal DOT, state requirements, UL testing and are compliant with the pertinent current NFPA standards.                                                                                                                                                                                                                                                                                                                                                       |
| 79        | Describe your compliance with Canadian standards for the equipment and products offered in your proposal, including applicable federal and provincial requirements. | Sutphen apparatus meet all Federal DOT, ULC testing and are compliant with the pertinent current NFPA standards.                                                                                                                                                                                                                                                                                                                                                                          |

Table 16: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 80. NOTICE:** To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

| Contract Section | Term, Condition, or Specification | Exception or Proposed Modification |
|------------------|-----------------------------------|------------------------------------|
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |
|                  |                                   |                                    |

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - 11.56\_Pricing.zip - Monday November 29, 2021 15:33:52
- [Financial Strength and Stability](#) - 2.11\_Financial Strength and Stability Documents.zip - Tuesday November 30, 2021 12:29:04
- [Marketing Plan/Samples](#) - 3.18\_Marketing Plan Documents.zip - Wednesday November 24, 2021 08:14:02
- [WMBE/MBE/SBE or Related Certificates](#) - 8.43\_WMBE Utilization.pdf - Wednesday November 24, 2021 08:08:10
- [Warranty Information](#) - 9.45\_Warranty Documents.zip - Wednesday November 24, 2021 08:14:15
- [Standard Transaction Document Samples](#) - 10.54\_Purchase Agreement.pdf - Wednesday November 24, 2021 08:10:29
- [Upload Additional Document](#) - 14A\_Product Component Reports.zip - Tuesday November 30, 2021 12:29:13

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Drew Sutphen, President, The Sutphen Corporation

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

| File Name                                                                    | I have reviewed the below addendum and attachments (if applicable) | Pages |
|------------------------------------------------------------------------------|--------------------------------------------------------------------|-------|
| <b>Addendum_4_Fire_Apparatus_RFP_113021</b><br>Sat November 20 2021 12:53 PM | <input checked="" type="checkbox"/>                                | 5     |
| <b>Addendum_3_Fire_Apparatus_RFP_113021</b><br>Thu November 11 2021 02:09 PM | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_2_Fire_Apparatus_RFP_113021</b><br>Fri October 29 2021 09:20 AM  | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_1_Fire_Apparatus_RFP_113021</b><br>Fri October 29 2021 09:20 AM  | <input checked="" type="checkbox"/>                                | 1     |



# SUTPHEN

## PROPOSAL

**TO THE:**

Biddeford Fire Department  
Attn: Chief Best  
152 Alfred Road  
Biddeford, Maine 04005

**DATE:** December 27, 2023

We hereby propose and agree to furnish the following firefighting equipment upon your acceptance of this proposal:

**One (1) Sutphen Custom Pumper Complete and Delivered for the Total Sum of**

..... **\$933,552.00**

The unit shall be manufactured completely in accordance to the following proposal and delivered in approximately **40-42** months from the date of the contract signing or purchase order, subject to delays from all causes beyond our control.

This proposal is contingent upon and includes fees for this apparatus to be purchased through Sourcewell Cooperative purchasing agency. Sutphen's contract number with Sourcewell is 113021-SUT.

This proposal shall be valid **UNTIL December 31, 2023**. If the purchase order is not received within this proposed duration, we reserve the right to extend, withdraw, or modify our proposal, including pricing, delivery times, and prepayment discounts as applicable.

Should any changes be required as mandated by NFPA, EPA, or other Federal, State or Local Governments, or changes due to part availability or vendor relationships, such changes shall be documented on a change order and purchaser shall be responsible for additional charges as applicable. These may include but are not limited to changes that affect the major vendors of the fire apparatus industry such as pump manufacturer, seat manufacturer, electrical power supplies (generators) and powertrain (engine & transmission).

Respectfully submitted,

*Larry Dingee*

Larry Dingee  
Dingee Machine Company  
Authorized Representative for Sutphen Corporation

**SUTPHEN CORPORATION**

6450 Eiterman Road | Dublin, OH 43016 | 1-800-848-5860



## Sutphen Component Report

### Dealer Information

Dingee Machine Company  
Larry Dingee  
195 NH Route 120  
Cornish, NH 03745  
603.542.9682  
Larrydingee@comcast.net

### Customer Information

Biddeford Fire Department  
152 Alfred Street  
Biddeford, Maine 04005

| Line    | Item #     | Qty | Item Description/Comments                                                           |
|---------|------------|-----|-------------------------------------------------------------------------------------|
| 1       |            | 1   | FACILITY = URBANA<br>TRUCK SERIES = PROGRAM 1<br>ELECTRICAL SYSTEM = POINT-TO-POINT |
| 2       | SOURCEWELL |     | COOPERATIVE PURCHASING = SOURCEWELL                                                 |
| 3       | 10000225   | 1   | STD WIRING SCHEMATIC (USB)                                                          |
| CHASSIS |            |     |                                                                                     |
| 4       | 10010001   | 1   | CHASSIS, CUSTOM                                                                     |
| 5       | 51070203   | 1   | WHEELBASE = 203                                                                     |
| 6       | 25010100   | 1   | FRAME, 10" DOUBLE RAILS, SINGLE AXLE (50K PSI)                                      |
| 7       | 45040100   | 1   | FRONT BUMPER CLIP                                                                   |
| 8       | 45010001   | 1   | FRONT TOW EYES, BELOW BUMPER, PAINTED                                               |
| 9       | 46010000   | 1   | REAR TOW EYES, PAINTED                                                              |
| 10      | 40010250   | 1   | STEERING - ROSS TAS-85                                                              |
| 11      | 22010000   | 1   | DRIVE LINE, SPICER, 1710 SERIES                                                     |
| 12      | 23015010   | 1   | ENGINE, CUMMINS X10 MHD 450HP DOC-DPF-DEF-SCR OBD                                   |
| 13      | 23029200   | 1   | ENGINE WARRANTY, 5 YEAR, 100,000 MILES FOR CUMMINS (X SERIES)                       |
| 14      | 23029400   | 1   | AFTERTREATMENT WARRANTY, 5 YEAR, 100,000 MILES FOR CUMMINS (X SERIES)               |
| 15      | 23030006   | 1   | AIR INTAKE/EMBER SEPARATOR                                                          |
| 16      | 23031176   | 1   | FUEL FILTER/WATER SEPARATOR, PRIMARY, FLEETGUARD FUEL PRO FH230                     |



| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                  |
|------|----------|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 17   | 23031220 | 1   | FUEL FILTER, SECONDARY, FLEETGUARD, FF5825NN                                                                                                                               |
| 18   | 47012510 | 1   | TRANSMISSION, ALLISON GEN 6, EVS3000 (L9)                                                                                                                                  |
| 19   | 23110000 | 1   | JACOBS ENGINE BRAKE                                                                                                                                                        |
| 20   | 47024050 | 1   | TRANSMISSION COOLER                                                                                                                                                        |
| 21   | 47030000 | 1   | ALLISON TOUCH PAD SHIFTER                                                                                                                                                  |
| 22   | 47030110 | 1   | SHIFTER PAD GEARING, 6 GEARS OPEN                                                                                                                                          |
| 23   | 21021200 | 1   | COOLING SYSTEM                                                                                                                                                             |
| 24   | 21030195 | 1   | COOLANT FILTER                                                                                                                                                             |
| 25   | 21030000 | 1   | FAN CLUTCH                                                                                                                                                                 |
| 26   | 21030200 | 1   | RADIATOR COOLANT RECOVERY, PRESSURIZED SYST                                                                                                                                |
| 27   | 26010000 | 1   | FUEL TANK, STEEL, 65 GALLON                                                                                                                                                |
| 28   | 26030000 | 1   | FUEL FILL                                                                                                                                                                  |
| 29   | 26030100 | 1   | FUEL COOLER                                                                                                                                                                |
| 30   | 24040000 | 1   | DIESEL EXHAUST FLUID TANK<br>DEF ACCESS = HINGED DOOR FOR DEF ACCESS                                                                                                       |
| 31   | 13010205 | 1   | ALTERNATOR, LEECE NEVILLE 320 AMP 4915PA                                                                                                                                   |
| 32   | 13030100 | 1   | LOW VOLTAGE ALARM, FLOYD BELL TXB-V86-515-QF                                                                                                                               |
| 33   | 15010500 | 1   | BATTERIES, INTERSTATE TYPE 31 MHD (4)                                                                                                                                      |
| 34   | 15030215 | 1   | MASTER BATTERY DISCONNECT SWITCH                                                                                                                                           |
| 35   | 15031700 | 1   | BATTERY JUMPER TERMINALS                                                                                                                                                   |
| 36   | 15031515 | 1   | BATTERY CHARGER, KUSSMAUL CHIEF 4012 W/REMOTE BAR GRAPH DISPLAY                                                                                                            |
| 37   | 15030430 | 1   | 120V SHORELINE INLET, KUSSMAUL SUPER 20 AUTO EJECT, 90° OPENING COVER<br>SHORELINE INLET LOCATION = DRIVER'S SIDE OF CAB, STANDARD LOCATION<br>SHORELINE COVER COLOR = RED |
| 38   | 15040100 | 2   | 120V OUTLET WIRED TO SHORELINE INLET<br>L3 - HIGH IN COMPARTMENT<br>R3 - HIGH IN COMPARTMENT                                                                               |
| 39   | 14010524 | 1   | FRONT AXLE, MERITOR MFS-20-133A 20,000 LB.                                                                                                                                 |
| 40   | 41010115 | 1   | FRONT SUSPENSION, STANDENS 20,000 LBS. (3) 54" LEAFS                                                                                                                       |
| 41   | 41030100 | 1   | SUSPENSION, ENHANCED SYSTEM                                                                                                                                                |

| Line | Item #   | Qty | Item Description/Comments                                                                                |
|------|----------|-----|----------------------------------------------------------------------------------------------------------|
| 42   | 41040510 | 1   | STEER ASSIST                                                                                             |
| 43   | 43010310 | 1   | FRONT TIRES, MICHELIN 385/65R22.5 LRL X MULTIWAY HD XZE 22.5 x 12.25 WHEELS                              |
| 44   | 14510540 | 1   | REAR AXLE, MERITOR RS-26-185 27,000 LB.                                                                  |
| 45   | 14530150 | 1   | TOP SPEED, 60 MPH                                                                                        |
| 46   | 42010025 | 1   | REAR SUSPENSION, FIREMAAX 27,000 LBS. AIR RIDE                                                           |
| 47   | 44010380 | 1   | REAR TIRES, MICHELIN 12R22.5 LRH XDN2 MUD & SNOW 24000 - 27,000 GVWR                                     |
| 48   | 42910300 | 1   | TIRE PRESSURE MONITOR, QUICK PRESSURE                                                                    |
| 49   | 44215220 | 1   | WHEELS, ALUM, ALCOA, DURABLACK (max 27K rear)                                                            |
| 50   | 44270100 | 1   | HUB COVERS, FRONT & REAR, POLISHED STS (Single Axle)                                                     |
| 51   | 44270300 | 1   | CHROME LUG NUT CAPS, FRONT & REAR (Single Axle)                                                          |
| 52   | 44271100 | 1   | MUD FLAPS, FRONT (PAIR)                                                                                  |
| 53   | 44271200 | 1   | MUD FLAPS, REAR (PAIR)                                                                                   |
| 54   | 54010010 | 1   | DATA, SAFETY & WARNING TAGS APPLICATION, ADHESIVE                                                        |
| 55   | 16010250 | 1   | BRAKES MERITOR DISC PLUS EX225 FRONT, SCAM 7" REAR (SINGLE AXLE)                                         |
| 56   | 18010043 | 1   | AIR BRAKE SYST 4 TANKS WABCO 1200 DRYER (24K, 27K)                                                       |
| 57   | 18030010 | 1   | AIR BRAKE RELEASE VALVE, WABCO                                                                           |
| 58   | 18030140 | 1   | AIR INLET CONNECTION W/CHECK VALVE<br>STANDARD AIR INLET LOCATION = LEFT HAND SIDE OF DRIVER'S STEP WELL |
| 59   | 18035110 | 1   | AIR COMPRESSOR, KUSSMAUL AUTO PUMP AC, 100PSI                                                            |
| 60   | 18220500 | 1   | NO ELEC STABILITY CONTROL SYS                                                                            |
| 61   | 18110070 | 1   | WABCO 4 CHANNEL ANTI-LOCK BRAKES (24K, 27K)                                                              |
| 62   | 14530500 | 1   | TIRE CHAINS, ON-SPOT, 6 STRANDS                                                                          |
| 63   | 53510000 | 1   | COMPRESSION FITTINGS ON AIR SYSTEM (CHASSIS)                                                             |
| 64   | 54010000 | 1   | MISCELLANEOUS ITEMS ON CHASSIS                                                                           |
| CAB  |          |     |                                                                                                          |
| 65   | 11023250 | 1   | CAB TSAL4E 73" 10" RR 1/2                                                                                |
| 66   | 11030025 | 1   | CAB CERTIFICATION - STRUCTURAL INTEGRITY                                                                 |
| 67   | 11030950 | 1   | CAB LOCKDOWN LATCHES                                                                                     |

| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                                        |
|------|----------|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 68   | 11031025 | 1   | CAB TILT SYSTEM, AIR CONTROL VALVE                                                                                                                                                               |
| 69   | 11031100 | 1   | MANUAL BACK-UP TILT SYSTEM                                                                                                                                                                       |
| 70   | 11031350 | 1   | CAB DOORS, FULL LENGTH (4)                                                                                                                                                                       |
| 71   | 11031386 | 1   | CAB STEPS, LOWER & INTERMEDIATE DIAMONDPLATE                                                                                                                                                     |
| 72   | 11031399 | 1   | CAB STEP LIGHTING, TECNIQ E45 LED STRIP LIGHTS                                                                                                                                                   |
| 73   | 11031421 | 1   | CAB DOOR WINDOWS, POWER (4)                                                                                                                                                                      |
| 74   | 11031400 | 1   | DELETE CAB SIDE WINDOWS                                                                                                                                                                          |
| 75   | 11031460 | 1   | NO WINDOWS, BACK WALL OF CAB                                                                                                                                                                     |
| 76   | 52010010 | 1   | ELECTRIC INTERMITTENT WIPERS                                                                                                                                                                     |
| 77   | 52030200 | 1   | WINDSHIELD WASHER RESERVOIR                                                                                                                                                                      |
| 78   | 38010020 | 1   | MIRRORS LANG MEKRA 300 SERIES HEATED & REMOTE                                                                                                                                                    |
| 79   | 38030205 | 1   | BLIND SPOT MIRROR, VELVAC, ON CAB ROOF                                                                                                                                                           |
| 80   | 11024420 | 1   | UPPER GRILLE, AMERICAN FLAG LEVEL STYLE FACADE (X SERIES)                                                                                                                                        |
| 81   | 11024510 | 1   | FLAMING "S" LOGO, UPPER GRILLE, ILLUMINATED<br>LED BACKLIGHT COLOR FOR UPPER GRILLE = RED                                                                                                        |
| 82   | 11024615 | 1   | LOWER GRILLE, POLISHED STAINLESS, LASER CUT LETTERING W/ BACKLIGHTING<br>DESIGN FOR LOWER GRILLE W/LED BACKLIGHT = VERBIAGE - BIDDEFORD; LIGHT - RED                                             |
| 83   | 32588888 | 1   | CAB BLACKOUT ITEMS (NOT LISTED OTHER PLACES)<br>BUMPER TREADPLATE<br>BUMPER LID & HANDLE<br>HUB COVERS<br>LUG NUTS<br>Q2B<br>GRILLE, TOP & BOTTOM<br>HEADLIGHTS<br>CAB STEPS<br>FENDERETTES, CAB |
| 84   | 20012210 | 1   | BUMPER, 18" FORMED STEEL CHANNEL, PAINTED<br>SIREN SPEAKER PERFORATIONS = NO SPEAKER PERFORATIONS IN BUMPER.                                                                                     |
| 85   | 20029800 | 1   | BUMPER SIDES, DIAMONDPLATE                                                                                                                                                                       |
| 86   | 20029910 | 1   | BUMPER ANGLES, PAINTED STEEL, FLAT (12-30" EXTENSION)                                                                                                                                            |
| 87   | 20040105 | 1   | STORAGE WELL, DEEP CENTER, FULL WIDTH (18" BUMPER)                                                                                                                                               |
| 88   | 20030100 | 1   | STORAGE WELL COVER, TREADPLATE, 2" RAISE                                                                                                                                                         |
| 89   | 20030510 | 1   | CUT-OUT IN STORAGE WELL COVER                                                                                                                                                                    |

| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                                                    |
|------|----------|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 90   | 20042140 | 1   | PROTECTIVE BUMPER COATING, RAPTOR, TOP EDGE OF FRONT BUMPER<br>PROTECTIVE BUMPER COATING COLOR = BLACK                                                                                                       |
| 91   | 12010505 | 1   | AIR HORNS, DUAL, GROVER #2040 RECTANGULAR, THRU BUMPER                                                                                                                                                       |
| 92   | 12030350 | 1   | LANYARD CONTROL FOR AIR HORNS                                                                                                                                                                                |
| 93   | 12510111 | 1   | ELEC SIREN, WHELEN 295SLSA1 (ADDED 11.30.23)                                                                                                                                                                 |
| 94   | 12530205 | 1   | ELEC SIREN WIRED TO STEERING WHEEL BUTTON                                                                                                                                                                    |
| 95   | 12530350 | 1   | MOMENTARY SWITCH ON DASH, OFFICER'S SIDE, FOR ELEC SIREN                                                                                                                                                     |
| 96   | 12620102 | 1   | SIREN SPEAKER, 100W, CAST PRODUCTS, SA4201-6B-A (PAIR)                                                                                                                                                       |
| 97   | 12670110 | 1   | SIREN SPEAKER(S) INSTALLED BEHIND CAB GRILLE                                                                                                                                                                 |
| 98   | 12710100 | 1   | SIREN, FEDERAL Q2B, GRILLE MOUNT<br>Q2B WIRING = WIRED TO EMERGENCY MASTER THEN SHED WITH PARKING BRAKE ON                                                                                                   |
| 99   | 12730205 | 1   | MECH SIREN WIRED TO STEERING WHEEL BUTTON                                                                                                                                                                    |
| 100  | 12730350 | 1   | MOMENTARY SWITCH ON DASH, OFFICER'S SIDE, FOR MECH SIREN                                                                                                                                                     |
| 101  | 12730363 | 1   | SIREN BRAKE SWITCH FOR MECH SIREN, DRIVER'S & OFFICER'S SIDE                                                                                                                                                 |
| 102  | 32520520 | 1   | HEADLIGHTS, LED, FIRETECH FT-4X6, DUAL STS HOUSINGS<br>HEADLIGHT INTERIOR FINISH = BLACK                                                                                                                     |
| 103  | 32530500 | 1   | ALTERNATING FLASHER FOR HEADLIGHT                                                                                                                                                                            |
| 104  | 48010300 | 4   | FRONT TURN SIGNALS, WHELEN 400 SERIES LED                                                                                                                                                                    |
| 105  | 32530620 | 1   | CORNERING LIGHTS, WHELEN 600 LED                                                                                                                                                                             |
| 106  | 32530750 | 1   | ICC LIGHTS, LED, ROOF MOUNTED MARKERS, GROTE                                                                                                                                                                 |
| 107  | 27022130 | 1   | HANDRAILS, CAB EXTERIOR, KNURLED STAINLESS STEEL (2) SIDE                                                                                                                                                    |
| 108  | 27030620 | 1   | COAT HOOKS ON LOWER GRAB HANDRAILS, DRIVER'S SIDE                                                                                                                                                            |
| 109  | 27030660 | 1   | COAT HOOKS ON LOWER GRAB HANDRAILS, OFFICER'S SIDE                                                                                                                                                           |
| 110  | 27025000 | 1   | HANDRAILS, CAB INTERIOR, BLACK RUBBER COATED (2) FRONT ENTRY                                                                                                                                                 |
| 111  | 27025500 | 1   | HANDRAILS, CAB INTERIOR, BLACK RUBBER COATED (2) REAR ENTRY                                                                                                                                                  |
| 112  | 27030110 | 1   | HANDRAILS, REAR CAB INTERIOR DOOR, KNURLED STS AT WINDOW (2) ONLY                                                                                                                                            |
| 113  | 27040100 | 1   | INTERIOR DOOR, NYLON STRAP                                                                                                                                                                                   |
| 114  | 11032021 | 1   | EXTERIOR COMPT, SIDE OF EXT CAB, 66" H, DS<br>EXTERIOR DOOR, HINGED, PAINTED<br>DRIVER SIDE, LEFT DOOR HINGE (OPEN TOWARDS FRONT OF CAB)<br>COMPT DOOR LOCK - NOT PROVIDED<br>INTERIOR ACCESS, BLACK WEBBING |

| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                                                                                                                                                                                                        |
|------|----------|-----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|      |          |     | OPENING TO DRIVER'S SIDE CREW SEAT COMPT                                                                                                                                                                                                                                                                                                                         |
| 115  | 11032071 | 1   | EXTERIOR COMPT, SIDE OF EXT CAB, 66" H, OS<br>EXTERIOR DOOR, HINGED, PAINTED<br>OFFICER'S SIDE, RIGHT DOOR HINGE (OPEN TOWARDS FRONT OF CAB)<br>COMPT DOOR LOCK - NOT PROVIDED<br>INTERIOR ACCESS, BLACK WEBBING<br>OPENING TO OFFICER'S SIDE CREW SEAT COMPT                                                                                                    |
| 116  | 11035420 | 1   | DIAMONDPLATE CAB ROOF 30" x FULL WIDTH                                                                                                                                                                                                                                                                                                                           |
| 117  | 31010287 | 1   | INTERIOR, MULTISPEC GRAY SPECKLE PAINT W/GRAY-BLACK DURAWEAR                                                                                                                                                                                                                                                                                                     |
| 118  | 11032929 | 1   | DOOR PANEL, FULL STS                                                                                                                                                                                                                                                                                                                                             |
| 119  | 31010291 | 1   | CAB INTERIOR FLOOR COVERING, BLACK RUBBERIZED                                                                                                                                                                                                                                                                                                                    |
| 120  | 22510100 | 1   | ENGINE ENCLOSURE, FULL LENGTH                                                                                                                                                                                                                                                                                                                                    |
| 121  | 22510531 | 1   | ENGINE ENCLOSURE COVERING, SCORPION GRAY URETHANE BLEND                                                                                                                                                                                                                                                                                                          |
| 122  | 11031680 | 1   | CENTER CONSOLE W/MAP BOOK STORAGE, TOP OF ENGINE ENCLOSURE                                                                                                                                                                                                                                                                                                       |
| 123  | 22610050 | 1   | ENGINE HOOD LIGHT, LED (1)                                                                                                                                                                                                                                                                                                                                       |
| 124  | 11031510 | 1   | FLAT WORK SURFACE IN LIEU OF GLOVE BOX                                                                                                                                                                                                                                                                                                                           |
| 125  | 11031710 | 1   | UPPER CREW DOOR AREA, SMOOTH PANEL                                                                                                                                                                                                                                                                                                                               |
| 126  | 29810100 | 1   | CHASSIS ELECTRICAL DESCRIPTION                                                                                                                                                                                                                                                                                                                                   |
| 127  | 30010130 | 1   | INSTRUMENTATION, AMETEK W/ CENTER & OVERHEAD CONSOLES                                                                                                                                                                                                                                                                                                            |
| 128  | 30010610 | 1   | CAB PUMP SHIFTER, ELECTRIC W/ROUND KNOB                                                                                                                                                                                                                                                                                                                          |
| 129  | 30011000 | 1   | PUMP INTERLOCK, NOT CONNECTED WITH ODOMETER                                                                                                                                                                                                                                                                                                                      |
| 130  | 30031610 | 1   | DO NOT MOVE LIGHT, WHELEN TIR3 LED<br>DETAILS FOR DOOR AJAR LIGHT = RED/CLEAR LENS<br>DOOR AJAR LIGHT LOCATION = CENTERED BELOW UPPER COMMAND CONSOLE                                                                                                                                                                                                            |
| 131  | 29930200 | 1   | MAPBOOK SLOT ON BREAKER PANEL                                                                                                                                                                                                                                                                                                                                    |
| 132  | 29910100 | 1   | PROGRAMMABLE LOAD MANAGER, CLASS-1 SUPERNODE II                                                                                                                                                                                                                                                                                                                  |
| 133  | 30031100 | 1   | HIGH IDLE SWITCH                                                                                                                                                                                                                                                                                                                                                 |
| 134  | 11040000 | 1   | CAB ACCESSORY FUSE PANEL                                                                                                                                                                                                                                                                                                                                         |
| 135  | 84541540 | 1   | POWER & GROUND STUDS, UPPER COMMAND CONSOLE<br>REQUIREMENTS (AMPS) FOR POWER/GROUND STUDS IN UPPER COMMAND CONSOLE:<br>(1) 12-VOLT 60-AMP, DIRECT TO THE BATTERY IGNITION OFF.<br>(1) 12-VOLT 30-AMP SWITCHED BATTERY FIRST POSITION ON IGNITION SWITCH.<br>(1) 12-VOLT 30-AMP IGNITION POWER SECOND POSITION ON IGNITION SWITCH.<br>(1) 12-VOLT 125-AMP GROUND. |

| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                                                                                                         |
|------|----------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 136  | 84541545 | 1   | <b>POWER &amp; GROUND STUDS, LOWER COMMAND CONSOLE</b><br>REQUIREMENTS (AMPS) FOR POWER/GROUND STUDS IN LOWER COMMAND CONSOLE:<br>(1) 12-VOLT 60-AMP, DIRECT TO THE BATTERY. (1) 12-VOLT 30-AMP CONTROLLED BY THE<br>IGNITION SWITCH. (1) 12-VOLT 125-AMP GROUND. |
| 137  | 30110000 | 1   | <b>VEHICLE DATA RECORDER, AKRON/WELDON</b>                                                                                                                                                                                                                        |
| 138  | 30031820 | 3   | <b>12V DUAL POWER POINT, USB/USB</b><br>USB/USB POWER POINT LOCATION #1: LOWER CONSOLE POSITION 3, DRIVER'S CORNER<br>USB/USB POWER POINT LOCATION #2: LOWER CONSOLE POSITION 3, OFFICER'S CORNER<br>USB/USB POWER POINT LOCATION #3: O/S EMS COMPARTMENT, HIGH   |
| 139  | 33510030 | 2   | <b>INTERIOR CAB LIGHTS, WHELEN 6" ROUND RED/CLEAR LED</b>                                                                                                                                                                                                         |
| 140  | 34010030 | 2   | <b>INTERIOR CREW LIGHTS, WHELEN 6" ROUND RED/CLEAR LED</b>                                                                                                                                                                                                        |
| 141  | 28010750 | 1   | <b>DEFROSTER, HEATER &amp; A/C, SEVERE CLIMATE (TM-31)</b>                                                                                                                                                                                                        |
| 142  | 28090003 | 1   | <b>HEAT TO FEET</b>                                                                                                                                                                                                                                               |
| 143  | 28030500 | 1   | <b>DEFROSTER DUCTWORK, ENTIRE WINDSHIELD</b>                                                                                                                                                                                                                      |
| 144  | 11031687 | 1   | <b>TOP HEAT/AC STORAGE, TOOL MOUNTING PLATE, 25" x 19.5"</b>                                                                                                                                                                                                      |
| 145  | 28031000 | 1   | <b>FAN, 12 VOLT, DRIVER'S SIDE, MOUNTED INBOARD, NEXT TO DEFROSTER</b>                                                                                                                                                                                            |
| 146  | 28031100 | 1   | <b>FAN, 12 VOLT, OFFICER'S SIDE, MOUNTED INBOARD, NEXT TO DEFROSTER</b>                                                                                                                                                                                           |
| 147  | 38510104 | 1   | <b>DRIVER'S SEAT, BOSTROM SIERRA HIGH BACK AIR RIDE ABTS (DURAWEAR PLUS, LOW SEAM)</b><br>SEAT BELT CONFIGURATION, PULL FROM LEFT SHOULDER TO BUCKLE AT RIGHT HIP<br>HELMET STORED IN COMPARTMENT                                                                 |
| 148  | 39010118 | 1   | <b>OFFICER'S SEAT, BOSTROM TANKER 450, ABTS SCBA (DURAWEAR PLUS, LOW SEAM)</b><br>SEAT BELT CONFIGURATION, PULL FROM RIGHT SHOULDER TO BUCKLE AT LEFT HIP<br>HELMET STORED IN COMPARTMENT<br>OFFICER'S SEAT COMPT, FRONT DOOR                                     |
| 149  | 11031842 | 1   | <b>EMS CABINET, REAR FACING, EXTERIOR HINGED</b><br>DRIVER SIDE, LEFT DOOR HINGE (OPEN TOWARDS FRONT OF CAB)<br>COMPT DOOR LOCK - NOT PROVIDED<br>INTERIOR ACCESS, BLACK WEBBING<br>ADJUSTABLE SHELF, EMS COMPT (1)                                               |
| 150  | 11031842 | 1   | <b>EMS CABINET, REAR FACING, EXTERIOR HINGED</b><br>OFFICER'S SIDE, RIGHT DOOR HINGE (OPEN TOWARDS FRONT OF CAB)<br>COMPT DOOR LOCK - NOT PROVIDED<br>INTERIOR ACCESS, BLACK WEBBING<br>ADJUSTABLE SHELF, EMS COMPT (1)                                           |
| 151  | 39521410 | 1   | <b>CREW SEAT 3, BOSTROM TANKER 300CT, ABTS SCBA FLIP UP (DURAWEAR PLUS, LOW SEAM)</b><br>SEAT BELT CONFIGURATION, PULL FROM LEFT SHOULDER TO BUCKLE AT RIGHT HIP<br>HELMET STORED IN COMPARTMENT                                                                  |
| 152  | 39521411 | 1   | <b>CREW SEAT 4, BOSTROM TANKER 300CT, ABTS SCBA FLIP UP (DURAWEAR PLUS, LOW SEAM)</b><br>SEAT BELT CONFIGURATION, PULL FROM RIGHT SHOULDER TO BUCKLE AT LEFT HIP<br>HELMET STORED IN COMPARTMENT                                                                  |
| 153  | 39550200 | 1   | <b>SEAT COLOR, BLACK</b>                                                                                                                                                                                                                                          |

| Line                       | Item #   | Qty | Item Description/Comments                                                                           |
|----------------------------|----------|-----|-----------------------------------------------------------------------------------------------------|
| 154                        | 39610000 | 3   | SCBA BRACKETS, BOSTROM, SECURE ALL                                                                  |
| 155                        | 38410000 | 1   | SEAT BELT WARNING SYSTEM, AKRON / WELDON                                                            |
| 156                        | 39710010 | 1   | DOUBLE CREW SEAT COMPT, SWING-OUT FRONT DOORS, HINGED AT CENTER                                     |
| 157                        | 11031745 | 1   | OVERHEAD STORAGE, FRONT OF 10" RR W/DOORS                                                           |
| 158                        | 84541700 | 2   | INSTALLATION OF CUSTOMERS 2-WAY RADIO ANTENNA (2)                                                   |
| 159                        | 84561010 | 1   | CAMERA SYSTEM, FRC, INVIEW TRUEVIEW, SINGLE CAMERA (WIRED)<br>CAMERA MOUNTING LOCATION REAR OF BODY |
| 160                        | 11088888 | 1   | OFFICER'S SPEEDOMETER                                                                               |
| <b>PUMP &amp; PLUMBING</b> |          |     |                                                                                                     |
| 161                        | 60080020 | 1   | PUMP, HALE QMAX XS 1500 GPM SINGLE STAGE                                                            |
| 162                        | 60025000 | 1   | GEARBOX, HALE, G-SERIES, REAR MOUNTED                                                               |
| 163                        | 60025950 | 1   | PUMP GEARBOX YOKE, 1710                                                                             |
| 164                        | 60026025 | 1   | MECHANICAL PUMP SEAL, HALE (PRG)                                                                    |
| 165                        | 60031005 | 1   | ALLOY ANODES, HALE (2)                                                                              |
| 166                        | 60035123 | 1   | PUMP TEST, THIRD PARTY TESTING                                                                      |
| 167                        | 61510000 | 1   | AUXILIARY COOLER (HEAT EXCHANGER)                                                                   |
| 168                        | 62010002 | 1   | STAINLESS STEEL PIPING                                                                              |
| 169                        | 66090010 | 1   | 3" TANK-TO-PUMP W/CHECK VALVE                                                                       |
| 170                        | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                            |
| 171                        | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                 |
| 172                        | 73090001 | 1   | TANK FILL 2"                                                                                        |
| 173                        | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                            |
| 174                        | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                 |
| 175                        | 61090009 | 1   | PRESSURE GOVERNOR, FIRE RESEARCH, PUMP BOSS                                                         |
| 176                        | 61290020 | 1   | INTAKE PRESSURE CONTROL, TFT A1860                                                                  |
| 177                        | 63021500 | 1   | 6" MAIN SUCTION, LEFT SIDE                                                                          |
| 178                        | 65090000 | 1   | 2.5" LEFT SIDE INLET                                                                                |
| 179                        | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                            |

| Line | Item #   | Qty | Item Description/Comments                            |
|------|----------|-----|------------------------------------------------------|
| 180  | 61770905 | 1   | ACTUATOR, VALVE, SWING CONTROL                       |
| 181  | 60036010 | 1   | THREADS, NST                                         |
| 182  | 63025500 | 1   | 6" MAIN SUCTION, RIGHT SIDE                          |
| 183  | 70525900 | 1   | 2.5" DISCHARGE, LEFT - POSITION 1                    |
| 184  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                             |
| 185  | 61770915 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1 W/ RACK & SECTOR |
| 186  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                           |
| 187  | 61810150 | 1   | DISCHARGE TERMINATION, 30 DEGREE ELBOW               |
| 188  | 60036010 | 1   | THREADS, NST                                         |
| 189  | 71025910 | 1   | 4" DISCHARGE, RIGHT - POSITION 3                     |
| 190  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                             |
| 191  | 61770945 | 1   | ACTUATOR, VALVE, ELECTRIC, AKRON 9333                |
| 192  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                           |
| 193  | 61810150 | 1   | DISCHARGE TERMINATION, 30 DEGREE ELBOW               |
| 194  | 60036010 | 1   | THREADS, NST                                         |
| 195  | 71025900 | 1   | 2.5" DISCHARGE, RIGHT - POSITION 4                   |
| 196  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                             |
| 197  | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                  |
| 198  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                           |
| 199  | 61810150 | 1   | DISCHARGE TERMINATION, 30 DEGREE ELBOW               |
| 200  | 60036010 | 1   | THREADS, NST                                         |
| 201  | 71590000 | 1   | DISCHARGE, 2.5" LEFT REAR                            |
| 202  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                             |
| 203  | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                  |
| 204  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                           |
| 205  | 61810160 | 1   | DISCHARGE TERMINATION, STRAIGHT                      |



| Line | Item #   | Qty | Item Description/Comments                                                                                                                                         |
|------|----------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 206  | 60036010 | 1   | THREADS, NST                                                                                                                                                      |
| 207  | 71990000 | 1   | DISCHARGE 2.5" FRONT/LEFT OF MAIN HOSEBED                                                                                                                         |
| 208  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                                                                                          |
| 209  | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                                                                               |
| 210  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                                                                                                                                        |
| 211  | 61810160 | 1   | DISCHARGE TERMINATION, STRAIGHT                                                                                                                                   |
| 212  | 60036010 | 1   | THREADS, NST                                                                                                                                                      |
| 213  | 72090000 | 1   | DISCHARGE 2.5" FRONT/RIGHT OF MAIN HOSEBED                                                                                                                        |
| 214  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                                                                                          |
| 215  | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                                                                               |
| 216  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                                                                                                                                        |
| 217  | 61810160 | 1   | DISCHARGE TERMINATION, STRAIGHT                                                                                                                                   |
| 218  | 60036010 | 1   | THREADS, NST                                                                                                                                                      |
| 219  | 72290000 | 1   | 1.5" FRONT BUMPER DISCHARGE, 2" PLUMBING<br>FRONT DISCHARGE SWIVEL LOCATION/TROUGH = TOP OF BUMPER. (NOTED 11.30.23)                                              |
| 220  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                                                                                          |
| 221  | 61770900 | 1   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                                                                               |
| 222  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                                                                                                                                        |
| 223  | 60036010 | 1   | THREADS, NST                                                                                                                                                      |
| 224  | 72240100 | 1   | VERTICAL STOP PINS FOR FRONT BUMPER SWIVEL<br>VERTICAL STOP PINS = INSTALLED ONE EACH SIDE OF THE FRONT BUMPER SWIVEL TO KEEP THE HOSE FROM SWINGING INTO THE CAB |
| 225  | 72590002 | 1   | DECK GUN DISCHARGE 3"                                                                                                                                             |
| 226  | 61729120 | 1   | VALVE, AKRON, HEAVY DUTY                                                                                                                                          |
| 227  | 61770945 | 1   | ACTUATOR, VALVE, ELECTRIC, AKRON 9333                                                                                                                             |
| 228  | 77090000 | 1   | GAUGE, DISCH, CLASS 1 2.5"                                                                                                                                        |
| 229  | 72570100 | 1   | DECK GUN TERMINATION, THREADED                                                                                                                                    |
| 230  | 72890005 | 1   | CROSSLAY, ONE 2.5" & SPEEDLAYS, TWO 2" W/SWIVELS & POLY LIFT-OUT TRAYS<br>CROSSLAY HOSE LOAD REQUIREMENT = 2.5" CROSSLAY TO BE DRY                                |
| 231  | 61729120 | 3   | VALVE, AKRON, HEAVY DUTY                                                                                                                                          |

| Line               | Item #   | Qty | Item Description/Comments                                                                            |
|--------------------|----------|-----|------------------------------------------------------------------------------------------------------|
| 232                | 61770900 | 3   | ACTUATOR, VALVE, PUSH/PULL, CLASS 1                                                                  |
| 233                | 77090000 | 3   | GAUGE, DISCH, CLASS 1 2.5"                                                                           |
| 234                | 60036010 | 3   | THREADS, NST                                                                                         |
| 235                | 72910805 | 1   | COVERS, ALUM/VINYL FOR CROSSLAY/SPEEDLAY                                                             |
| 236                | 72932201 | 1   | COVER FASTENERS, BUNGIE CORDS WITH RED TAB                                                           |
| 237                | 61742000 | 1   | MASTER PUMP DRAIN, MULTIPOINT                                                                        |
| 238                | 61790510 | 9   | DRAIN VALVES, HALE, LIFT-UP                                                                          |
| <b>FOAM SYSTEM</b> |          |     |                                                                                                      |
| 239                | 73570300 | 1   | FOAM SYSTEM, FOAMPRO 2002, 5.0 GPM                                                                   |
| 240                | 73531425 | 1   | FOAM TANK 30 GALLON BUILT INTO BOOSTER TANK                                                          |
| 241                | 73588888 | 1   | FOAM PLUMBED TO 4 DISCHARGES                                                                         |
| <b>PUMP PANEL</b>  |          |     |                                                                                                      |
| 242                | 74914130 | 1   | PRG SM3 - SIDE MOUNT PUMP PANEL (CROSSLAY/SPEEDLAYS)                                                 |
| 243                | 74928130 | 1   | PUMP MODULE LENGTH, 51"                                                                              |
| 244                | 74929130 | 1   | HALE PUMP MODULE CONFIGURATION, SIDE MOUNT, CROSSLAY W/ SPEEDLAYS                                    |
| 245                | 74930740 | 1   | PANEL FINISH, BLACK ARMADILLO                                                                        |
| 246                | 74931055 | 1   | COLOR CODING                                                                                         |
| 247                | 74931250 | 1   | DISCHARGE GAUGE BEZELS, CHROME                                                                       |
| 248                | 74931290 | 1   | PUMP MODULE FRAMEWORK, SWIRL FINISH                                                                  |
| 249                | 74931390 | 1   | PUMP FINISH, PAINTED BY PUMP MFG                                                                     |
| 250                | 74931590 | 1   | PLUMBING FINISH, NON-PAINTED<br>NON-PAINTED PLUMBING = STAINLESS STEEL WELDS SHALL BE TREATED/COATED |
| 251                | 74931694 | 1   | EXTERIOR DUNNAGE AREA PANEL, ARMADILLO                                                               |
| 252                | 75040215 | 1   | TROUGH IN RUNNING BOARD, BOTH SIDES<br>RUNNING BOARD TROUGH COVER = VELCRO STRAPS                    |
| 253                | 75088888 | 1   | PUMP PANEL BLACKOUT (NOT LISTED ANOTHER PLACE)<br>TROUGH IN RUNNING BOARDS, BOTH SIDES               |
| 254                | 75590010 | 1   | PUMP OPERATOR LIGHTS, LED                                                                            |
| 255                | 75590110 | 1   | PUMP PANEL LIGHTS OFFICER'S SIDE, LED                                                                |
| 256                | 76090002 | 1   | PUMP PANEL GAUGES & CONTROLS                                                                         |

| Line                     | Item #   | Qty | Item Description/Comments                                                                              |
|--------------------------|----------|-----|--------------------------------------------------------------------------------------------------------|
| 257                      | 60090030 | 1   | PUMP PRIMER, TRIDENT, AIR                                                                              |
| 258                      | 60028310 | 1   | PRIMER BUTTON - MAIN SUCTION                                                                           |
| 259                      | 76025110 | 1   | COMPRESSION FITTINGS ON AIR SYSTEM                                                                     |
| 260                      | 76590000 | 1   | GAUGES, MASTER, CLASS 1 4.5"                                                                           |
| 261                      | 77590001 | 1   | GAUGE, WATER LEVEL, CLASS 1, INTELLI-TANK ITL-40                                                       |
| 262                      | 77532113 | 3   | GAUGE, WATER LEVEL, WHELEN PSTANK2 LED<br>LOCATIONS: TBD                                               |
| 263                      | 77590035 | 1   | GAUGE, FOAM LEVEL, CLASS 1, INTELLI-TANK ITL-40                                                        |
| <b>WATER TANK</b>        |          |     |                                                                                                        |
| 264                      | 83525200 | 1   | WATER TANK BRAND, UPF                                                                                  |
| 265                      | 83590005 | 1   | WATER TANK, 1000 GAL, POLY                                                                             |
| <b>BODY</b>              |          |     |                                                                                                        |
| 266                      | 80089500 | 1   | BODY SUBFRAME, PROGRAM 1 PUMPER                                                                        |
| 267                      | 80189570 | 1   | BODY G7 - ALUM 40/51 ELEC LAD RACK                                                                     |
| <b>BODY COMPARTMENTS</b> |          |     |                                                                                                        |
| 268                      | 81165705 | 1   | UNISTRUT TRACK IN COMPTS                                                                               |
| 269                      | 80290026 | 1   | COMPT DOORS, AMDOR ROLL-UP, PAINTED                                                                    |
| 270                      | 80230620 | 1   | DOOR SILL PROTECTION, BODY COMPTS, NOT FACTORY PROVIDED                                                |
| 271                      | 80225100 | 1   | REAR COMPT DOOR (A1) AMDOR ROLL-UP, SATIN FINISH                                                       |
| 272                      | 80230650 | 1   | DOOR SILL PROTECTION, REAR COMPT, NOT FACTORY PROVIDED                                                 |
| 273                      | 80230300 | 1   | COMPT INTERIOR FINISH, SMOOTH                                                                          |
| 274                      | 84531230 | 1   | COMPT LIGHTING, AMDOR LED LIGHT STRIPS, 2 PER COMPT                                                    |
| <b>BODY EXTERIOR</b>     |          |     |                                                                                                        |
| 275                      | 81380000 | 1   | HOSEBED W/REMOVABLE ALUMINUM FLOORING<br>1200' OF 5"<br>200' OF 1.75"<br>200' OF 1.75"<br>300' OF 2.5" |
| 276                      | 81410200 | 1   | COVER, ALUMINUM 2 PC, MAIN HOSE BED                                                                    |
| 277                      | 81331150 | 1   | ALUM HOSEBED COVER SUPPORT, FIXED CENTER                                                               |
| 278                      | 81431210 | 1   | REAR HOSEBED COVER, WEBBING                                                                            |

| Line | Item #   | Qty | Item Description/Comments                                                                                                                                                                                                  |
|------|----------|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 279  | 81440230 | 1   | COVER FASTENERS, METAL AIRPLANE LATCHES                                                                                                                                                                                    |
| 280  | 81330303 | 3   | HOSE BED DIVIDERS, ADJ                                                                                                                                                                                                     |
| 281  | 81332015 | 1   | HOSEBED LIGHTING, FRONT, TECNIQ E44 LED LIGHT STRIP                                                                                                                                                                        |
| 282  | 81910100 | 1   | HANDRAILS, KNURLED STS                                                                                                                                                                                                     |
| 283  | 82290010 | 1   | STEPS, FRONT BODY, IC FOLD DOWN W/LIGHT                                                                                                                                                                                    |
| 284  | 82390001 | 1   | STEPS, REAR BODY (14x11 & 14x8)                                                                                                                                                                                            |
| 285  | 82521500 | 1   | RUB RAILS, BLACK POLY UHMW                                                                                                                                                                                                 |
| 286  | 83010050 | 1   | ALUMINUM TREADPLATE                                                                                                                                                                                                        |
| 287  | 83030350 | 1   | REAR STEP/TAILBOARD CORNERS, 45 DEGREE                                                                                                                                                                                     |
| 288  | 80290062 | 1   | OIL DRY HOPPER W/ SCBA CYLINDERS COMPT (2 TRIPLE-FMI, 1 SINGLE-SIG4)                                                                                                                                                       |
| 289  | 80290220 | 1   | DIVIDER FOR (2) TRIPLE SCBA COMPARTMENTS                                                                                                                                                                                   |
| 290  | 80290310 | 1   | DOOR FINISH, BRUSHED STAINLESS, SINGLE/DOUBLE SCBA COMPT                                                                                                                                                                   |
| 291  | 80290420 | 2   | DOOR FINISH, BRUSHED STAINLESS, TRIPLE SCBA COMPT                                                                                                                                                                          |
| 292  | 80290520 | 1   | DOOR FINISH, BRUSHED STAINLESS, OIL DRY HOPPER                                                                                                                                                                             |
| 293  | 88520100 | 1   | SUCTION HOSE, (2) 10' SECT 6" KOCHEK LIGHTWEIGHT                                                                                                                                                                           |
| 294  | 88540250 | 1   | SUCTION HOSE COMPARTMENT (CAN ACCOMMODATE (1) 10' FOLDING & (3) PIKE POLES)                                                                                                                                                |
| 295  | 88550100 | 1   | STRAINER, 6" KOCHEK BARREL                                                                                                                                                                                                 |
| 296  | 89988888 | 1   | ZIAMATIC EXTEND-DOWN SUCTION RACK                                                                                                                                                                                          |
| 297  |          | 1   | BODY BLACKOUT (NOT LISTED OTHER PLACES)<br>BODY TREAD, FRONT<br>BODY TREAD, TOP<br>SCBA DOORS<br>FUEL DOOR<br>TRAFFIC ADVISOR COVER<br>TOP BODY TREAD ABOVE WATER TANK/FORWARD OF HEADER<br>FENDERETTES, BODY<br>TAILBOARD |
| 298  | 83030710 | 1   | REAR FENDERS, ALUMINUM SMOOTH PAINTED                                                                                                                                                                                      |
| 299  | 89010000 | 1   | DUO-SAFETY 900A 24'2-SEC & 775A 14' ROOF & 10' FOLDING                                                                                                                                                                     |
| 300  | 89590006 | 1   | ZIAMATIC QUIC-LIFT ELECTRIC LADDER RACK, EXTEND DOWN                                                                                                                                                                       |
| 301  | 89530250 | 1   | LADDER RACK ALARM, LEO LA20                                                                                                                                                                                                |

| Line              | Item #   | Qty | Item Description/Comments                                                                                                                                                                                                                                                                                                                                                     |
|-------------------|----------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>ELECTRICAL</b> |          |     |                                                                                                                                                                                                                                                                                                                                                                               |
| 302               | 84550199 | 1   | LICENSE PLATE BRACKET - NOT PROVIDED                                                                                                                                                                                                                                                                                                                                          |
| 303               | 84511100 | 1   | BODY ELECTRICAL DESCRIPTION                                                                                                                                                                                                                                                                                                                                                   |
| 304               | 84520000 | 1   | BACK UP ALARM, ECCO SA917                                                                                                                                                                                                                                                                                                                                                     |
| 305               | 85010410 | 2   | TAILLIGHTS, WHELEN M6 SERIES, LED STOP/TAI/LTURN/REVERSE, TRIPLE HOUSING                                                                                                                                                                                                                                                                                                      |
| 306               | 85110100 | 1   | ICC LIGHTS, LED                                                                                                                                                                                                                                                                                                                                                               |
| 307               | 85130100 | 1   | MARKER LIGHTS, BRITAX, FLEXIBLE, LED, PAIR, ON SIDES OF BODY, REAR CORNERS                                                                                                                                                                                                                                                                                                    |
| 308               | 85510200 | 1   | STEP LIGHTS, LED, REAR BODY & WHELEN 2G AT PUMP PANEL                                                                                                                                                                                                                                                                                                                         |
| 309               | 85710040 | 1   | UNDERCARRIAGE GROUND LIGHTS, WHELEN 2G LED                                                                                                                                                                                                                                                                                                                                    |
| 310               | 86528999 | 1   | DELETE REAR WORK LIGHTS                                                                                                                                                                                                                                                                                                                                                       |
| 311               | 86600000 | 1   | OPTICAL WARNING SYSTEM, UPPER                                                                                                                                                                                                                                                                                                                                                 |
| 312               | 86610100 | 1   | UPPER WARNING LIGHTS, ZONE A (FRONT), WHELEN FREEDOM IV 72" LED LIGHT BAR, F4N7QLED, 8 MODULES                                                                                                                                                                                                                                                                                |
| 313               | 86920100 | 1   | UPPER ZONE A LIGHTBAR, STANDARD CONFIGURATION<br>ZONE A, UPPER LIGHTBAR STANDARD CONFIGURATION = SINGLE LIGHT BAR: (2) END RED LED MODULES, (2) CORNER RED LED MODULES, (2) FORWARD-FACING RED LED MODULES AND (2) FORWARD-FACING WHITE LED MODULES. ALL CLEAR OUTER LENSES. INSTALLED ON THE CAB ROOF AS FAR FORWARD AS POSSIBLE WITH TWO (2) MK8H 5IN. CAST ALUMINUM RISERS |
| 314               | 86910130 | 1   | OPTICOM, STAND-ALONE, GTT 794H LED                                                                                                                                                                                                                                                                                                                                            |
| 315               | 86699999 | 1   | UPPER WARNING LIGHTS, ZONE B (OFFICER'S SIDE), COVERED BY ZONES A & C                                                                                                                                                                                                                                                                                                         |
| 316               | 86710110 | 1   | UPPER WARNING LIGHTS, ZONE C (REAR), WHELEN LED BEACONS UPPER & LOWER, B6MM**P (PAIR)<br>Zone C, Upper Rear Beacon Color/Details = L31 BEACONS WILL BE RED WITH CLEAR LENS, M7's WILL BE RED WITH CLEAR LENS O/S, BLUE WITH CLEAR LENS D/S                                                                                                                                    |
| 317               | 86899999 | 1   | UPPER WARNING LIGHTS, ZONE D (DRIVER'S SIDE), COVERED BY ZONES A & C                                                                                                                                                                                                                                                                                                          |
| 318               | 87100000 | 1   | OPTICAL WARNING SYSTEM, LOWER (PUMPER)                                                                                                                                                                                                                                                                                                                                        |
| 319               | 87110210 | 4   | LOWER WARNING LIGHTS, ZONE A (FRONT), WHELEN M6 LED, M6*<br>ZONE A, LOWER WARNING LIGHT COLOR, LENS COLOR, DETAILS = RED WITH RED LENS, BLACK BEZELS                                                                                                                                                                                                                          |
| 320               | 87811130 | 1   | LOWER, ZONE A - MOUNTING LOCATION (DUAL HOUSINGS)<br>ZONE A, LOWER - FRONT, MOUNTING LOCATION = (2) WARNINGS IN TOP HEADLIGHT HOUSING, EACH SIDE                                                                                                                                                                                                                              |
| 321               | 87210200 | 1   | LOWER WARNING LIGHTS, ZONE B (OFFICER'S SIDE), WHELEN M6 LED, M6* (QTY 2), ION T-SERIES LED, TLI* (QTY 1)<br>ZONE B, LOWER OFFICER'S SIDE WARNING LIGHT COLOR, LENS COLOR, DETAILS = RED WITH RED LENS, BLACK BEZELS                                                                                                                                                          |
| 322               | 87812110 | 1   | LOWER, ZONE B - MOUNTING LOCATION (PUMPERS, TANKERS, RESCUES)                                                                                                                                                                                                                                                                                                                 |

| Line                      | Item #   | Qty | Item Description/Comments                                                                                                                                                                                                                                                              |
|---------------------------|----------|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                           |          |     | ZONE B, LOWER - OFFICER'S SIDE, MOUNTING LOCATION = -(1) WARNING LIGHT NEAR THE FRONT CORNER OF THE APPARATUS. -(1) WARNING LIGHT NEAR THE REAR AXLE. -(1) WARNING LIGHT NEAR THE REAR CORNER OF THE APPARATUS.                                                                        |
| 323                       | 87310200 | 2   | <b>LOWER WARNING LIGHTS, ZONE C (REAR), WHELEN M6 LED, M6*</b><br>ZONE C, LOWER REAR WARNING LIGHT COLOR, LENS COLOR, DETAILS = RED WITH RED LENS, BLACK BEZELS                                                                                                                        |
| 324                       | 87410200 | 1   | <b>LOWER WARNING LIGHTS, ZONE D (DRIVER'S SIDE), WHELEN M6 LED, M6* (QTY 2), ION T-SERIES TLI* (QTY 1)</b><br>ZONE D, LOWER DRIVER'S SIDE WARNING LIGHT COLOR, LENS COLOR, DETAILS = RED WITH RED LENS, ION WILL BE RED WITH CLEAR LENS, BLACK BEZELS                                  |
| 325                       | 87814110 | 1   | <b>LOWER, ZONE D - MOUNTING LOCATION (PUMPERS, TANKERS, RESCUES)</b><br>ZONE D, LOWER - DRIVER'S SIDE, MOUNTING LOCATION = -(1) WARNING LIGHT NEAR THE FRONT CORNER OF THE APPARATUS. -(1) WARNING LIGHT NEAR THE REAR AXLE. -(1) WARNING LIGHT NEAR THE REAR CORNER OF THE APPARATUS. |
| 326                       | 87037238 | 2   | <b>ADDITIONAL LIGHTBARS, WHELEN MINI FREEDOM IV 21" LED LIGHT BARS, F4NMINI</b><br>LIGHT BAR MOUNTING LOCATION = ABOVE CREW DOORS                                                                                                                                                      |
| 327                       | 87040000 | 1   | <b>TRAFFIC ADVISOR, WHELEN LED, TAL65 36"</b>                                                                                                                                                                                                                                          |
| 328                       | 88391200 | 2   | <b>SCENE LIGHT, WHELEN PIONEER PFH2, 12V LED, BROW (2)</b><br>BLACK; MOUNTED ON ANGLED PORTION OF THE CAB ROOF (FRONT); SWITCHED INSIDE                                                                                                                                                |
| 329                       | 88391310 | 2   | <b>SCENE LIGHT, WHELEN PIONEER PCPSM2*, 12V LED, SURFACE MOUNT</b><br>BLACK; ONE (1) D/S CAB ABOVE EMS COMPARTMENT<br>ONE (1) O/S CAB ABOVE EMS COMPARTMENT<br>SWITCHED INSIDE                                                                                                         |
| 330                       | 86537811 | 6   | <b>SCENE LIGHTS, WHELEN 900 LED, SURFACE MOUNT</b><br>D/S MODULE (DUNNAGE)<br>D/S REAR SIDE BODY<br>O/S MODULE (DUNNAGE)<br>O/S REAR SIDE BODY<br>D/S REAR (TIED TO REVERSE) (NO TRIM)<br>O/S REAR (TIED TO REVERSE) (NO TRIM)                                                         |
| 331                       | 88399940 | 4   | <b>ADDITIONAL SWITCH, 3-WAY FOR 12V LIGHTS</b>                                                                                                                                                                                                                                         |
| 332                       |          | 1   | <b>CLAR NOTES, ALL BEZELS SHALL BE BLACK</b>                                                                                                                                                                                                                                           |
| <b>PAINT &amp; FINISH</b> |          |     |                                                                                                                                                                                                                                                                                        |
| 333                       | 89910000 | 1   | <b>CORROSION REDUCTION PROGRAM (SPECS)</b>                                                                                                                                                                                                                                             |
| 334                       | 90010020 | 1   | <b>PAINT SCHEME</b>                                                                                                                                                                                                                                                                    |
| 335                       | 90030007 | 1   | <b>TWO TONE CAB</b>                                                                                                                                                                                                                                                                    |
| 336                       | 90029920 | 1   | <b>PAINT BREAK #2 - TOP OF GRILLE</b><br>UPPER COLOR FOR TWO TONE PAINT = BLACK<br>LOWER COLOR FOR TWO TONE PAINT = RED                                                                                                                                                                |
| 337                       | 90030154 | 1   | <b>PAINT FRAME RAILS &amp; BODY REAR DROP - BLACK</b>                                                                                                                                                                                                                                  |
| 338                       | 90030190 | 1   | <b>TEXTURED FRAME RAIL COATING</b>                                                                                                                                                                                                                                                     |
| 339                       | 90030015 | 1   | <b>A/C CONDENSER PAINTED ROOF COLOR</b>                                                                                                                                                                                                                                                |

| Line                             | Item #   | Qty | Item Description/Comments                                                                                |
|----------------------------------|----------|-----|----------------------------------------------------------------------------------------------------------|
| 340                              | 90630630 | 1   | 1/2" NON-REFLECTIVE VINYL STRIPE AT CAB PAINT BREAK                                                      |
| 341                              | 90680120 | 1   | CHEVRON STRIPING, REAR BODY OUTBOARD, REFLEXITE                                                          |
| 342                              | 90680320 | 1   | CHEVRON STRIPING, ABOVE REAR COMPT DOOR, REFLEXITE                                                       |
| <b>EQUIPMENT</b>                 |          |     |                                                                                                          |
| 343                              | 91010000 | 1   | MISC EQUIP - (1) PINT TOUCH-UP PAINT, STAINLESS STEEL NUTS & BOLTS                                       |
| 344                              | 91030700 | 1   | ZIAMATIC SAC-44 FOLDING WHEEL CHOCKS (PAIR) MTD W/ SQCH-44H HOLDERS                                      |
| <b>COMPLETION &amp; WARRANTY</b> |          |     |                                                                                                          |
| 345                              | 99010100 | 1   | MANUALS, ELECTRONIC VERSION (2-USB)                                                                      |
| 346                              | 99031195 | 1   | DEALER DELIVERY                                                                                          |
| 347                              | 99520110 | 1   | WARRANTY, ONE YEAR                                                                                       |
| 348                              | 99521100 | 1   | WARRANTY, FRAME, LIFETIME                                                                                |
| 349                              | 99521200 | 1   | WARRANTY, CAB STRUCTURAL, 10 YR.                                                                         |
| 350                              | 99521300 | 1   | WARRANTY, BODY STRUCTURAL, 10 YR.                                                                        |
| 351                              | 99521400 | 1   | WARRANTY, PAINT, 10 YR.                                                                                  |
| 352                              | 99521900 | 1   | WARRANTIES, MAJOR VENDOR COMPONENTS                                                                      |
| <b>DEALER SUPPLIED</b>           |          |     |                                                                                                          |
| 353                              | Other    | 1   | DEALER SUPPLIED - GRAPHICS                                                                               |
| 354                              | Other    | 1   | DEALER SUPPLIED - TOOL MOUNTING                                                                          |
| 355                              | Other    | 1   | DEALER SUPPLIED - PUMP COMPARTMENT HEATER & HEAT PAN                                                     |
| 356                              | Other    | 1   | DEALER SUPPLIED - FULL WIDTH MUDFLAP                                                                     |
| 357                              | Other    | 1   | DEALER SUPPLIED - DECK GUN MONITOR WITH QUAD TIPS AND STREAM SHAPER. THIS WILL BE THE SAME SETUP AS E22. |