

Meeting Date: 4/29/2014

Report Type: Consent

Report ID: 2014-00272

Title: Cooperative Purchase Agreement: Replacement Ambulances

Location: Citywide

Recommendation: Pass a Motion 1) approving the use of the Houston-Galveston Area Council (HGAC) cooperative purchase agreement with Braun Northwest, Inc. (Contract No. AM10-12) for the purchase of four replacement ambulances for \$623,652; and 2) authorizing the City Manager or the City Manager's designee to execute the purchase specified above.

Contact: Iseña Garcia, Program Specialist, (916) 808-1163; Keith Leech, Fleet Manager, (916) 808-5869, Department of General Services

Presenter: None

Department: General Services

Division: Fleet Management Admin

Dept ID: 13001311

Attachments:

1-Description/Analysis

2-Cooperative Agreement

City Attorney Review

Approved as to Form

Kourtney Burdick

4/22/2014 4:09:44 PM

Approvals/Acknowledgements

Department Director or Designee: Reina Schwartz - 4/11/2014 2:42:52 PM

Description/Analysis

Issue Detail: The Department of General Services (DGS), Fleet Management Division, has a customer requirement to purchase four replacement ambulances for the Fire Department.

Policy Considerations: The recommendations in this report are in accordance with City Code Chapter 3.56 regarding the purchase of supplies and the use of cooperative purchase agreements.

Economic Impacts: None

Environmental Considerations:

California Environmental Quality Act (CEQA): No environmental review is necessary because the recommendations in this report involve the purchase of vehicles and are not considered to be a project in accordance with Section 15378(b)(2) of the CEQA guidelines.

Sustainability: The recommended purchase is consistent with the Fleet Sustainability Policy adopted by City Council on February 16, 2010 (Resolution No. 2010-083).

Commission/Committee Action: None

Rationale for Recommendation: The DGS, Fleet Management Division, has a customer requirement to purchase four replacement ambulances for the Fire Department. After reviewing the available purchase options, Fleet Management has determined that using the cooperative purchase agreement with HGAC and Braun Northwest, Inc. represents the most advantageous purchasing strategy because it will save the City money. Using the recommended cooperative purchase agreement allows the City to purchase model year 2014 Ford ambulances that are still available through Braun Northwest, Inc. If Fleet Management was to issue its own bid at this time, the bid responses would include model year 2015 Ford ambulances, and Fleet Management has confirmed that Ford will increase the model year 2015 price by three percent.

In an ongoing effort to maximize cost savings and staff resources, many government agencies share contracting efforts through cooperative purchasing. This procurement approach increases pricing competitiveness and lowers operating costs through volume buying. When comparing the administrative costs of procurement, staff considers product research, source selection, specifications, advertising, staff reports, awarding, protest, and administration of the contract. It is often more cost-effective to eliminate the cost and time spent on these administrative processes and purchase items and services through a cooperative purchasing program.

The City has used both regional and national cooperative purchase agreements to complement its own contracting initiatives. Cooperative purchasing enables City departments to evaluate a broader range of contracting opportunities and to share

resources with other jurisdictions. Cooperative purchasing also leverages internal and external resources to maximize cost savings opportunities for the City.

Financial Considerations: The recommended purchase of four replacement ambulances in the amount of \$623,652 will be made from the DGS FY2013/14 operating budget (Fleet Fund, Fund 6501) and charged to the Fire Department ALS-Ambulance replacement project (F12000202, General Fund, Fund 1001). Sufficient funding is available in these budgets to make the recommended purchase.

Local Business Enterprise (LBE): Braun Northwest, Inc. is not certified as a local business enterprise. Cooperative purchase agreements are created, evaluated, and awarded by other governmental agencies that may or may not have similar local business enterprise programs.

A CONTRACT BETWEEN
HOUSTON-GALVESTON AREA COUNCIL
Houston, Texas
AND
BRAUN NORTHWEST, INC.
Chehalis, Washington

This Contract is made and entered into by the **Houston-Galveston Area Council of Governments**, hereinafter referred to as **H-GAC**, having its principal place of business at 3555 Timmons Lane, Suite 120, Houston, Texas 77027, AND, **Braun Northwest, Inc.** hereinafter referred to as the **CONTRACTOR**, having its principal place of business at 150 North Star Drive, Chehalis, Washington 98532.

ARTICLE 1: SCOPE OF SERVICES

The parties have entered into an **Ambulances, EMS & Other Special Service Vehicles** Contract to become effective as of October 1, 2012, and to continue through September 30, 2014 (the "Contract"), subject to extension upon mutual agreement of the **CONTRACTOR** and **H-GAC**. **H-GAC** enters into the Contract as Agent for participating governmental agencies, each hereinafter referred to as **END USER**, for the purchase of **Ambulances, EMS & Other Special Service Vehicles** offered by the **CONTRACTOR** in states other than **TEXAS**. The **CONTRACTOR** agrees to sell **Ambulances, EMS & Other Special Service Vehicles** through the **H-GAC** Contract to **END USERS** in states other than Texas.

ARTICLE 2: THE COMPLETE AGREEMENT

The Contract shall consist of the documents identified below in order of precedence:

1. The text of this Contract form, including but not limited to, Attachment A
2. General Terms and Conditions
3. Bid Specifications No: **AM10-12**, including any relevant suffixes
4. **CONTRACTOR's** Response to Bid No: **AM10-12**, including but not limited to, prices and options offered

All of which are either attached hereto or incorporated by reference and hereby made a part of this Contract, and shall constitute the complete agreement between the parties hereto. This Contract supersedes any and all oral or written agreements between the parties relating to matters herein. Except as otherwise provided herein, this Contract cannot be modified without the written consent of both parties.

ARTICLE 3: LEGAL AUTHORITY

CONTRACTOR and **H-GAC** warrant and represent to each other that they have adequate legal counsel and authority to enter into this Contract. The governing bodies, where applicable, have authorized the signatory officials to enter into this Contract and bind the parties to the terms of this Contract and any subsequent amendments thereto.

ARTICLE 4: APPLICABLE LAWS

The parties agree to conduct all activities under this Contract in accordance with all applicable rules, regulations, directives, issuances, ordinances, and laws in effect or promulgated during the term of this Contract.

ARTICLE 5: INDEPENDENT CONTRACTOR

The execution of this Contract and the rendering of services prescribed by this Contract do not change the independent status of **H-GAC** or **CONTRACTOR**. No provision of this Contract or act of **H-GAC** in performance of this Contract shall be construed as making **CONTRACTOR** the agent, servant or employee of **H-GAC**, the State of Texas or the United States Government. Employees of **CONTRACTOR** are subject to the exclusive control and supervision of **CONTRACTOR**. **CONTRACTOR** is solely responsible for employee payrolls and claims arising therefrom.

ARTICLE 6: END USER AGREEMENTS

H-GAC acknowledges that the **END USER** may choose to enter into an End User Agreement with the **CONTRACTOR** through this Contract and that the term of said Agreement may exceed the term of the **H-GAC** Contract. However this acknowledgement is not to be construed as **H-GAC's** endorsement or approval of the End User Agreement terms and conditions. **CONTRACTOR** agrees not to offer to, agree to or accept from **END USER** any terms or conditions that conflict with or contravene those in **CONTRACTOR's** **H-GAC** contract. Further, termination of this Contract for any reason shall not result in the termination of the underlying End User Agreements entered into between **CONTRACTOR** and any **END USER** which shall, in each instance, continue pursuant to their stated terms and duration. The only effect of termination of this Contract is that **CONTRACTOR** will no longer be able to enter into any new End User Agreements with **END USERS** pursuant to this Contract. Applicable **H-GAC** order processing charges will be due and payable to **H-GAC** on any End User Agreements surviving termination of this Contract between **H-GAC** and **CONTRACTOR**.

ARTICLE 7:**SUBCONTRACTS & ASSIGNMENTS**

CONTRACTOR agrees not to subcontract, assign, transfer, convey, sublet or otherwise dispose of this Contract or any right, title, obligation or interest it may have therein to any third party without prior written notice to **H-GAC**. **H-GAC** reserves the right to accept or reject any such change. **CONTRACTOR** shall continue to remain responsible for all performance under this Contract regardless of any subcontract or assignment. **H-GAC** shall be liable solely to **CONTRACTOR** and not to any of its Subcontractors or Assignees.

ARTICLE 8:**EXAMINATION AND RETENTION OF CONTRACTOR'S RECORDS**

CONTRACTOR shall maintain during the course of its work, complete and accurate records of items that are chargeable to **END USER** under this Contract. **H-GAC**, through its staff or its designated public accounting firm, the State of Texas, or the United States Government shall have the right at any reasonable time to inspect copy and audit those records on or off the premises of **CONTRACTOR**. Failure to provide access to records may be cause for termination of this Contract. **CONTRACTOR** shall maintain all records pertinent to this Contract for a period of not less than five (5) calendar years from the date of acceptance of the final contract closeout and until any outstanding litigation, audit or claim has been resolved. The right of access to records is not limited to the required retention period, but shall last as long as the records are retained. **CONTRACTOR** further agrees to include in all subcontracts under this Contract, a provision to the effect that the subcontractor agrees that **H-GAC'S** duly authorized representatives, shall, until the expiration of five (5) calendar years after final payment under the subcontract or until all audit findings have been resolved, have access to, and the right to examine and copy any directly pertinent books, documents, papers, invoices and records of such subcontractor involving any transaction relating to the subcontract.

ARTICLE 9:**REPORTING REQUIREMENTS**

CONTRACTOR agrees to submit reports or other documentation in accordance with the General Terms and Conditions of the Bid Specifications. If **CONTRACTOR** fails to submit to **H-GAC** in a timely and satisfactory manner any such report or documentation, or otherwise fails to satisfactorily render performance hereunder, such failure may be considered cause for termination of this Contract.

ARTICLE 10:**MOST FAVORED CUSTOMER CLAUSE**

If **CONTRACTOR**, at any time during this Contract, routinely enters into agreements with other governmental customers within the State of Texas, and offers the same or substantially the same products/services offered to **H-GAC** on a basis that provides prices, warranties, benefits, and or terms more favorable than those provided to **H-GAC**, **CONTRACTOR** shall notify **H-GAC** within ten (10) business days thereafter of that offering and this Contract shall be deemed to be automatically amended effective retroactively to the effective date of the most favorable contract, wherein **CONTRACTOR** shall provide the same prices, warranties, benefits, or terms to **H-GAC** and its **END USER**. **H-GAC** shall have the right and option at any time to decline to accept any such change, in which case the amendment shall be deemed null and void. If **CONTRACTOR** is of the opinion that any apparently more favorable price, warranty, benefit, or term charged and/or offered a customer during the term of this Contract is not in fact most favored treatment, **CONTRACTOR** shall within ten (10) business days notify **H-GAC** in writing, setting forth the detailed reasons **CONTRACTOR** believes aforesaid offer which has been deemed to be a most favored treatment, is not in fact most favored treatment. **H-GAC**, after due consideration of such written explanation, may decline to accept such explanation and thereupon this Contract between **H-GAC** and **CONTRACTOR** shall be automatically amended, effective retroactively, to the effective date of the most favored agreement, to provide the same prices, warranties, benefits, or terms to **H-GAC**.

The Parties accept the following definition of routine: A prescribed, detailed course of action to be followed regularly; a standard procedure. *EXCEPTION: This clause shall not be applicable to prices and price adjustments offered by a bidder, or contractor, which are not within bidder's control [example; a manufacturer's bid concession], or to any prices offered to the Federal Government and its agencies.*

ARTICLE 11:**SEVERABILITY**

All parties agree that should any provision of this Contract be determined to be invalid or unenforceable, such determination shall not affect any other term of this Contract, which shall continue in full force and effect.

ARTICLE 12:**DISPUTES**

Any and all disputes concerning questions of fact or of law arising under this Contract, which are not disposed of by agreement, shall be decided by the Executive Director of **H-GAC** or his designee, who shall reduce his decision to writing and provide notice thereof to **CONTRACTOR**. The decision of the Executive Director or his designee shall be final and conclusive unless, within thirty (30) days from the date of receipt of such notice, **CONTRACTOR** requests a rehearing from the Executive Director of **H-GAC**. In connection with any rehearing under this Article, **CONTRACTOR** shall be afforded an opportunity to be heard and offer evidence in support of its position. The decision of the Executive Director after any such rehearing shall be final and conclusive. **CONTRACTOR** may, if it elects to do so, appeal the final and conclusive decision of the Executive Director to a court of competent jurisdiction. Pending final decision of a dispute hereunder, **CONTRACTOR** shall proceed diligently with the performance of this Contract and in accordance with **H-GAC'S** final decision.

ARTICLE 13: LIMITATION OF CONTRACTOR'S LIABILITY

Except as specified in any separate writing between the CONTRACTOR and an END USER, CONTRACTOR's total liability under this Contract, whether for breach of contract, warranty, negligence, strict liability, in tort or otherwise, but excluding its obligation to indemnify H-GAC described in Article 14, is limited to the price of the particular products/services sold hereunder, and CONTRACTOR agrees either to refund the purchase price or to repair or replace product(s) that are not as warranted. In no event will CONTRACTOR be liable for any loss of use, loss of time, inconvenience, commercial loss, lost profits or savings or other incidental, special or consequential damages to the full extent such use may be disclaimed by law. CONTRACTOR understands and agrees that it shall be liable to repay and shall repay upon demand to END USER any amounts determined by H-GAC, its independent auditors, or any agency of State or Federal government to have been paid in violation of the terms of this Contract.

ARTICLE 14: LIMIT OF H-GAC'S LIABILITY AND INDEMNIFICATION OF H-GAC

H-GAC's liability under this Contract, whether for breach of contract, warranty, negligence, strict liability, in tort or otherwise, is limited to its order processing charge. In no event will H-GAC be liable for any loss of use, loss of time, inconvenience, commercial loss, lost profits or savings or other incidental, special or consequential damages to the full extent such use may be disclaimed by law. Contractor agrees, to the extent permitted by law, to defend and hold harmless H-GAC, its board members, officers, agents, officials, employees, and indemnities from any and all claims, costs, expenses (including reasonable attorney fees), actions, causes of action, judgments, and liens arising as a result of CONTRACTOR's negligent act or omission under this Contract. CONTRACTOR shall notify H-GAC of the threat of lawsuit or of any actual suit filed against CONTRACTOR relating to this Contract.

ARTICLE 15: TERMINATION FOR CAUSE

H-GAC may terminate this Contract for cause based upon the failure of CONTRACTOR to comply with the terms and/or conditions of the Contract; provided that H-GAC shall give CONTRACTOR written notice specifying CONTRACTOR'S failure. If within thirty (30) days after receipt of such notice, CONTRACTOR shall not have either corrected such failure, or thereafter proceeded diligently to complete such correction, then H-GAC may, at its option, place CONTRACTOR in default and the Contract shall terminate on the date specified in such notice. CONTRACTOR shall pay to H-GAC any order processing charges due from CONTRACTOR on that portion of the Contract actually performed by CONTRACTOR and for which compensation was received by CONTRACTOR.

ARTICLE 16: TERMINATION FOR CONVENIENCE

Either H-GAC or CONTRACTOR may cancel or terminate this Contract at any time by giving thirty (30) days written notice to the other. CONTRACTOR may be entitled to payment from END USER for services actually performed; to the extent said services are satisfactory to END USER. CONTRACTOR shall pay to H-GAC any order processing charges due from CONTRACTOR on that portion of the Contract actually performed by CONTRACTOR and for which compensation is received by CONTRACTOR.

ARTICLE 17: CIVIL AND CRIMINAL PROVISIONS AND SANCTIONS

CONTRACTOR agrees that it will perform under this Contract in conformance with safeguards against fraud and abuse as set forth by H-GAC, the State of Texas, and the acts and regulations of any funding entity. CONTRACTOR agrees to notify H-GAC of any suspected fraud, abuse or other criminal activity related to this Contract through filing of a written report promptly after it becomes aware of such activity.

ARTICLE 18: GOVERNING LAW & VENUE

This Contract shall be governed by the laws of the State of Texas. Venue and jurisdiction of any suit or cause of action arising under or in connection with this Contract shall lie exclusively in Harris County, Texas. Disputes between END USER and CONTRACTOR are to be resolved in accord with the law and venue rules of the state of purchase. CONTRACTOR shall immediately notify H-GAC of such disputes.

ARTICLE 19: PAYMENT OF H-GAC ORDER PROCESSING CHARGE

CONTRACTOR agrees to sell its products to END USERS based on the pricing and other terms of this Contract, including, but not limited to, the payment of the applicable H-GAC order processing charge. On notification from an END USER that an order has been placed with CONTRACTOR, H-GAC will invoice CONTRACTOR for the applicable order processing charge. Upon delivery of any product/service by CONTRACTOR and acceptance by END USER, CONTRACTOR shall, within thirty (30) calendar days or ten (10) business days after receipt of payment, whichever is less, pay H-GAC the full amount of the applicable order processing charge, whether or not CONTRACTOR has received an invoice from H-GAC. For sales made by CONTRACTOR based on this contract, including sales to entities without Interlocal Contracts, CONTRACTOR shall pay the applicable order processing charges to H-GAC. Further, CONTRACTOR agrees to encourage entities who are not members of H-GAC's Cooperative Purchasing Program to execute an H-GAC Interlocal Contract. H-GAC reserves the right to take appropriate actions including, but not limited to, contract termination if CONTRACTOR fails to promptly remit H-GAC's order processing charge. In no event shall H-GAC have any liability to CONTRACTOR for any goods or services an END USER procures from CONTRACTOR.

ARTICLE 20: LIQUIDATED DAMAGES

Any liquidated damages terms will be determined between CONTRACTOR and END USER at the time END USER's purchase order is

placed.

ARTICLE 21: PERFORMANCE BONDS FOR INDIVIDUAL ORDERS

Except as described below for fire apparatus, CONTRACTOR agrees to provide a Performance Bond at the request of END USER within ten (10) days of receipt of END USER's purchase order.

It shall be standard procedure for every order received for fire apparatus that a Performance Bond in the amount of the order be provided to the END USER. Failure of CONTRACTOR to provide such performance bond within ten (10) days of receipt of END USER's order may constitute a total breach of contract and shall be cause for cancellation of the order at END USER's sole discretion. END USER may choose to delete the requirement for a Performance Bond at END USER's sole discretion. If the bond requirement is waived, END USER shall be entitled to a price reduction commensurate with the cost that would have been incurred by CONTRACTOR for the bond.

ARTICLE 22: CHANGE OF CONTRACTOR STATUS

CONTRACTOR shall immediately notify H-GAC, in writing, of ANY change in ownership, control, dealership/franchisee status, Motor Vehicle license status, or name, and shall also advise whether or not this Contract shall be affected in any way by such change. H-GAC shall have the right to determine whether or not such change is acceptable, and to determine what action shall be warranted, up to and including cancellation of Contract.

ARTICLE 23: LICENSING REQUIRED BY TEXAS MOTOR VEHICLE BOARD /IF APPLICABLE/

CONTRACTOR will for the duration of this Contract maintain current licenses that are required by the Texas Motor Vehicle Commission Code. If at any time during this Contract period, any CONTRACTOR'S license is not renewed, or is denied or revoked, CONTRACTOR shall be deemed to be in default of this Contract unless the Motor Vehicle Board issues a stay or waiver. Contractor shall promptly provide copies of all current applicable Texas Motor Vehicle Board documentation to H-GAC upon request.

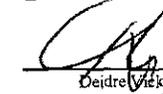
IN WITNESS WHEREOF, the parties have caused this Contract to be executed by their duly authorized representatives.

Signed for Houston-Galveston
Area Council, Houston, Texas:



Executive Director

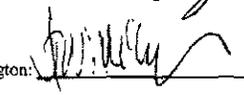
Attest for Houston-Galveston
Area Council, Houston, Texas:



Deidre Vitek, Director of Public Services

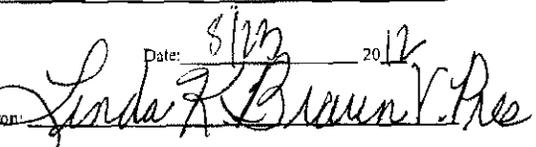
Date: August 31, 2012

Signed for Braun Northwest, Inc.
Chehalis, Washington:



Printed Name & Title: Tami McCallum, Sales Manager

Attest for Braun Northwest, Inc.
Chehalis, Washington:

Date: 8/23 2012


Printed Name & Title: Linda K. Braun, Vice President

Date: 8-23, 2012

Attachment A

Braun Northwest, Inc.

Ambulances, EMS & Other Special Service Vehicles

Contract No.: AM10-12

A. Ambulance		
DA01	North Star - Type 1 - Ford F350 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,148.00
DA02	North Star - Type 1 - Dodge 3500 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,453.00
DA03	North Star - Type 1 - Chevrolet K3500 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,810.00
DA04	North Star - Type 1 - Ford F450 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 130,278.00
DA05	North Star - Type 1 - Ford F450 4x4 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 132,372.00
DA06	North Star - Type 1 - Dodge 4500 4x4 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 131,777.00
DA07	North Star - Type 1 - Medium Duty - Ford F650 4x2 - Diesel Engine - 167"L x 96"W x 72" HR	\$ 150,732.00
DA08	North Star - Type 1 Medium Duty - International - Diesel Engine - 167"L x 96"W x 72" HR	\$ 180,622.00
DA09	North Star - Type 1 Medium Duty - Freightliner - Diesel Engine - 167"L x 96"W x 72" HR	\$ 174,132.00
DA10	North Star - Type 1 Terrastar - Diesel Engine - 147"L x 94"W x 72" HR	\$ 138,275.00
DA11	North Star - Type 2 - MB Sprinter Van	\$ 91,004.00
DA12	North Star - Type 3 - Ford E350 - Gas Engine - 147"L x 94"W x 72" HR	\$ 107,451.00
DA13	North Star - Type 3 - Chevrolet G3500 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,251.00
DA14	North Star - Type 3 - GMC G3500 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 119,718.00
DA15	North Star - Type 3 - Ford F450 - Gas Engine - 167"L x 94"W x 72" HR	\$ 111,495.00
DA16	North Star - Type 3 - Chevrolet G4500 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 126,821.00
DA17	North Star - Type 3 - GMC G4500 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 126,607.00
B. Light/Medium Rescue Vehicle		
DB01	North Star - Fire Rescue - Ford F550 4x4 Crew Cab - Diesel Engine - 116"L x 94"W	\$ 119,434.00
DB02	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 116"L x 94"W	\$ 115,611.00
DB03	North Star - Fire Rescue - Dodge 5500 4x4 Crew Cab - Diesel Engine - 116"L x 94"W	\$ 122,548.00
DB04	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 116"L x 94"W	\$ 118,676.00
DB05	North Star - Fire Rescue - Ford F550 4x4 Crew Cab - Diesel Engine - 147"L x 94"W	\$ 121,827.00
DB06	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 147"L x 94"W	\$ 118,031.00
DB07	North Star - Fire Rescue - Dodge 5500 4x4 Crew Cab - Diesel Engine - 147"L x 94"W	\$ 124,915.00
DB08	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 147"L x 94"W	\$ 121,077.00
DB09	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 167"L x 94"W	\$ 121,267.00
DB10	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 167"L x 94"W	\$ 124,281.00
DB11	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 192"L x 94"W	\$ 124,259.00
DB12	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 192"L x 94"W	\$ 127,292.00
C. Other Specialty Vehicle or Equipment		
DC01	North Star - Prisoner Transport - Ford E350 - Gas Engine - 138"L x 94"W x 57.875"HR	\$ 77,429.00
DC02	North Star - Prisoner Transport - Ford F350 4x4 - Diesel Engine - 143"L x 94"W x 57.75"HR	\$ 97,759.00
DC03	North Star - Prisoner Transport - Ford F450 4x2 Regular Cab - Diesel Engine - 191"L x 94"W x 72.875"HR	\$ 128,622.00

DC04	North Star - Prisoner Transport - Ford F550 4x2 - Regular Cab - Diesel Engine - 197"L x 94"W x 73" HR	\$ 134,964.00
DC05	North Star - Prisoner Transport - Freightliner 4x2 - Regular Cab - Diesel Engine - 197"L x 94" W x 73"HR	\$ 163,805.00
DC06	North Star - Prisoner Transport - Ford F650 4x2 - Super Cab - Diesel Engine - 197"L x 94" W x 73"HR	\$ 152,730.00
DC07	North Star - Prisoner Transport - Dodge 4500 4x2 Regular Cab - 197"L x 94"W x 72 "HR	\$ 120,988.00
DC08	North Star - EOD Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 191"L x 94" W x 80" HR	\$ 173,640.00
DC09	North Star - EOD Command - International 4400 4x2 - Diesel Engine - 222"L x 100"W x 84"HR	\$ 253,507.00
DC10	North Star - SWAT Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 192"L x 94" W x 78" HR	\$ 149,774.00
DC11	North Star - Hazardous Materials Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 187"L x 94" W x 72" HR	\$ 176,497.00
DC12	North Star - Crime Scene Command - Ford F350 4x4 - Diesel Engine - 147"L x 94"W x 72"HR	\$ 144,409.00
DC13	North Star - Mobile Command - Ford F650 4x2 - Diesel Engine - 196"L x 94"W x 76"HR	\$ 174,178.00
DC14	North Star - Wildland Crew Body - 198"L x 98"W x 78" HR	\$ 95,806.00
E. Remounts		
DE01	North Star - Remount of Northstar Module	\$ 31,150.00
DE02	North Star - Remount of Northstar Module - Ford F350 4x4	\$ 66,668.00
DE03	North Star - Remount of Northstar Module - Ford F450 4x4	\$ 76,248.00
DE04	North Star - Remount of Northstar Module - Ford E350	\$ 54,746.00
DE05	North Star - Remount of Northstar Module - Ford E450	\$ 56,890.00
DE06	North Star - Remount of Northstar Module - GMC G3500	\$ 66,513.00
DE07	North Star - Remount of Northstar Module - GMC G4500	\$ 69,002.00
DE08	North Star - Remount of Northstar Module - Dodge 3500 4x4	\$ 66,823.00
DE09	North Star - Remount of Northstar Module - Dodge 4500 4x4	\$ 75,597.00
DE10	North Star - Remount of Northstar Module - International Terrastar	\$ 86,995.00
DE11	North Star - Remount of Northstar Module - International	\$ 113,017.00
DE12	North Star - Remount of Northstar Module - Freightliner	\$ 106,527.00



LOGIN

GENERAL PURPOSE & EMERGENCY VEHICLES	INFRASTRUCTURE EQUIPMENT & SERVICES	COMMUNICATIONS EQUIPMENT & SERVICES	GROUPS FACILITIES & PARKS EQUIPMENT	PUBLIC WORKS EQUIPMENT	EMERGENCY EQUIPMENT & SUPPLIES	CONSULTING LEASING & STAFFING SERVICES	EMERGENCY PREPAREDNESS & DISASTER RECOVERY	COOPERATIVE ENERGY PURCHASING
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GENERAL PURPOSE & EMERGENCY VEHICLES

AMBULANCES, EMS AND OTHER SPECIAL SERVICE VEHICLES

Contract No.: AM10-12

Effective Date: Effective Date: Oct 1, 2012 thru Sep 30, 2014

The table below shows base bid items only. Other configurations, options and accessories are available. Please contact the appropriate contractor for a written H-GAC contract price quote for your specific equipment needs. NOTE: Manufacturers and converters cannot sell direct in Texas. Texas Members should contact an in-state contractor/dealer. EMS/Rescue and Special Service units in Texas must be sold through an in-state contracted commercial chassis dealer. Members in other states should contact the manufacturer, converter or indicated dealer if a manufacturer or converter contact is not shown.

- [American Emergency Vehicles](#)
- [Braun](#)
- [Braun Northwest](#)
- [Crestline](#)
- [Dodgen Industries](#)
- [Excellence](#)
- [Ford](#)
- [Frazer](#)
- [Frontline Communications](#)
- [General Truck Body](#)
- [Horton](#)
- [LDV](#)
- [Life Line](#)
- [Marque](#)
- [Matthews Specialty Vehicles, Inc.](#)
- [McCoy Miller](#)
- [Medix](#)
- [Neel Fire Protection](#)
- [Nevada Pacific Fire & Safety Inc.](#)
- [Osage](#)
- [Oshkosh](#)
- [Peach State](#)
- [PL Custom Emergency Vehicles](#)
- [Road Rescue](#)
- [Sealegs](#)
- [Supreme Corporation](#)
- [Taylor Made](#)
- [Wheeled Coach](#)

American Emergency Vehicles

Contractors:
 American Emergency Vehicles (Mfg.)
 Professional Ambulance Sales and Service (Texas Dealer)

H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
Ambulance		
AA01	A-MD-11, International Navistar, TraumaHawk 172"L x 95"W x 72"HR	\$ 179,163.00
AA02	A-MD-12, Freightliner M2, TraumaHawk 172"L x 95"W x 72"HR	\$ 180,415.00
AA03	A-MD-13, International TerraStar, TraumaHawk 172" x 95" x 72"HR	\$ 150,277.00
AA04	A-MD-14, Ford F-650, TraumaHawk 172" x 95" x 72"HR	\$ 165,094.00
AA05	A-T1-13, FORD F-350 4x2, Type I TraumaHawk 148"L x 95"W x 68"HR	\$ 114,882.00
AA06	A-T1-14, FORD F-450 4x2, Type I TraumaHawk 148"L x 95"W x 68"HR	\$ 124,979.00
AA07	A-T1-16, FORD F-550 4x2 type 1 TraumaHawk 172" X 95" x 72"HR	\$ 128,892.00
AA08	A-T1-15, DODGE 4500 4x2, Type I TraumaHawk 148"L x 95"W x 68" HR	\$ 124,940.00
AA09	A-T2-16, FORD E350 VAN, Type II TraumaHawk, 2K	\$ 60,733.00
AA10	A-T3-18, FORD E350, Type III TraumaHawk DR-92, 145"L x 92"W x 66"HR	\$ 92,961.00
AA11	A-T3-19, FORD E350, Type III TraumaHawk 148"L x 95"W x 68"HR	\$ 104,280.00
AA12	A-T3-20, FORD E-450, Type III TraumaHawk 164"L x 95"W x 68"HR	\$ 107,150.00
AA13	A-T3-21, FORD E-450, Type III TraumaHawk Z5, 164"L x 95"W x 68"HR	\$ 105,184.00
AA14	A-T3-23, CHEVY/GMC 3500, Type III TraumaHawk DR92 145"L x 92"W x 66" HR	\$ 105,184.00
AA15	A-T3-24, CHEVY/GMC 3500, Type III TraumaHawk 148"L x 95"W x 68" HR	\$ 115,272.00

H-GAC CONTACTS

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lawanda.james@h-gac.com

VENDOR CONTACTS

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- **Atlantic Emergency Solutions, Inc.**
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- **Braun Industries, inc.**
 Penny Richardson
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 Tami McCallum
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 dba Taylor Made Ambulances
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- **Everest Emergency Vehicles, Inc.**
 Bob Haselman
 (P): 651-236-8944
 (F): 651-690-1871
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CA14	Chief XL - Type I International Terra Star - MaxxForce 7 Engine - 17,000#GVWR - 72" Headroom - 166" Full Seam Welded Module - Sliding Door	\$ 177,002.00
CA15	Super Chief - Type I Medium Duty - International Durastar- DT466 - 220 Hp Engine - 20,000# GVWR - 73" Headroom - 175" Wheelbase - 170" L Full Seam Welded Module	\$ 207,769.00
CA16	Super Chief - Type I Medium Duty - Spartan MetroStar - 350 Hp Engine - 30,600# GVWR - 73" Headroom - 162" Wheelbase - 170" Full Seam Welded Module	\$ 303,024.00
CA17	Super Chief - Type I Medium Duty - Freightliner M2 - CUM ISB 6.7 Engine - 20,000# GVWR - 73" Headroom - 174" Wheelbase - 170" L Full Seam Welded Module	\$ 203,242.00
CA18	Patriot - Type I Medium Duty - Spartan Metro Star - Cummins ISC.3 Engine - 28,880# GVWR - 73.5" Headroom - 185" Wheelbase - 49"/170"L Full Seam Welded Modules	\$ 337,722.00

Remounts

CE01	Remount Only - Type I	\$ 40,000.00
CE02	Remount Only - Type III	\$ 40,000.00
CE03	Remount Only - Medium Duty	\$ 40,000.00
CE04	Remount on Chassis - Express Module Ford E350 Gas Chassis Type III	\$ 69,777.00
CE05	Remount on Chassis - Express Module Chevy G3500 Chassis Type III	\$ 79,503.00
CE06	Remount on Chassis - Express Module Ford F350 Diesel Chassis Type I	\$ 85,868.00
CE07	Remount on Chassis - Express Module Ram 3500 Chassis Type I	\$ 87,411.00
CE08	Remount on Chassis - Express Module Ford E350 Gas Chassis Type III - Narrow Mod	\$ 69,777.00
CE09	Remount on Chassis - Raider Module Ford E450 Gas Chassis Type III	\$ 71,870.00
CE10	Remount on Chassis - Raider Module Chevy G4500 Chassis Type III	\$ 81,518.00
CE11	Remount on Chassis - Raider Module Ford F450 Diesel Chassis Type I	\$ 89,125.00
CE12	Remount on Chassis - Raider Module Ram 4500 Type I	\$ 87,709.00
CE13	Remount on Chassis - Liberty Module Ford E450 Gas Chassis Type III	\$ 71,870.00
CE14	Remount on Chassis - Liberty Module Ford F450 Diesel Chassis Type I	\$ 89,125.00
CE15	Remount on Chassis - Liberty Module Ram 4500 Chassis Type I	\$ 87,709.00
CE16	Remount on Chassis - Chief/Chief XL Ford E450 Gas Chassis Type III	\$ 71,870.00
CE17	Remount on Chassis - Chief/Chief XL Chevy G4500 Chassis Type III	\$ 81,518.00
CE18	Remount on Chassis - Chief/Chief XL Ford F450 Diesel Chassis Type I	\$ 89,125.00
CE19	Remount on Chassis - Chief/Chief XL Ram 4500 Chassis Type I	\$ 87,709.00
CE20	Remount on Chassis - Chief XL International Terra Star Type I	\$ 97,796.00
CE21	Remount on Chassis - Super Chief International Durastar Type I	\$ 116,540.00
CE22	Remount on Chassis - Super Chief Freightliner M2 Type I	\$ 113,888.00
CE23	Remount on Chassis - Super Chief Kenworth T270 Type I	\$ 118,550.00
CE24	Remount on Chassis - Super Chief Metro Star Type I	\$ 207,877.00
CE25	Remount on Chassis - Super Chief Metro Star Ford F650 Chassis Type I	\$ 105,630.00
CE26	Remount on Chassis - Super Chief International Durastar Type I 169" Mod 102" CA	\$ 116,540.00
CE27	Remount on Chassis - Super Chief Freightliner M2 Type I 168" Mod 102" CA	\$ 113,888.00
CE28	Remount on Chassis - FEA Ford E350 Gas Chassis Type III 131" Module	\$ 69,777.00
CE29	Remount on Chassis - FEA Chevy G3500 Chassis Type III 131" Module	\$ 79,503.00
CE30	Remount on Chassis - FEA Ford F450 Diesel Chassis Type I 131" Module	\$ 89,125.00
CE31	Remount on Chassis - SLFEA Ford E450 Gas Chassis Type III 169" Module	\$ 71,870.00
CE32	Remount on Chassis - SLFEA Chevy G4500 Chassis Type III 169" Module	\$ 81,518.00
CE33	Remount on Chassis - SLFEA Ford F450 Diesel Chassis Type I 169" Module	\$ 89,125.00
CE34	Remount on Chassis - LFEA Ford E350 Gas Chassis Type III 144" Module	\$ 69,777.00
CE35	Remount on Chassis - LFEA Chevy G3500 Chassis Type III 144" Module	\$ 79,503.00
CE36	Remount on Chassis - LFEA Ford F450 Diesel Chassis Type I 144" Module	\$ 89,125.00

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Braun Northwest

Contractors:
 Braun Northwest, Inc. (Mfg.)
 Chastang Ford (Commercial Chassis Dealer)
 Dallas Dodge Chrysler Jeep

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- **Neel Fire Protection Apparatus, Inc**
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- **Nevada Pacific Fire & Safety Inc.**
 Everardo Luna
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- **New England Fire Equipment & Apparatus Corporation**
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- **NL Baker, Inc dba Life Alert Rescue**
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- **Northwestern Emergency Vehicles, Inc.**
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- **Osage Industries, Inc.**
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- **Peach State Amulance, Inc.**
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- **Pierce Manufacturing Inc.**
 Timothy Hayes
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- **PL Custom Body & Equipment Co., Inc.**
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- **Professional Ambulance Sales & Service**
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- **RedSky Fire Apparatus LLC**
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- **RedStorm Fire & Rescue Apparatus, Inc.**
 Kirsten Skyba
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H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
Ambulance		
DA01	North Star - Type 1 - Ford F350 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,148.00
DA02	North Star - Type 1 - Dodge 3500 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,453.00
DA03	North Star - Type 1 - Chevrolet K3500 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,810.00
DA04	North Star - Type 1 - Ford F450 4x4 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 130,278.00
DA05	North Star - Type 1 - Ford F450 4x4 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 132,372.00
DA06	North Star - Type 1 - Dodge 4500 4x4 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 131,777.00
DA07	North Star - Type 1 - Medium Duty - Ford F650 4x2 - Diesel Engine - 167"L x 96"W x 72" HR	\$ 150,732.00
DA08	North Star - Type 1 Medium Duty - International - Diesel Engine - 167"L x 96"W x 72" HR	\$ 180,622.00
DA09	North Star - Type 1 Medium Duty - Freightliner - Diesel Engine - 167"L x 96"W x 72" HR	\$ 174,132.00
DA10	North Star - Type 1 Terrastar - Diesel Engine - 147"L x 94"W x 72" HR	\$ 138,275.00
DA11	North Star - Type 2 - MB Sprinter Van	\$ 91,004.00
DA12	North Star - Type 3 - Ford E350 - Gas Engine - 147"L x 94"W x 72" HR	\$ 107,451.00
DA13	North Star - Type 3 - Chevrolet G3500 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 120,251.00
DA14	North Star - Type 3 - GMC G3500 - Diesel Engine - 147"L x 94"W x 72" HR	\$ 119,718.00
DA15	North Star - Type 3 - Ford E450 - Gas Engine - 167"L x 94"W x 72" HR	\$ 111,495.00
DA16	North Star - Type 3 - Chevrolet G4500 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 126,821.00
DA17	North Star - Type 3 - GMC G4500 - Diesel Engine - 167"L x 94"W x 72" HR	\$ 126,607.00
B. Light/Medium Rescue Vehicle		
DB01	North Star - Fire Rescue - Ford F550 4x4 Crew Cab - Diesel Engine - 116"L x 94"W	\$ 119,434.00
DB02	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 116"L x 94"W	\$ 115,611.00
DB03	North Star - Fire Rescue - Dodge 5500 4x4 Crew Cab - Diesel Engine - 116"L x 94"W	\$ 122,548.00
DB04	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 116"L x 94"W	\$ 118,676.00
DB05	North Star - Fire Rescue - Ford F550 4x4 Crew Cab - Diesel Engine - 147"L x 94"W	\$ 121,827.00
DB06	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 147"L x 94"W	\$ 118,031.00
DB07	North Star - Fire Rescue - Dodge 5500 4x4 Crew Cab - Diesel Engine - 147"L x 94"W	\$ 124,915.00
DB08	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 147"L x 94"W	\$ 121,077.00
DB09	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 167"L x 94"W	\$ 121,267.00
DB10	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 167"L x 94"W	\$ 124,281.00
DB11	North Star - Fire Rescue - Ford F550 4x4 Regular Cab - Diesel Engine - 192"L x 94"W	\$ 124,259.00
DB12	North Star - Fire Rescue - Dodge 5500 4x4 Regular Cab - Diesel Engine - 192"L x 94"W	\$ 127,292.00
Other Specialty Vehicle or Equipment		
DC01	North Star - Prisoner Transport - Ford E350 - Gas Engine - 138"L x 94"W x 57.875"HR	\$ 77,429.00
DC02	North Star - Prisoner Transport - Ford F350 4x4 - Diesel Engine - 143"L x 94"W x 57.75"HR	\$ 97,759.00
DC03	North Star - Prisoner Transport - Ford F450 4x2 Regular Cab - Diesel Engine - 191"L x 94"W x 72.875"HR	\$ 128,622.00
DC04	North Star - Prisoner Transport - Ford F550 4x2 - Regular Cab - Diesel Engine - 197"L x 94"W x 73"HR	\$ 134,964.00
DC05	North Star - Prisoner Transport - Freightliner 4x2 - Regular Cab - Diesel Engine - 197"L x 94" W x 73"HR	\$ 163,805.00

- **Reliable Emergency Vehicles, Inc.**
Glenn Pratt
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- **Road Rescue, Inc.**
Mark Schwartzbauer
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(F): 800-513-2688
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- **Sawtooth Emergency Vehicles, Inc.**
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- **Sealegs of Texas**
Mike Hopkins
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Wade Robinson
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- **Southwest Ambulance Sales, LLC**
Gretchen Peters
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- **Specialty Hearse and Ambulance Sales Corp. dba Specialty Vehicles**
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- **Sugarloaf Ambulance/Rescue Vehicles**
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- **Twin State Trucks, Inc. dba Pliier International**
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- **VCI Emergency Vehicle Specialists**
David DiGangi
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- **Webb Apparatus of Texas LLC**
Sidney Webb
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DC06	North Star - Prisoner Transport - Ford F650 4x2 - Super Cab - Diesel Engine - 197"L x 94" W x 73"HR	\$ 152,730.00
DC07	North Star - Prisoner Transport - Dodge 4500 4x2 Regular Cab - 197"L x 94"W x 72 "HR	\$ 120,988.00
DC08	North Star - EOD Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 191"L x 94" W x 80" HR	\$ 173,640.00
DC09	North Star - EOD Command - International 4400 4x2 - Diesel Engine - 222"L x 100"W x 84"HR	\$ 253,507.00
DC10	North Star - SWAT Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 192"L x 94" W x 78" HR	\$ 149,774.00
DC11	North Star - Hazardous Materials Command - Ford F550 4x4 - Regular Cab - Diesel Engine - 187"L x 94" W x 72" HR	\$ 176,497.00
DC12	North Star - Crime Scene Command - Ford F350 4x4 - Diesel Engine - 147"L x 94"W x 72"HR	\$ 144,409.00
DC13	North Star - Mobile Command - Ford F650 4x2 - Diesel Engine - 196"L x 94"W x 76"HR	\$ 174,178.00
DC14	North Star - Wildland Crew Body - 198"L x 98"W x 78" HR	\$ 95,806.00
Remounts		
DE01	North Star - Remount of Northstar Module	\$ 31,150.00
DE02	North Star - Remount of Northstar Module - Ford F350 4x4	\$ 66,668.00
DE03	North Star - Remount of Northstar Module - Ford F450 4x4	\$ 76,248.00
DE04	North Star - Remount of Northstar Module - Ford E350	\$ 54,746.00
DE05	North Star - Remount of Northstar Module - Ford E450	\$ 56,890.00
DE06	North Star - Remount of Northstar Module - GMC G3500	\$ 66,513.00
DE07	North Star - Remount of Northstar Module - GMC G4500	\$ 69,002.00
DE08	North Star - Remount of Northstar Module - Dodge 3500 4x4	\$ 66,823.00
DE09	North Star - Remount of Northstar Module - Dodge 4500 4x4	\$ 75,597.00
DE10	North Star - Remount of Northstar Module - International Terrastar	\$ 86,995.00
DE11	North Star - Remount of Northstar Module - International	\$ 113,017.00
DE12	North Star - Remount of Northstar Module - Freightliner	\$ 106,527.00

■ **Wheeled Coach Industries, Inc.**
 Gaspar Garcia
 (P): 817-291-3009
 (F): 800-513-8194
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Crestline

Contractors:
 Crestline Coach (Mfg.)
 Lone Star Emergency Vehicles (Texas Dealer)

H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
Ambulance		
EA01	Summit, Type III - 96"W x 170"L - Ford E450 Gas	\$ 129,701.00
EA02	Summit, Type III - 96"W x 170"L - Chev G4500 Gas	\$ 129,307.00
EA03	Summit, Type III - 96"W x 170"L - Chev G4500 Diesel	\$ 142,544.00
EA04	Commander, Type III - 94"W x 164"L - Ford E350 Gas	\$ 108,551.00
EA05	Commander, Type III - 94"W x 164"L - Chev G3500 Gas	\$ 107,427.00
EA06	Commander, Type III - 94"W x 164"L - Chev G3500 Diesel	\$ 118,122.00
EA07	FleetMax, Type III - 88"W x 164"L - Ford E350 Gas	\$ 99,972.00
EA08	FleetMax, Type III - 88"W x 164"L - Chev G3500 Gas	\$ 99,972.00
EA09	Fleetmax, Type III - 88"W x 164"L - Chev G3500 Diesel	\$ 112,206.00
EA10	Apex, Type III - 90"W x 151"L - Ford E350 Gas	\$ 99,951.00
EA11	Apex, Type III - 90"W x 151"L - Chev G3500 Gas	\$ 99,899.00
EA12	Apex, Type III - 90"W x 151"L - Chev G3500 Diesel	\$ 109,997.00
EA13	Icon, Type III - 82"W x 151"L - Mercedes Sprinter Diesel	\$ 139,949.00

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Dodgen Industries

Contractors:
 Dodgen Industries, Inc. (Mfg.)
 Chastang Ford (Commercial Chassis Dealer)

H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
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BRAUN NW inc.

150 North Star Drive / PO Box 1204 / Chehalis, WA 98532 / 360.748.0195 / 800.245.6303 / fax 360.748.0256

PROPOSAL

APRIL 4, 2014

**SACRAMENTO FIRE DEPARTMENT
ATTN: ASSISTANT CHIEF RONALD POTTER
3230 "J" STREET
SACRAMENTO, CA 98516**

RE: PROPOSAL FOR TYPE III AMBULANCE(S)

BRAUN NORTHWEST IS PLEASED TO OFFER THE FOLLOWING PROPOSAL BASED UPON HGAC CONTRACT PRICING:

FOUR (4) NORTH STAR 165-3 AMBULANCES ON 2014 FORD E-450 AMBULANCE PREP CHASSIS PER SPECIFICATIONS DATED 12-12-13 AND DRAWINGS DATED 12-12-13.

BASE PRICE FOR ONE (1) VEHICLE (HGAC-DA15).....	\$111,495.00
REPAINT OF CHASSIS FROM WHITE TO RED.....	ADD \$2,500.00
ITEMS/CHANGES TO MATCH ABOVE REFERENCED SPECIFICATIONS AND DRAWINGS.....	ADD \$30,861.00
SUB TOTAL FOR ONE VEHICLE.....	\$144,856.00
MULTI VEHICLE DISCOUNT ...	DEDUCT EACH < \$1,500.00 >
TOTAL FOR ONE VEHICLE.....	\$143,356.00
TOTAL FOR FOUR (4) VEHICLES.....	\$573,424.00
SALES TAX OF 8.5%.....	\$48,741.04
SUB TOTAL.....	\$622,165.04
HGAC FEE (PER CONTRACT #AM 10-12).....	ADD \$1,000.00*
TOTAL PRICE FOR FOUR (4) AMBULANCES AS DESCRIBED ABOVE.....	<u>\$623,165.04</u>

F.O.B.: CHEHALIS, WA

****DELIVERY: 120-150 DAYS ARO**.**

**TERMS: NINETY PERCENT (90%) PAYMENT DUE UPON RECEIPT OF VEHICLE.
BALANCE DUE IN THIRTY (30) DAYS**

***NOTE: HGAC FEE IS PER TRANSACTION ONLY, NOT PER VEHICLE.**

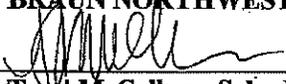
****NOTE: DELIVERY BASED UPON AVAILABILITY/ARRIVAL OF 2014 MODEL YEAR CHASSIS**

Braun Northwest, Inc. is a California dealer (#16055) with insurance information available upon request.

(Note: This proposal is contingent on use of customer's Government Ford Fleet Identification Number.)

**Respectfully Submitted by
BRAUN NORTHWEST, INC.**

**We agree to accept the above proposal:
SACRAMENTO FIRE DEPARTMENT**


Tami McCallum, Sales Manager

Signature Date

Date: 4/4/14

Printed Name Title



TM/sel
cc: RU/LM

EMERGENCY VEHICLES