



Kelly W. Reagan
Fleet Administrator
4211 Groves Rd
Columbus, OH 43232

July 13, 2012

Mr. Kelly W. Reagan,

Thank you for the opportunity to submit a Horton Emergency Vehicles negotiated proposal for your next ambulance purchase.

All items, as you requested are in our proposal.

Items we discussed that are not included in this proposal:

- All Motorola radios, mobile and portable
- Motorola microphones
- Panasonic computer model CF 31
- Gamber mount - CF 19
- Havis Shield CF30/ 3 docking station
- Havis Shield CMD202 swi

The total proposal price is: \$ 245,407.80 per unit.

We understand this proposal represents a multiple purchase of more than thirteen units.

If fourteen or more ambulances are purchased:

Horton is prepared to offer a multiple, high volume loyalty discount of \$ 4500 / unit

We are also able to provide an additional negotiated discount of \$3835.03

Total per unit cost to The City of Columbus: \$ 237,072.77

Given the NFPA 1917 changes to ambulances and the new required emissions for chassis, Horton will only be able to honor this pricing on multiple vehicle purchases through Dec 30, 2012

Thank you for your consideration and your business.

Respectfully,



David B Cole
Vice President Sales & Marketing

cc: Sean Fouts