



Proposal for Furnishing Apparatus

Ohio STS #800918

Sep 8, 2022

Department: City of Columbus, Division of Fire

Attn: Captain Chad Bukey, Lt. William Loper

3679 Parsons Ave, Columbus, OH 43207

Upon an order being placed by you, and final acceptance by _____ Pierce Mfg. _____ the apparatus and equipment herein named will be manufactured for the following prices:

	Price
One (1) Pierce Enforcer, 107' Ascendant TDA Aerial Ladder	\$1,950,538.00
Three (3) factory trips for 8 members (Precon, post paint, final)	\$33,000.00
Price includes: Delivery, Prep, Training, Picture progress reports, OH-STC fee	
Price includes: Loose equipment allowance of \$150,000.00	

Total: \$1,983,538.00

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or intentional conflict, failures to obtain chassis, materials, or other causes beyond our control not preventing, within about 900 calendar days after receipt of this order and the acceptance thereof by _____ Pierce Mfg. _____.

Taxes: Tax is not included in this proposal. In the event that the purchasing organization is not exempt from sales tax or any other applicable taxes and/or the proposed apparatus does not qualify for exempt status, it is the duty of the purchasing organization to pay any and all taxes due.

Cancellation: In the event this proposal is accepted, and a purchase order is issued then cancelled or terminated by Customer before completion, Atlantic Emergency Solutions may charge a cancellation fee of 30% of the purchase price.

Terms: The terms of this proposal will be governed by the laws of the state of Virginia. No additional terms or conditions will be binding upon Atlantic Emergency Solutions unless agreed to in writing and signed by a duly authorized officer of Atlantic Emergency Solutions.

This proposal is valid until October 31, 2022.

Sincerely,

David Reichman, Regional Account Manager

9241 N.Shore Dr.
Mineral City, OH 44656
330-407-9082
dreichman@atlanticemergen
cy.com



STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

S & L GOVERNMENT PRICING SCHEDULE

SCHEDULE NUMBER: 800918

EFFECTIVE DATES: 07/12/2021 TO 06/30/2023

The Department of Administrative Services has completed the evaluation and analysis of the State Term Schedule (STS) offering submitted by the Contractor as listed herein. The Contractor listed herein has been determined to provide competitive, economical and reasonable pricing for the items contained in their offer. The respective offer, including the Standard Contract Terms & Conditions, any proposal amendment, special contract terms & conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this State Term Schedule.

This State Term Schedule is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Schedule is renewed, terminated, or cancelled in accordance with the Standard Contract Terms and Conditions.

This State Term Schedule is available to all state agencies, state institutions of higher education and political subdivisions properly registered as members of the Cooperative Purchasing Program of the Department of Administration Services, as applicable.

Agencies are eligible to make purchases of the supplies and/or services in any amount and at any time as determined by the agency (see maximum order limit). The State makes no representation or guarantee that agencies will purchase the supplies and/or services approved in the State Term Schedule.

State agencies may make purchases under this State Term Schedule up to \$2500.00 using the state of Ohio payment card. Any purchases that exceed \$2500.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency

This State Term Schedule and any Amendments thereto are available from the DAS website at the following address:
<http://procure.ohio.gov>.

PIERCE MANUFACTURING INC.

Index No. STS618

STATE TERM SCHEDULE

Eff. Date 02/25/2022

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

CONTRACTOR, PRICES, TERM SCHEDULE, ETC.

<u>Contractor:</u>	<u>Remit To:</u>	<u>OAKS Contract ID:</u>
Contractor does not accept POs PIERCE MANUFACTURING INC. 2600 American Drive Appleton, WI 54912-2017	0000095869	800918

Contractor Contacts:

Ms. Michelle Swokowski
Telephone: (920) 832-3272 Fax: Email: mswokowski@piercemfg.com

Delivery:

See Notes Section

Terms:

Net 30 Days

Basic Order Limitations (Agencies should contact Procurement Services when they expect to exceed the Maximum Order Limitation.)

Minimum: \$15.00

Maximum: 2 Units

APPROVED PRODUCTS/SERVICES: Only those vendors, products, or services as listed in the price pages, approved by the Office of Procurement Services, may be purchased from this State Term Schedule. Any vendors, prices, terms, conditions, products or services not listed in the approve price sheets are outside the scope of this schedule.

MANDATORY USE CONTRACTS: All General Distribution Contracts (GDC), Limited Distribution Contracts (LDC), Multiple Award Contracts (MAC), and Request for Proposals (RFP) take precedence over this State Term Schedule (STS). This STS is only for governmental entities without a mandatory use contract.

EXCLUDED ITEMS: (State Agencies Only) in accordance with the Ohio Revised Code Section 5147.07, 125.60, through 125.6012, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health and Addiction Services and Pharmacy Services (MHAS); and Opportunities for Ohioans with Disabilities (OOD). State agencies must obtain a waiver from OPI, CRP, DMHAS, Pharmacy Services, and/or OOD to procure from this schedule.

SPECIAL NOTE: The state of Ohio including but not limited to its agencies, boards, commissions, departments, state universities, state vocational schools, state community colleges of Ohio, and any entity authorized by law to use this State Term Schedule (STS) is not obligated to procure any products or services from this STS. This STS shall not be construed to prevent the state from purchasing products or services using other procurement methods as authorized by law.

NOTICE TO CONTRACTOR / VENDOR: It is the responsibility of the contractor's contact to maintain this State Term Schedule with current information. All updates i.e., telephone numbers, contact names, email addresses, tax identification number, prices, and catalogs etc., are required to be processed through the formal amendment authorization process which is initiated by way of a written request from the contractor's contact.

UNSPSC CODES (OAKS Category ID) and Item Descriptions:

All purchase orders placed against this contract shall use the following UNSPSC Codes when completing requisitions.

25101700 - Safety and rescue vehicles

NOTES:

ePROCUREMENT: This contract will become part of an eProcurement System which will provide electronic contract and catalog hosting and management services. Ordering Agencies will access a web-based site to place orders for the procurement of goods and services using State of Ohio contracts. The Contractor agrees to establish, maintain and support an online contract and catalog.

Please allow delivery timeframe for products between 30-550 days ARO.

Dealer Index

Dealer Name & Address

Remit To:

OAKS Contract ID:

0000276923
Atlantic Emergency Solutions, Inc.
12351 Randolph Ridge Ln
Manassas, VA 20109

0000276923
Atlantic Emergency Solutions, Inc.
12351 Randolph Ridge Lane
Manassas, VA 20109

800918-1

Dealer's Contact:

Name	Phone	Fax	Email Address
Mr. Jack Jackson	(757) 234-7424		jjackson@atlanticemergency.com

SUMMARY OF AMENDMENTS

Amendment Number	Revision Date	Description
1	02/25/2022	This amendment is issued to update the pricelist, effective with all orders issued on or after 02/25/22.



**FAMILY OWNED
SINCE 1890**

To The:
City of Columbus, Ohio
Purchasing Office
77 North Front Street; Room 523
Columbus, OH 43215

Date: August 26, 2022

FOR YOUR REVIEW:

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

Reference Ohio State Term Schedule – Contract No. 800814

One (1) or More Monarch Custom Pumpers equipped Complete and Delivered For The Total Sum of:.....\$864,434.00

A Second unit can be purchased for the total sum of:.....\$861,934.00

Total Selling Price for two (2) units with Equipment Package and Communications Package as requested.....\$1,726,368.00

The truck will be manufactured completely in accordance to the following proposal and delivered approximately **24 months** after approval of contract, subject to delays from all causes beyond our control. Unless accepted by October 15, 2022 from this date, the right is reserved to withdraw this proposal.

Respectfully submitted by:

Harrison Sutphen

Harry B. Sutphen
Sutphen Corporation

Sutphen Corporation
PO Box 158 • Amlin, OH 43002-0158
6450 Eiterman Road • Dublin, OH 43016-8711
Tel 614 889-1005 • Toll Free 800 848-5860 • Fax 614 889-0874
www.sutphen.com • Sutphen@sutphencorp.com



STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

S & L GOVERNMENT PRICING SCHEDULE

SCHEDULE NUMBER: 800814

EFFECTIVE DATES: 09/01/2019 TO 08/31/2022
Renewal through 08/31/2024

The Department of Administrative Services has completed the evaluation and analysis of the State Term Schedule (STS) offering submitted by the Contractor as listed herein. The Contractor listed herein has been determined to provide competitive, economical and reasonable pricing for the items contained in their offer. The respective offer, including the Standard Contract Terms & Conditions, any proposal amendment, special contract terms & conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this State Term Schedule.

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Sutphen Corporation

STATE TERM SCHEDULE

Index No. STS618

Eff. Date 09/01/2022

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

CONTRACTOR, PRICES, TERM SCHEDULE, ETC.

Send Purchase Orders To:

Remit To:

OAKS Contract ID:

0000042002
Sutphen Corporation
PO Box 158

800814

Amlin, OH 43002

Contractor Contacts:

Mr. Zach Rudy

Telephone: (614) 889-1005

Fax: (614) 889-0874

Email: Zach.Rudy@SutphenCorp.com

Delivery:

See Notes Section

Terms:

Net 30 Days

Basic Order Limitations (Agencies should contact Procurement Services when they expect to exceed the Maximum Order Limitation.)

Minimum: \$15.00

Maximum: 2 Units

APPROVED PRODUCTS/SERVICES: Only those vendors, products, or services as listed in the price pages, approved by the Office of Procurement Services, may be purchased from this State Term Schedule. Any vendors, prices, terms, conditions, products or services not listed in the approve price sheets are outside the scope of this schedule.

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EXCLUDED ITEMS: (State Agencies Only) in accordance with the Ohio Revised Code Section 5147.07, 125.60, through 125.6012, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health and Addiction Services and Pharmacy Services (MHAS); and Opportunities for Ohioans with Disabilities (OOD). State agencies must obtain a waiver from OPI, CRP, DMHAS, Pharmacy Services, and/or OOD to procure from this schedule.

SPECIAL NOTE: The state of Ohio including but not limited to its agencies, boards, commissions, departments, state universities, state vocational schools, state community colleges of Ohio, and any entity authorized by law to use this State Term Schedule (STS) is not obligated to procure any products or services from this STS. This STS shall not be construed to prevent the state from purchasing products or services using other procurement methods as authorized by law.

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UNSPSC CODES (OAKS Category ID) and Item Descriptions:

All purchase orders placed against this contract shall use the following UNSPSC Codes when completing requisitions.

25101700 - Safety and rescue vehicles

Fire Trucks and Related Equipment

NOTES:

Delivery Lead Times:

300 - 365 Days A.R.O. - F.O.B. Destination: SA75 Aerial Ladder; SL75 Aerial Ladder; SLR75 Aerial Ladder, Rear Mount; SL100 Aerial Ladder; SP70 Aerial Platform

365 - 430 Days A.R.O. - F.O.B. Destination - Custom Pumper (Program 1 and 2), SP95 Aerial Platform, SP100 Aerial Platform, SPH100 Aerial Platform

390 - 450 Days A.R.O. - F.O.B. Destination - Commercial Pumper (C-Series); Commercial Tanker (Elliptical and Wetside); SP110 Aerial Platform; Heavy Rescue

420 - 480 Days A.R.O. - F.O.B. Destination - Custom Pumper, Fully Customized

730 Days A.R.O. - F.O.B. Destination - SLTDA100 Aerial Ladder, Tiller

ePROCUREMENT: This contract will become part of an eProcurement System which will provide electronic contract and catalog hosting and management services. Ordering Agencies will access a web-based site to place orders for the procurement of goods and services using State of Ohio contracts. The Contractor agrees to establish, maintain and support an online contract and catalog.

PROHIBITION OF THE EXPENDITURE OF PUBLIC FUND FOR OFFSHORE SERVICES

No State Cabinet Agency, Board or Commission will enter into any contract to purchase services provided outside of the United States or that allows State data to be sent, taken, accessed, tested, maintained, backed-up, stored, or made available remotely outside (located) of the United States, unless a duly signed waiver from the State has been attained. Notwithstanding any other terms of this Contract, the State reserves the right to recover any funds paid for services the Contractor performs outside of the United States for which it did not receive a waiver. The State does not waive any other rights and remedies provided to the State in the Contract.

Further, no State agency, board, commission, State educational institution, or pension fund will make any purchase from or investment in any Russian institution or company. Notwithstanding any other terms of this Contract, the State reserves the right to recover any funds paid to Contractor for purchases or investments in a Russian institution or company in violation of this paragraph. The provisions of this paragraph will expire when the applicable Executive Order is no longer effective.

The Contractor must complete the Contractor/Subcontractor Affirmation and Disclosure Form affirming the Contractor understands and will meet the requirements of the above prohibition. During the performance of this Contract, if the Contractor changes the location(s) disclosed on the Affirmation and Disclosure Form, Contractor must complete and submit a revised Affirmation and Disclosure Form reflecting such changes.

SUMMARY OF AMENDMENTS

Amendment Number	Revision Date	Description
4	09/01/2022	This amendment is issued to notify that as a result of mutual agreement between the State of Ohio and the Contractor, this contract is renewed for an additional twenty-four (24) months, effective 09/01/22 through 08/31/24. Additionally, this amendment is issued to include updated language regarding the Prohibition of the Expenditure of Public Funds for Offshore Services.
3	03/11/2022	This amendment is issued to update the pricelist, effective with all orders issued on or after 03/11/22.
2	10/12/2021	This amendment is issued to update the pricelist, effective with all orders issued on or after 10/12/21.
1	05/20/2021	This amendment is issued to update the pricelist, dated 03/22/21, effective with all orders issued on or after 05/20/21. Additionally, this amendment is also issued to add ePROCUREMENT language and to remove the temporary surcharge.



Power LOAD Systems - Oct. 1 starts 2023
Budgetary Pricing

Quote Number: 10451121

Version: 1

Prepared For: CITY OF COLUMBUS DEPT OF PUBLIC SAFETY
 Attn:

Remit to: **Stryker Medical**
 P.O. Box 93308
 Chicago, IL 60673-3308
 Rep: Allyson Wright
 Email: allyson.wright@stryker.com
 Phone Number:
 Mobile: (330) 321-5852

Quote Date: 10/01/2022

Expiration Date: 12/20/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name:	CITY OF COLUMBUS DEPT OF PUBLIC SAFETY	Name:	CITY OF COLUMBUS DEPT OF PUBLIC SAFETY	Name:	CITY OF COLUMBUS DIV OF FIRE
Account #:	1296211	Account #:	1296211	Account #:	1292151
Address:	4252 GROVES RD COLUMBUS Ohio 43232-4103	Address:	4252 GROVES RD COLUMBUS Ohio 43232-4103	Address:	3675 PARSONS AVE COLUMBUS Ohio 43207-4054

Equipment Products:

#	Product	Description	Qty	List Price	Sell Price	Total
1.0	639005550001	MTS POWER LOAD	7	\$28,862.00	\$26,841.66	\$187,891.62
2.0	650705550001	6507 POWER PRO 2, HIGH CONFIG	7	\$31,900.00	\$29,667.00	\$207,669.00
3.0	650707000002	Lithium-Ion Battery	7	\$900.00	\$837.00	\$5,859.00
4.0	650700450301	ASSEMBLY, BATTERY CHARGER	7	\$1,288.00	\$1,197.84	\$8,384.88
5.0	650700450102	ASSEMBLY, POWER CORD, NORTH AM	7	\$29.42	\$27.36	\$191.52
Equipment Total:						\$409,996.02

ProCare Products:

#	Product	Description	Years	Qty	List Price	Sell Price	Total
6.1	76011PT	ProCare Power-LOAD Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for MTS POWER LOAD	2	7	\$3,704.00	\$3,148.40	\$22,038.80
6.2	77500010	ProCare Power-PRO 2 Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with SEM and battery coverage for 6507 POWER PRO 2, HIGH CONFIG	2	7	\$2,820.00	\$2,397.00	\$16,779.00
ProCare Total:							\$38,817.80



**Power LOAD Systems - Oct. 1 starts 2023
Budgetary Pricing**

Quote Number: 10451121

Version: 1

Prepared For: CITY OF COLUMBUS DEPT OF PUBLIC SAFETY

Attn:

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Allyson Wright

Email:

allyson.wright@stryker.com

Phone Number:

Mobile:

(330) 321-5852

Quote Date: 10/01/2022

Expiration Date: 12/20/2022

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$433.09
Grand Total:	\$449,246.91

Comments:

- **Quote Valid: 10/1/22 - 12/20/22 (Price change is Oct 1)**
- **Equipment can deliver direct to installer**
- **Delay Delivery:** Can order equipment and delay the delivery (and invoice) for up to 7 months
- **Service Coverage Quoted- 2 Add'l Years of coverage after 1 Year warranty (into 2026 if delivered in 2023)**

Prices: In effect for 30 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.