



**Physio-Control, Inc.**  
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 Redmond, WA 98073-9723 U.S.A  
 www.physio-control.com  
 www.medtronic.com  
 tel 800.442.1142  
 fax 800.732.0956

To: Rick Meadows  
 Columbus Fire Department  
 2028 Williams Rd  
 COLUMBUS, OH 43207  
 Phone: (614) 221-3132 x5412  
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 rmeadows@columbus.gov

**Quote#:** 1-167143587  
**Rev#:** 4  
**Quote Date:** 01/18/2011  
**Sales Consultant:** Linda Gleaves  
 800-442-1142 x 72587  
**FOB:** Redmond, WA

**Terms:** Net 30, all quotes subject to credit approval and the following terms & conditions

**Trade-in serial #s required at time of purchase**

**Exp Date:** 03/19/2011

**Service Contract Promo Pricing**

**Contract:** None

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
1	<b>99577-000055 - LP15 MONITOR/DEFIB, CPR, Pace, to 360J, SPO2/CO, 12L GL, NIBP, CO2, Trend</b> INCLUDED AT NO CHARGE: 2 PAIR QUIK-COMBO ELECTRODES PER UNIT - 11996-000091, TEST LOAD - 21330-001365, ShipKit- 41577-000007.	12	\$32,395.00	\$8,098.75	\$1,725.00	\$22,571.25	\$270,855.00
2	<b>11141-000115 - BASE-REDI-CHARGE MOBILE BATTERY CHARGER</b> BASE- REDI-CHARGE BATTERY CHARGER	12	\$1,295.00	\$259.00	\$100.00	\$936.00	\$11,232.00
3	<b>21330-001176 - LI-ION BATTERY 5.7 AMP HOUR CAPACITY</b> RECHARGEABLE LITHIUM-ION, WITH FUEL GAUGE	36	\$379.00	\$94.75	\$0.00	\$284.25	\$10,233.00
4	<b>11577-000002 - KIT - CARRY BAG, MAIN BAG</b> ACCESSORY 11577-000002 LP15 KIT CRY BAG. Includes shoulder strap 11577-000001	12	\$250.00	\$62.50	\$0.00	\$187.50	\$2,250.00
5	<b>11220-000028 - Top Pouch</b> Storage for sensors and electrodes. Insert in place of standard paddles.	12	\$46.00	\$11.50	\$0.00	\$34.50	\$414.00
6	<b>11996-000323 - MASIMO SET RED LNCS PATIENT CABLE - 4 FEET</b> RED LNC-04,PATIENT CABLE,4FT,REF 2055	12	\$147.00	\$36.75	\$0.00	\$110.25	\$1,323.00
7	<b>11996-000021 - SMALL CHILD CUFF, 7X21CM REUSABLE</b> NIBP CUFF-REUSABLE,SMALL CHILD,7X21CM	12	\$21.00	\$5.25	\$0.00	\$15.75	\$189.00
8	<b>11996-000025 - LARGE ADULT CUFF, 16X42CM REUSABLE</b> NIBP CUFF-REUSABLE,LARGE ADULT 16X24CM	12	\$29.00	\$7.25	\$0.00	\$21.75	\$261.00

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**Quote Products (continued)**

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
9	<b>99576-000011 - LUCAS 2 CHEST COMPRESSION SYSTEM</b> INCLUDES BASE UNIT WITH BACK PLATE, CARRYING BAG, TWO (2) PATIENT STRAPS, STABILIZATION STRAP, 3 SUCTION CUPS, 1 RECHARGEABLE BATTERY, AND INSTRUCTIONS FOR USE WITH EACH DEVICE. ALSO INCLUDED AT NO CHARGE: SILVER 2-YEAR EXTENDED SERVICE PLAN. PLEASE FAX SERVICE AGREEMENT FORM TO 800-732-0956 WITH PURCHASE ORDER AT TIME OF ORDER.	2	\$14,495.00	\$3,525.00	\$0.00	\$10,970.00	\$21,940.00
10	<b>11576-000055 - LUCAS 2 POWER SUPPLY WITH CORD,REDEL,US</b> LUCAS 2 POWER SUPPLY WITH CORD,REDEL,US	2	\$285.00	\$57.00	\$0.00	\$228.00	\$456.00
11	<b>11576-000040 - RECHARGEABLE LITHIUM POLYMER (LIPO) BATTERY, 25.9V AND 3.3 AMP HOUR CAPACITY 4-PACK</b> LUCAS 2 BATTERY 4-PACK	1	\$2,145.00	\$429.00	\$0.00	\$1,716.00	\$1,716.00
12	<b>11576-000046 - LUCAS 2 SUCTION CUP, DISPOSABLE 3-PACK</b> DISPOSABLE SUCTION CUP FOR USE WITH LUCAS 2 3-PACK	1	\$120.00	\$24.00	\$0.00	\$96.00	\$96.00
13	<b>Write-In Product - Year 1 of 5-yr on-site repair and 1 inspection per- 5 years</b> Years 2-5 will be charged on an annual basis.	12	\$1,033.00	\$0.00	\$0.00	\$1,033.00	\$12,396.00
14	<b>11141-000116 - LP12 ADAPTER- REDI-CHARGE BATTERY CHARGER</b> LP12 ADAPTER- REDI-CHARGE BATTERY CHARGER	12	\$175.00	\$35.00	\$0.00	\$140.00	\$1,680.00
15	<b>11140-000052 - LP 15 ADAPTER- REDI-CHARGE BATTERY CHARGER</b> LP 15 ADAPTER- REDI-CHARGE BATTERY CHARGER	12	\$175.00	\$35.00	\$0.00	\$140.00	\$1,680.00
16	<b>11140-000015 - AC POWER CORD</b>	12	\$67.00	\$13.40	\$0.00	\$53.60	\$643.20
17	<b>11141-000106 - LIFEPAK 12 LITHIUM-ION BATTERY PACK</b> RECHARGEABLE LIFEPAK LITHIUM-ION BATTERY PACK WITH FUEL GAUGE FOR LIFEPAK 12 DEFIB/MONITOR. MUST BE CHARGED WITH A COMPATIBLE BSS2. CANNOT BE CHARGED WITH ACPA OR DCPA.	60	\$395.00	\$100.00	\$0.00	\$295.00	\$17,700.00

SUB TOTAL \$355,064.20  
 ESTIMATED TAX \$0.00  
 ESTIMATED SHIPPING & HANDLING \$0.00  
**GRAND TOTAL \$355,064.20**

Trade-in Detail			
Product	Qty	Unit Value	Total Value
<b>Pricing Summary Totals</b>			
List Price:			\$496,765.00
Trade-ins:			- \$21,900.00
Cash Discounts:			- \$119,800.80

**GRAND TOTAL FOR THIS QUOTE \$355,064.20**

**TO PLACE AN ORDER, PLEASE FAX A COPY OF THE QUOTE AND PURCHASE ORDER TO: # 800-732-0956, ATTN: REP SUPPORT "Ask your sales representative how to get 25% or more off list price on your LIFEPAK disposables by signing up for a disposables agreement"**

PHYSIO-CONTROL, INC. REQUIRES WRITTEN VERIFICATION OF THIS ORDER. A PURCHASE ORDER IS REQUIRED ON ALL ORDERS \$10,000 OR GREATER BEFORE APPLICABLE FREIGHT AND TAXES. THE UNDERSIGNED IS AUTHORIZED TO ACCEPT THIS ORDER IN ACCORDANCE WITH THE TERMS AND PRICES DENOTED HEREIN. SIGN TO THE RIGHT:

\_\_\_\_\_  
CUSTOMER APPROVAL (AUTHORIZED SIGNATURE)

\_\_\_\_\_  
NAME

\_\_\_\_\_  
TITLE

\_\_\_\_\_  
DATE

Ref. Code: BW/03410601/1-2RIGSX

**Notes:**

Taxes, Shipping and handling fees are estimates only and are subject to change at the time of order. Shipping and handling applies to ground transport only.

Above pricing valid only if quote is purchased in its entirety (optional items not required).

To receive a trade-in credit, the customer agrees to return the trade-in device(s) within 30 days of receipt of the replacement device(s) to Physio-Control's place of business or to an authorized Physio-Control representative. Physio-Control will provide instructions for returning the device(s) and will pay for the associated shipping cost

In the event that the trade-in device(s) are not received by Physio-Control within the 30-day window, customer acknowledges that the quote shall constitute a purchase order and agrees to be invoiced for the amount of the trade-in discount. Invoice shall be payable upon receipt.

Items listed above at no change are included as part of a package discount that involves the purchase of a bundle of items. Customer is solely responsible for appropriately allocating the discount extended on the bundle when fulfilling any reporting obligations it might have.

## **TERMS OF SALE**

### **General Terms**

Physio-Control, Inc.'s acceptance of the Buyer's order is expressly conditioned on product availability and the Buyer's assent to the terms set forth in this document and its attachments. Physio-Control, Inc. agrees to furnish the goods and services ordered by the Buyer only on these terms, and the Buyer's acceptance of any portion of the goods and services covered by this document shall confirm their acceptance by the Buyer. These terms constitute the complete agreement between the parties and they shall govern any conflicting or ambiguous terms on the Buyer's purchase order or on other documents submitted to Physio-Control, Inc. by the Buyer. These terms may only be revised or amended by a written agreement signed by an authorized representative of both parties.

### **Pricing**

Unless otherwise indicated in this document, prices of goods and services covered by this document shall be Physio-Control, Inc. standard prices in effect at the time of delivery. Prices do not include freight insurance, freight forwarding fees, taxes, duties, import or export permit fees, or any other similar charge of any kind applicable to the goods and services covered by this document. Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services covered by this document unless Physio-Control, Inc. receives a copy of a valid an exemption certificate prior to delivery. Please forward your tax exemption certificate to the Physio-Control, Inc. Tax Department, P.O. Box 97006, Redmond, Washington 98073-9706.

### **Payment**

Unless otherwise indicated in this document or otherwise confirmed by Physio-Control, Inc. in writing, payment for goods and services supplied by Physio-Control, Inc. shall be subject to the following terms:

Domestic (USA) Sales - Upon approval of credit by Physio-Control, Inc., 100% of invoice due thirty (30) days after invoice date.

International Sales - Sight draft or acceptable (confirmed) irrevocable letter of credit.

Physio-Control, Inc. may change the terms of payment at any time prior to delivery by providing written notice to the Buyer. Physio-Control, Inc. reserves the right to charge a 15% restocking fee for returns.

### **Delivery**

Unless otherwise indicated in this document, delivery shall be FOB Physio-Control, Inc. point of shipment and title and risk of loss shall pass to the Buyer at that point. Partial deliveries may be made and partial invoices shall be permitted and shall become due in accordance with the payment terms. In the absence of shipping instructions from the Buyer, Physio-Control, Inc. will obtain transportation on the Buyer's behalf and for the Buyer's account.

### **Delays**

Delivery dates are approximate. Physio-Control, Inc. will not be liable for any loss or damage of any kind due to delays in delivery or non-delivery resulting from any cause beyond its reasonable control, including but not limited to, acts of God, labor disputes, the requirements of any governmental authority, war, civil unrest, terrorist acts, delays in manufacture, obtaining any required license or permit, and Physio-Control, Inc. inability to obtain goods from its usual sources. Any such delay shall not be considered a breach of Physio-Control, Inc. and the Buyer's agreement and the delivery dates shall be extended for the length of such delay.

### **Inspections**

Claims by the Buyer for damage to or shortages of goods delivered shall be made within thirty (30) days after shipment by providing Physio-Control, Inc. with written notice of any deficiency. Payment is not contingent upon immediate correction of any deficiencies and Physio-Control, Inc. prior approval is required before the return of any goods to Physio-Control, Inc..

### **Warranty**

Physio-Control, Inc. warrants its products in accordance with the terms of the standard Physio-Control, Inc. product warranty applicable to the product to be supplied, and the remedies provided under such warranty shall be the Buyer's sole and exclusive remedies. Physio-Control, Inc. makes no other warranties, express or implied, including, without limitation, NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND IN NO EVENT SHALL PHYSIO-CONTROL, INC. BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL OR OTHER DAMAGES.

### **Patent & Indemnity**

Upon receipt of prompt notice from the Buyer and with the Buyer's authority and assistance, Physio-Control, Inc. agrees to defend, indemnify and hold the Buyer harmless against any claim that the Physio-Control, Inc. products covered by this document directly infringe any United States of America patent.

### **Miscellaneous**

- a) The Buyer agrees that products purchased hereunder will not be reshipped or resold to any persons or places prohibited by the laws of the United States of America.
- b) Through The purchase of Physio-Control, Inc. products, the Buyer does not acquire any interest in any tooling, drawings, design information, computer programming, patents or copyrighted or confidential information related to said products, and the Buyer expressly agrees not to reverse engineer or decompile such products or related software and information.
- c) The rights and obligations of Physio-Control, Inc. and the Buyer related to the purchase and sale of products and services described in this document shall be governed by the laws of the State of Washington, United States of America. All costs and expenses incurred by the prevailing party related to enforcement of its rights under this document, including reasonable attorneys fees, shall be reimbursed by the other party.