



Mr. Craig A Bucher
Procurement Specialist
City of Columbus – Purchasing Office
77 North Front St 5th Floor
Columbus, OH 43215

July 8, 2013

Mr. Craig A Bucher,

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 eight units.

If eight 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 \$3335.03

Total per unit cost to The City of Columbus: \$ 237,572.77

Thank you for your consideration and your business.

Respectfully,



David B Cole
Vice President Sales & Marketing