



FAMILY OWNED
SINCE 1890

dated:

To The:

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

Date: July 10, 2019

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. 800257

One (1) Sutphen Aerial Platform SPH-100 with Equipment Package and Communication Package as requested.....\$1,381,924.00

The truck will be manufactured completely in accordance to the following proposal and delivered approximately **360 Days** after approval of contract, subject to delays from all causes beyond our control. Unless accepted within **60 days** from this date, the right is reserved to withdraw this proposal.

Respectfully submitted by:

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

83119



**FAMILY OWNED
SINCE 1890**

To The:

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

Date: June 25, 2019

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. 800257

**One (1) or More Monarch Custom Pumpers equipped Complete and Delivered For The Total
Sum of:.....\$629,683.19**

A Second unit can be purchased for the total sum of:.....\$626,483.19

A Third unit can be purchased for the total sum of:.....\$623,283.19

**Total Selling Price Three (3) units with Equipment Package and Communications Package as
requested.....\$1,879,449.57**

The truck will be manufactured in accordance to the following proposal and delivered approximately 360 Days after approval of this proposal. Subject to delays from all causes beyond our control. Unless accepted within 30 days of this proposal, the right is reserved to withdraw this proposal.

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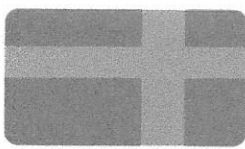
629,683.19 +
626,483.19 +
1,256,166.38 *

0 • *

Respectfully submitted by:

Harry B. Sutphen
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Horton

EMERGENCY VEHICLES

July 12, 2019

Mr. Kelly W. Reagan
City of Columbus Fleet Administrator
4211 Groves Rd.
Columbus, Ohio 43232

Gentlemen,

Horton Emergency Vehicles Company, a company based in Grove City, Ohio, hereby proposes and agrees to furnish to you the following Emergency Medical Vehicle upon your acceptance of this proposal:

Horton 623 Type 1 aluminum body conversions, mounted on a 2019 Ford F-550 4x2 chassis, delivered in accordance with the Ohio STS Pricing Schedule which we hereby make part of our proposal, complete and delivered for the sum of **\$282,900.41 each**, due on completion and delivery of unit.

Total cost of vehicle: \$282,900.41 each x (10) \$2,829,004.10

Due to the scarce availability of component parts, and despite spiraling costs, we will stand behind our contract price.

The new Emergency Medical Vehicle conversion shall be delivered within approximately 175 days after receipt of contract and chassis at Horton Emergency Vehicles Company, barring any delays due to strikes, chassis availability or availability of component parts or Acts of God.

Respectfully submitted,

Horton Emergency Vehicles Company
3800 McDowell Road
Grove City, Ohio 43123

By: *Michael P. Olney*
Michael P. Olney
Factory Sales Representative

Proposal Accepted

By: _____

Title: _____

Date: _____

State of Ohio Registration Number: _____
Customer Purchase Order Number #1: _____
Customer Purchase Order Number #2: _____

CONTRACT EXPLANATION

The State of Ohio Term Schedule requires Horton to breakout the base pricing and option pricing as submitted to the State of Ohio. Any required features that were not quoted to the State need to be separated out of the proposal and itemized. The result of this is that two separate purchase orders need to be issued for the purchase of the vehicle. They are as follows:

- Purchase Order #1:** Overall price total as quoted to the State of Ohio under the STS program
- Purchase Order #2:** Itemized price total for options and features not quoted to the State of Ohio under the STS program

As noted in the STS order form the purchase orders that need to be issued per the price breakdown are as follows:

Purchase Order #1 (with STS Pricing):	\$235,030.41
Purchase Order #2 (without STS Pricing):	\$47,870.00
Overall Total Each:	\$282,900.41
Total cost per vehicle: \$282,900.41 x (10)	\$2,829,004.10

Purchase Order #1 needs to include the **6 digit State of Ohio ID number** that has been issued to this purchaser showing that they are a member of this purchase plan.

Sales Proposal

CITY OF COLUMBUS / DIV OF FIRE
4252 GROVES RD
COLUMBUS, OH 43232

Quotation Date: 6/25/2019

Quote Valid through 9/27/19

Annual Price Change is 10/1

Estimated Increase ~3%



stryker®

EMS Equipment

Allyson Wright

EMS Account Manager

3800 E. Centre Ave

Portage, MI 49002

Cell: 330-321-5852

Fax: 888-462-0309

allyson.wright@stryker.com

**** DISCOUNT BASED ON: 1. PREVIOUS PURCHASES 2. PROJECT PURCHASE 3. COST OF UPGRADE ****

Qty	Part #	Description	List Price	Unit Price	Total
10	Model 6506	Power Pro Ambulance Cot	\$17,460.00	\$13,968.00	\$139,680.00

Base Price w/
No Options

Commonly selected Options and Accessories (others available):

	10	6086-602-010	Dual Wheel Lock	N/C	N/C	N/C
	10	6500-034-000	SMRT Charger Mounting Bracket	\$40.00	\$32.00	\$320.00
	10	6500-035-000	DC Power cord (AC already included)	\$40.00	\$32.00	\$320.00
	10	6500-147-000	Equipment Hook	\$58.00	\$46.40	\$464.00
	10	6500-082-000	Knee-Gatch (knee lift)	\$877.00	\$701.60	\$7,016.00
** NEW **	10	6506-040-000	XPS, eXpandable Patient Surface	\$2,197.00	\$1,757.60	\$17,576.00
** NEW **	10	6506-038-000	Steer Lock (option to lock head end wheels)	\$842.00	\$673.60	\$6,736.00
	10	6500-128-000	Flat Head End Storage Pouch	\$153.00	\$122.40	\$1,224.00
	10	6500-130-000	Pocketed Backrest Storage Pouches	\$285.00	\$228.00	\$2,280.00
	10	6085-046-000	Retractable Head End O2 Holder	\$202.00	\$161.60	\$1,616.00
	10	6500-215-000	3-Stage IV Pole (patient right)	\$379.00	\$303.20	\$3,032.00
	10	6506-027-000	*Cot Compatibility kit for LOAD	\$1,860.00	\$1,488.00	\$14,880.00
			* Kit needed for Power LOAD compatibility			
				\$24,393.00	\$19,514.40	\$195,144.00

Power Pro Total (Including Shipping): \$195,144.00

Qty	Part #	Description	List Price	Unit Price	Total
10	* Model 6390	Power LOAD	\$28,323.00	\$22,658.40	\$226,584.00

Base Price

* Install of LOAD not included -
quote will come from Horton

28,323.00 22,658.40 \$226,584.00

Power LOAD Total (including shipping): \$226,584.00

* Separate Quote Needed for Install Cost

Stryker Proposal Total: Power Pro Cot + Power LOAD: \$421,728.00

10

Estimate Install of LOAD by 3rd Party (Exact Quote Needed from installer):

TBD

TBD



06/05/2019

COLUMBUS FIRE DEPT, CITY OF
3675 PARSONS AVE RM 105
DEPT OF PUBLIC SAFETY, DIVISION OF FIRE
COLUMBUS, OH 43207

RE: Motorola Quote for Fire Radio Build
Dear Captain Scott Sanders,

Motorola Solutions, Inc. is pleased to present COLUMBUS FIRE DEPT, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide COLUMBUS FIRE DEPT, CITY OF with the best products and services available in the communications industry. Please direct any questions to Hannah Lindesmith at Hannah.Lindesmith@motorolasolutions.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Hannah Lindesmith

**MOTOROLA SOLUTIONS**QUOTE-553505
Fire Radio Build

Billing Address:

COLUMBUS FIRE DEPT, CITY OF
3675 PARSONS AVE RM 105
DEPT OF PUBLIC SAFETY, DIVISION
OF FIRE
COLUMBUS, OH 43207
US

Quote Date:06/05/2019

Expiration Date:06/20/2019

Quote Created By:

Hannah Lindesmith

Hannah.Lindesmith@

motorolasolutions.com

Customer:

COLUMBUS FIRE DEPT, CITY OF
Captain Scott Sanders
SandersS@columbus.gov
614.645.7391

Contract: 21336 - OHIO, STATE OF

Payment Terms:30 NET

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 Series	APX6500				
1	M25URS9PW1AN	APX6500 7/800 MHZ	4	\$2,438.00	\$1,779.74	\$7,118.96
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	4	\$5.00	\$3.65	\$14.60
1b	GA09008AA	ADD: GROUP SERVICES	4	\$150.00	\$109.50	\$438.00
1c	G831AD	ADD: SPKR 15W WATER RESISTANT	4	\$60.00	\$43.80	\$175.20
1d	G996AS	ENH: OVER THE AIR PROVISIONING	4	\$100.00	\$73.00	\$292.00
1e	G806BE	ADD: ASTRO DIGITAL CAI OPERATION	4	\$515.00	\$375.95	\$1,503.80
1f	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	4	\$0.00	\$0.00	\$0.00
1g	W20CA	ADD: KEYPAD MIC GCAI APX	4	\$180.00	\$131.40	\$525.60
1h	G51AU	ENH: SMARTZONE OPERATION APX6500	4	\$1,200.00	\$876.00	\$3,504.00
1i	G78AT	ENH: 3 YEAR ESSENTIAL SVC	4	\$168.00	\$168.00	\$672.00



Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products.



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	G442AJ	ADD: APX O5 CONTROL HEAD	4	\$432.00	\$315.36	\$1,261.44
1k	G444AE	ADD: APX CONTROL HEAD SOFTWARE	4	\$0.00	\$0.00	\$0.00
1l	QA03399AA	ADD: ENHANCED DATA APX	4	\$150.00	\$109.50	\$438.00
1m	GA01767AK	ADD: APX MOBILE RADIO AUTHENTICATION	4	\$100.00	\$73.00	\$292.00
1n	G67CW	ADD: REMOTE MOUNT O5 MID POWER	4	\$297.00	\$216.81	\$867.24
1o	G361AH	ENH: P25 TRUNKING SOFTWARE APX	4	\$300.00	\$219.00	\$876.00
1p	G174AD	ADD: ANT 3DB LOW-PROFILE 762-870	4	\$43.00	\$31.39	\$125.56
1q	G610AC	ADD: REMOTE MOUNT CABLE 30 FT APX	4	\$25.00	\$18.25	\$73.00
	APX™ 6500 Series	APX6500				
2	M25URS9PW1AN	APX6500 7/800 MHZ	10	\$2,438.00	\$1,779.74	\$17,797.40
2a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	10	\$5.00	\$3.65	\$36.50
2b	GA09008AA	ADD: GROUP SERVICES	10	\$150.00	\$109.50	\$1,095.00
2c	G831AD	ADD: SPKR 15W WATER RESISTANT	20	\$60.00	\$43.80	\$876.00
2d	G996AS	ENH: OVER THE AIR PROVISIONING	10	\$100.00	\$73.00	\$730.00
2e	G806BE	ADD: ASTRO DIGITAL CAI OPERATION	10	\$515.00	\$375.95	\$3,759.50
2f	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	10	\$0.00	\$0.00	\$0.00
2g	G628AC	ADD: REMOTE MOUNT CABLE 17 FT APX	20	\$15.00	\$10.95	\$219.00
2h	W20CA	ADD: KEYPAD MIC GCAI APX	20	\$180.00	\$131.40	\$2,628.00
2i	G51AU	ENH: SMARTZONE OPERATION APX6500	10	\$1,200.00	\$876.00	\$8,760.00



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
2j	GA00092AS	ADD: APX DUAL-CONTRL HD HARDWARE	10	\$570.00	\$416.10	\$4,161.00
2k	G78AT	ENH: 3 YEAR ESSENTIAL SVC	10	\$168.00	\$168.00	\$1,680.00
2l	G442AJ	ADD: APX O5 CONTROL HEAD	10	\$432.00	\$315.36	\$3,153.60
2m	G444AE	ADD: APX CONTROL HEAD SOFTWARE	10	\$0.00	\$0.00	\$0.00
2n	QA03399AA	ADD: ENHANCED DATA APX	10	\$150.00	\$109.50	\$1,095.00
2o	GA01767AK	ADD: APX MOBILE RADIO AUTHENTICATION	10	\$100.00	\$73.00	\$730.00
2p	G67CW	ADD: REMOTE MOUNT O5 MID POWER	10	\$297.00	\$216.81	\$2,168.10
2q	G361AH	ENH: P25 TRUNKING SOFTWARE APX	10	\$300.00	\$219.00	\$2,190.00
2r	G174AD	ADD: ANT 3DB LOW-PROFILE 762-870	10	\$43.00	\$31.39	\$313.90

Grand Total**\$69,570.40(USD)****Notes:**

- Additional information is required for one or more items on the quote for an order.



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