

OFFICE OF THE CITY ATTORNEY
DAWN MCINTOSH, City Attorney
411 West Ocean Boulevard, 9th Floor
Long Beach, CA 90802-4511

AGREEMENT
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THIS AGREEMENT is made and entered, in duplicate, as of June 21, 2023 for reference purposes only, pursuant to Resolution No. RES-23-0094 (“the Resolution”) adopted by the City Council of the City of Long Beach at its meeting on June 20, 2023, by and between 72 HOUR, LLC, dba NATIONAL AUTO FLEET GROUP, a California corporation (“Vendor”), with a place of business located at 490 Auto Center Drive, Watsonville, CA 95076, and the CITY OF LONG BEACH (“City”), a municipal corporation.

WHEREAS, Section 1802 of the Long Beach City Charter permits the City to make purchases under the purchasing contracts of other governmental agencies when authorized to do so by a resolution; and

WHEREAS, the City desires to purchase four (4) Ford E-450 Ambulances, with related equipment and accessories (“Equipment”); and

WHEREAS, after a competitive procurement process, Sourcewell entered into an agreement for the purchase of Equipment via Contract No. 060920-NAF (“Sourcewell Contract”); and

WHEREAS, Vendor has agreed to extend the terms and pricing rates established in the Sourcewell Contract to the City, as outlined in Exhibit “A-2”, attached hereto and incorporated by this reference; and

WHEREAS, the Resolution authorizes the City to purchase Equipment by virtue of the Sourcewell Contract;

NOW, THEREFORE, in consideration of the terms and conditions contained in this Agreement, the parties agree as follows:

1. The Sourcewell Contract with Vendor, attached hereto as Exhibit “A-1”, is incorporated by this reference as if fully set forth herein, and the same terms and conditions contained in the Sourcewell Contract shall be applicable here except as follows:

A. Wherever the Sourcewell Contract refers to Sourcewell it shall be deemed to refer to the City of Long Beach.

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B. Equipment.

1. Vendor shall sell, furnish and deliver to the City four (4) Ford E-450 Ambulances with related equipment and accessories (referred to as "Equipment") of substantially the same type and kind purchased under the Sourcewell Contract, except as modified by Exhibit "B" attached hereto and incorporated by this reference, in an amount not to exceed One Million Eight Hundred Ninety-Eight Thousand Five Hundred Seventy-Six Dollars (\$1,898,576), inclusive of tax and fees. In consideration of City's payment hereunder, Vendor shall provide the Equipment.

2. City shall pay Vendor net 30 days after delivery and acceptance of the Equipment.

C. Delivery. Vendor shall ensure that the Equipment is delivered no later than the delivery date and to the delivery location specified Exhibit "B", unless otherwise agreed to by the City in writing. If at any time Vendor has reason to believe that a delivery or deliveries will not be made as agreed upon, written notice of the anticipated delay shall be given to the City.

D. Term.

1. The term of this Agreement shall begin at 12:01 a.m. on June 21, 2023, and shall terminate by completion of purchase and delivery of the Equipment, after final payment is made by the City.

2. The City may terminate this Agreement immediately upon notice to Vendor in the event of any of the following events:

a. The City fails to receive funding or appropriation from the City Council at levels sufficient to pay for the goods to be purchased;

b. Federal, state, or provincial laws or regulations prohibit the purchase or change the City's requirements; or

c. Vendor commits any material breach of this

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Agreement or the additional terms agreed to between the parties.

E. Warranty.

1. City shall have the benefit of the manufacturer's warranties on the Equipment. Seller warrants that the Equipment is in good working order and free from defect at the time of delivery.

2. Vendor warrants that Vendor owns the Equipment and has the right to transfer title of the Equipment to City; Vendor shall defend, indemnify and hold City harmless from any breach of this warranty. City shall be entitled to all warranties provided by the manufacturer of the Equipment. All warranties shall accrue to the City of Long Beach.

3. Vendor warrants that the Equipment is delivered or the work performed hereunder shall conform to the specifications, drawings, samples or other description specified by the City and shall be fit and sufficient for the purpose intended, merchantable, of good material and workmanship, in good working order and free from defect or faulty workmanship for a period of ninety (90) days. When defective goods, machinery, or equipment or faulty workmanship is discovered which requires repair or replacement pursuant to this warranty, Vendor shall provide all labor, materials, parts and equipment to correct such defect at no expense to the City.

F. Right to Changes. The City reserves the right at any time to make changes in drawings and specifications, in methods of shipment and packaging and in place of delivery as to any articles covered by this Agreement. In such event there will be made an equitable adjustment in price and time of performance mutually satisfactory to Vendor and the City; but any claim by Vendor for such an adjustment must be made within thirty (30) days of such change.

G. Law. This Agreement shall be governed by and construed

1 pursuant to the laws of the State of California (except those provisions of
2 California law pertaining to conflicts of laws). Any action involving this
3 Agreement shall be brought in the Los Angeles County Superior Court, Long
4 Beach Judicial District. Vendor shall cause all work performed in connection with
5 construction of the Project to be performed in compliance with (1) all applicable
6 laws, ordinances, rules and regulations of federal, state, county or municipal
7 governments or agencies (including, without limitation, all applicable federal and
8 state labor standards, including the prevailing wage provisions of sections 1770
9 et seq. of the California Labor Code); and (2) all directions, rules and regulations
10 of any fire marshal, health officer, building inspector, or other officer of every
11 governmental agency now having or hereafter acquiring jurisdiction. If any part
12 of this Agreement is found to be in conflict with applicable laws, that part will be
13 inoperative, null and void insofar as it is in conflict with any applicable laws, but
14 the remainder of the Agreement will remain in full force and effect.

15 H. Prevailing Wages.

16 1. Vendor agrees that all public work (as defined in
17 California Labor Code section 1720) performed pursuant to this Agreement
18 (the "Public Work"), if any, shall comply with the requirements of California
19 Labor Code sections 1770 et seq. City makes no representation or
20 statement that the Project, or any portion thereof, is or is not a "public work"
21 as defined in California Labor Code section 1720.

22 2. In all bid specifications, contracts and subcontracts for
23 any such Public Work, Vendor shall obtain the general prevailing rate of per
24 diem wages and the general prevailing rate for holiday and overtime work in
25 this locality for each craft, classification or type of worker needed to perform
26 the Public Work, and shall include such rates in the bid specifications,
27 contract or subcontract. Such bid specifications, contract or subcontract
28 must contain the following provision: "It shall be mandatory for the

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contractor to pay not less than the said prevailing rate of wages to all workers employed by the contractor in the execution of this contract. The contractor expressly agrees to comply with the penalty provisions of California Labor Code section 1775 and the payroll record keeping requirements of California Labor Code section 1771.”

I. Insurance. As a condition precedent to the effectiveness of this Agreement, Vendor shall procure and maintain, at Vendor's expense for the duration of this Agreement, from insurance companies that are admitted to write insurance in California and have ratings of or equivalent to A:V by A.M. Best Company or from authorized non-admitted insurance companies subject to Section 1763 of the California Insurance Code and that have ratings of or equivalent to A:VIII by A.M. Best Company, the following insurance:

1. Commercial general liability insurance (equivalent in scope to ISO form CG 00 01 11 85 or CG 00 01 10 93) in an amount not less than \$1,000,000 per each occurrence and \$2,000,000 general aggregate. This coverage shall include but not be limited to broad form contractual liability, cross liability, independent contractors liability, and products and completed operations liability. City, its boards and commissions, and their officials, employees and agents shall be named as additional insureds by endorsement (on City's endorsement form or on an endorsement equivalent in scope to ISO form CG 20 10 11 85 or CG 20 26 11 85), and this insurance shall contain no special limitations on the scope of protection given to City, its boards and commissions, and their officials, employees and agents. This policy shall be endorsed to state that the insurer waives its right of subrogation against City, its boards and commissions, and their officials, employees and agents.

2. Workers' Compensation insurance as required by the California Labor Code and employer's liability insurance in an amount not

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less than \$1,000,000. This policy shall be endorsed to state that the insurer waives its right of subrogation against City, its boards and commissions, and their officials, employees and agents.

3. Professional liability or errors and omissions insurance in an amount not less than \$1,000,000 per claim.

4. Commercial automobile liability insurance (equivalent in scope to ISO form CA 00 01 06 92), covering Auto Symbol 1 (Any Auto) in an amount not less than \$500,000 combined single limit per accident.

Any self-insurance program, self-insured retention, or deductible must be separately approved in writing by City's Risk Manager or designee and shall protect City, its officials, employees and agents in the same manner and to the same extent as they would have been protected had the policy or policies not contained retention or deductible provisions.

Each insurance policy shall be endorsed to state that coverage shall not be reduced, non-renewed or canceled except after thirty (30) days prior written notice to City, shall be primary and not contributing to any other insurance or self-insurance maintained by City, and shall be endorsed to state that coverage maintained by City shall be excess to and shall not contribute to insurance or self-insurance maintained by Vendor. Vendor shall notify City in writing within five (5) days after any insurance has been voided by the insurer or cancelled by the insured.

If this coverage is written on a "claims made" basis, it must provide for an extended reporting period of not less than one hundred eighty (180) days, commencing on the date this Agreement expires or is terminated, unless Vendor guarantees that Vendor will provide to City evidence of uninterrupted, continuing coverage for a period of not less than three (3) years, commencing on the date this Agreement expires or is terminated.

Vendor shall require that all sub-contractors or contractors that Vendor uses in the performance of these services maintain insurance in compliance with

1 this Section unless otherwise agreed in writing by City's Risk Manager or designee.

2 Prior to the start of performance, Vendor shall deliver to City
3 certificates of insurance and the endorsements for approval as to sufficiency and
4 form. In addition, Vendor shall, within thirty (30) days prior to expiration of the
5 insurance, furnish to City certificates of insurance and endorsements evidencing
6 renewal of the insurance. City reserves the right to require complete certified copies
7 of all policies of Vendor and Vendor's sub-Vendors and contractors, at any time.
8 Vendor shall make available to City's Risk Manager or designee all books, records
9 and other information relating to this insurance, during normal business hours.

10 Any modification or waiver of these insurance requirements shall only
11 be made with the approval of City's Risk Manager or designee. Not more frequently
12 than once a year, City's Risk Manager or designee may require that Vendor,
13 Vendor's sub-Vendors and contractors change the amount, scope or types of
14 coverages required in this Section if, in his or her sole opinion, the amount, scope
15 or types of coverages are not adequate.

16 The procuring or existence of insurance shall not be construed or
17 deemed as a limitation on liability relating to Vendor's performance or as full
18 performance of or compliance with the indemnification provisions of this Agreement.

19 2. Equal Benefits Ordinance. Unless otherwise exempted in
20 accordance with the provisions of the Ordinance, this Agreement is subject to the
21 applicable provisions of the Equal Benefits Ordinance (EBO), section 2.73 et seq. of the
22 Long Beach Municipal Code, as amended from time to time.

23 A. During the performance of this Agreement, the Vendor
24 certifies and represents that the Vendor will comply with the EBO. The Vendor
25 agrees to post the following statement in conspicuous places at its place of
26 business available to employees and applicants for employment:

27 B. "During the performance of a contract with the City of Long
28 Beach, the Vendor will provide equal benefits to employees with spouses and its

1 employees with domestic partners. Additional information about the City of Long
2 Beach’s Equal Benefits Ordinance may be obtained from the City of Long Beach
3 Business Services Division at 562-570-6200.”

4 C. The failure of the Vendor to comply with the EBO will be
5 deemed to be a material breach of the Agreement by the City.

6 D. If the Vendor fails to comply with the EBO, the City may
7 cancel, terminate or suspend the Agreement, in whole or in part, and monies due
8 or to become due under the Agreement may be retained by the City. The City
9 may also pursue any and all other remedies at law or in equity for any breach.

10 E. Failure to comply with the EBO may be used as evidence
11 against the Vendor in actions taken pursuant to the provisions of Long Beach
12 Municipal Code 2.93 et seq., Contractor Responsibility.

13 F. If the City determines that the Vendor has set up or used its
14 contracting entity for the purpose of evading the intent of the EBO, the City may
15 terminate the Agreement on behalf of the City. Violation of this provision may be
16 used as evidence against the Vendor in actions taken pursuant to the provisions
17 of Long Beach Municipal Code Section 2.93 et seq., Contractor Responsibility

18 3. Americans with Disabilities Act. Vendor shall have and be allocated
19 the sole responsibility to comply with the Americans with Disabilities Act of 1990 (“ADA”)
20 with respect to performance hereunder and Vendor shall defend, indemnify and hold the
21 City, its officials and employees harmless from and against any and all claims of failure to
22 comply with or violation of the ADA as said claim relates to this Agreement.

23 4. Assignment. Neither this Agreement nor any money that becomes
24 due to Vendor under this Agreement may be assigned by Vendor without the prior written
25 consent of the City. Any attempted assignment or delegation shall be void, and any
26 assignee or delegate shall acquire no right or interest by reason of such attempted
27 assignment or delegation. Furthermore, Vendor shall not subcontract any portion of the
28 performance required hereunder without the prior written approval of City.

1 5. Notices. Any notice given under this Agreement shall be in writing
2 and personally delivered or deposited in the U.S. Postal Service, return receipt, and shall
3 be delivered or mailed to Vendor at the relevant address first stated above, and to the
4 City at 411 West Ocean Boulevard, Long Beach, California 90802 Attn: City Manager.
5 Notice shall be deemed given three days after deposit in the mail.

6 6. Taxes. Vendor shall cooperate with the City in all matters relating to
7 self-accrual of use tax. Vendor shall contact the City Treasurer for additional information
8 regarding self-accrual.

9 7. Miscellaneous.

10 A. The terms appearing on the Sourcewell Contract are
11 incorporated in this Agreement.

12 B. To the extent that the Sourcewell Contract and this
13 Agreement are inconsistent, the following priority shall govern: (1) this
14 Agreement and (2) the Sourcewell Contract.

15 C. This Agreement, including Exhibits, constitutes the entire
16 understanding between the parties and supersedes all other agreements, oral or
17 written, or preprinted terms and conditions of the City or Vendor's Purchase
18 Order to the extent they are inconsistent with this Agreement, with respect to the
19 subject matter herein.

20 D. This Agreement, including Exhibits, shall not be amended,
21 nor any provision or breach hereof waived except in a writing signed by the
22 parties which expressly refers to this Agreement.

23 E. In connection with performance of this Agreement and
24 federal laws, rules and regulations, Vendor shall not discriminate in employment
25 or in the performance of this Agreement on the basis of race, religion, national
26 origin, color, age, sex, sexual orientation, gender identity, AIDS, HIV status,
27 handicap or disability.

28 F. If there is any legal proceeding between the parties to

1 enforce or interpret this Agreement or to protect or establish any rights or
2 remedies hereunder, the prevailing party shall be entitled to its costs and
3 expenses, including reasonable attorney's fees.

4 G. The acceptance of any Equipment or the payment of any
5 money by City shall not operate as a waiver of any provision of this Agreement,
6 or of any right to damages or indemnity stated herein. The waiver of any breach
7 of this Agreement shall not constitute a waiver of any other or subsequent
8 breach of this Agreement.

9 H. Termination of this Agreement shall not affect rights or
10 liabilities of the parties which accrued prior to termination and shall not
11 extinguish any warranties.

12 I. Vendor shall not use the name of City, its officials or
13 employees in any advertising or solicitation for business nor as a reference
14 without the prior written approval of City's City Manager.

15 J. This Agreement is intended by the parties to benefit
16 themselves only and is not in any way intended or designed to or entered for the
17 purpose of creating any benefit or right for any person or entity of any kind that is
18 not a party to this Agreement.

19 K. In performing hereunder, Vendor is and shall act as an
20 independent contractor and neither Vendor nor its employees, agents, suppliers
21 or subcontractors shall act as or be deemed employees, representatives or
22 agents of City.

23 L. Vendor shall comply with all applicable federal, state and
24 local laws and regulations during performance hereunder.

25 M. The terms and conditions of this Agreement are severable.
26 If any term or condition is held invalid, void or unenforceable, the remaining
27 terms and conditions shall be given effect.

28 N. The division of provisions hereof into sections and the

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captions on those sections is for convenience only and shall not be considered in
construing this Agreement.

IN WITNESS WHEREOF, the parties have caused this document to be duly
executed with all formalities required by law as of the date first stated above.

72 HOUR, LLC., dba NATIONAL AUTO
FLEET GROUP, a California corporation

7/18, 2023

By [Signature]
Name Jesse Cooper
Title Fleet Manager 7/18/23

July 25, 2023

By [Signature]
Name Martin Cooper
Title President 7-25-23

"Vendor"

CITY OF LONG BEACH, a municipal
corporation

July 28, 2023

By Linda J. Jakum
City Manager

"City"

EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER.

This Agreement is approved as to form on July 26, 2023.

DAWN MCINTOSH, City Attorney

By [Signature]
Deputy

EXHIBIT “A-1”



Solicitation Number: RFP #060920

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and 72 Hour LLC dba: National Auto Fleet Group, 490 Auto Center Drive, Watsonville, CA 95076 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires August 1, 2024, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 16 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in

Vendor's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution, Vendor will make available to Sourcewell a means to validate or authenticate Vendor's authorized dealers, distributors, and/or resellers relative to the Equipment, Products, and Services related to this Contract. This list may be updated from time-to-time and is incorporated into this Contract by reference. It is the Vendor's responsibility to ensure Sourcewell receives the most current version of this list.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

B. SALES TAX. Each Participating Entity is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Contract Administrator. This form is available from the assigned Sourcewell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcwell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcwell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcwell during such time of access. Vendor understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcwell contract use eligibility requirements and documentation and will encourage potential members to join Sourcwell. Sourcwell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcwell and Vendor. Typically, a Participating Entity will issue an order directly to Vendor. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcwell contract number. All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract.

Vendor's acceptable forms of payment are included in Attachment A. Participating Entities will be solely responsible for payment and Sourcwell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order may be negotiated between a Participating Entity and Vendor, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be worked out directly between the Participating Entity and the Vendor. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **PERFORMANCE BOND.** If requested by a Participating Entity, Vendor will provide a performance bond that meets the requirements set forth in the Participating Entity's order.

D. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Participating Entity and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

E. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Participating Entity.

F. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Vendor will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. **BUSINESS REVIEWS.** Vendor must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcewell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State/Province;
- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. **ADMINISTRATIVE FEE.** In consideration for the support and services provided by Sourcewell, the Vendor will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Vendor may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Vendor will submit a check payable to Sourcewell for the administrative fee amount of \$400 multiplied by the total number of trucks purchased by Participating Entities from Vendor under this Contract, and \$200 multiplied by the number of trucks purchased by Participating Entities from Vendor's partner dealer Alan Jay Automotive in Florida, during each calendar quarter. Payments should note the Sourcewell-assigned contract number in the memo and must be mailed to the address above "Attn: Accounts Receivable." Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Vendor agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Vendor's Authorized Representative is the person named in the Vendor's Proposal. If Vendor's Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcewell in writing.

10. ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. **ASSIGNMENT.** Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

B. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.

C. **WAIVER.** If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.

D. **CONTRACT COMPLETE.** This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.

E. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused

by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

12. AUDITS

Sourcewell reserves the right to review the books, records, documents, and accounting procedures and practices of the Vendor relevant to this Contract for a minimum of 6 years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

13. GOVERNMENT DATA PRACTICES

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

14. INDEMNIFICATION

As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Vendor in violation of applicable patent or copyright laws.

15. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:

a. Sourcewell grants to Vendor a royalty-free, worldwide, non-exclusive right and license to use the Trademark(s) provided to Vendor by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Vendor.

b. Vendor grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Vendor's Trademarks in advertising and promotional materials for the purpose of marketing Vendor's relationship with Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to its and their respective distributors, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and

promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. Use; Quality Control.

- a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.
- b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.
- c. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's Trademarks only in good faith and in a dignified manner consistent with such party's use of the Trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. Termination. Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of vendors which may be used until the next printing). Vendor must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

D. ENDORSEMENT. The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

16. GOVERNING LAW, JURISDICTION, AND VENUE

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

17. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

18. SEVERABILITY

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

19. PERFORMANCE, DEFAULT, AND REMEDIES

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed will be borne by the Vendor.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

20. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability.* During the term of this Contract, Vendor will maintain coverage for all claims the Vendor may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Vendor's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. All policies must include there will be no cancellation, suspension, non-renewal, or reduction of coverage without 30 days' prior written notice to the Vendor.

Upon request, Vendor must provide to Sourcewell copies of applicable policies and endorsements, within 10 days of a request. Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Vendor agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies).

F. **SELF-INSURED RETENTIONS.** Any self-insured retention in excess of \$10,000 is subject to Sourcewell's approval.

21. COMPLIANCE

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Vendor must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Participating Entities.

22. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcewell in writing.

Vendor certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs

operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

23. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may also require additional requirements based on specific funding specifications. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Vendor’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work

Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Vendor certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Vendor must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right

also includes timely and reasonable access to Vendor’s personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

24. CANCELLATION

Sourcewell or Vendor may cancel this Contract at any time, with or without cause, upon 60 days’ written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor’s Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

72 Hour LLC dba: National Auto Fleet Group

DocuSigned by:
By: Jeremy Schwartz
C0FD2A139D06489...
Jeremy Schwartz

DocuSigned by:
By: Jesse Cooper
FACBB5730C1E467...
Jesse Cooper

Title: Director of Operations & Procurement/CPO

Title: Fleet Manager

Date: 8/3/2020 | 5:08 PM CDT

Date: 8/3/2020 | 2:06 PM CDT

Approved:
DocuSigned by:
By: Chad Coauette
7E42B8F817A64CC...
Chad Coauette

Title: Executive Director/CEO

Date: 8/3/2020 | 5:13 PM CDT

RFP 060920 - Class 4-8 Chassis with Related Equipment, Accessories, and Services

Vendor Details

Company Name: 72 HOUR LLC
Does your company conduct business under any other name? If yes, please state: National Auto Fleet Group
Address: 490 Auto Center Drive
Watsonville, CA 95076
Contact: Jesse Cooper
Email: Jcooper@nationalautofleetgroup.com
Phone: 951-440-0585
Fax: 831-840-8497
HST#: 263297677

Submission Details

Created On: Friday April 17, 2020 10:02:43
Submitted On: Tuesday June 09, 2020 00:25:02
Submitted By: Jesse Cooper
Email: Jcooper@nationalautofleetgroup.com
Transaction #: 42f514a4-eaaa-46d1-a264-1de559e88b95
Submitter's IP Address: 76.81.241.2

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark "NA" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (and applicable d/b/a, if any):	72 Hour LLC, DBA: National Auto Fleet Group
2	Proposer Address:	490 Auto Center Drive Watsonville CA, 95076
3	Proposer website address:	www.NationalAutoFleetGroup.com
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Jesse Cooper 1-855-289-6572 Fleet Manager 490 Auto Center Drive Watsonville, CA 95076 Jcooper@nationalautofleetgroup.com
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jesse Cooper 1-855-289-6572 Fleet Manager 490 Auto Center Drive Watsonville, CA 95076 Jcooper@nationalautofleetgroup.com
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Clarke Cooper 1-855-289-6572 Fleet Manager 490 Auto Center Drive Watsonville, CA 95076 Clarkecooper@wondries.com

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>NAFG, was originally established in 1987 when we went by Wondries Fleet Group located in Southern California. Starting with a single automobile dealership, my father Clarke Cooper has grown our network to over 35 dealerships both in and outside of California. We have always hired and promoted from within our organization to help promote our culture. Most of our Fleet Division Managers who started with us back in 1987 are still with us today.</p> <p>We have evolved over the decades to adapt to the improving industry technology to the advancement of once gas-powered vehicles to now fuel cell powered. Even in today's fast changing marketplace, our core values have never changed. Our core values are: Always do what's right for the customer, you take care of them and they will take care of you.</p> <p>Our Business philosophy has always been the 4 RIGHT'S to every client: Deliver the RIGHT vehicle, at the RIGHT time, to the RIGHT place and the RIGHT price.</p> <p>Our longevity can best be displayed with a few statements. We are and have always been family owned and operated. We have deep family roots in the automobile business with future generations in the infant stages today. We plan on leading our industry for decades to come.</p>

8	<p>What are your company's expectations in the event of an award?</p>	<p>If awarded another Sourcewell Contract, this would be our 4th and like our prior 3 contracts we will grow yet again by compounding our knowledge and customer service experience we have gained from serving members from across our great nation yet again to new heights. We want to grow our divisions with more staff and particularly grow our Partner Program which is detailed in the Zip file in the additional Documents upload. Our Partner program allows members to suggest and even recommend there local upfitters to NAFG to partner on any turn key quote. We see a tremendous value in giving the ability to the member to supply the upfitter of there choice to NAFG in order to provide a 100% turn key solution.</p>
9	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p>	<p>We have uploaded the following under the section: Financial Strength: Bank commitment letters that we have been utilizing with our current Sourcewell Contracts which extend a direct line of credit up to \$ 43,000,000 and more if needed to serve member needs.</p> <p>Market Success with copies of recent current contracts of over \$ 140,000,000 worth of products and goods from a direct result of our current Sourcewell Contracts which are:</p> <ol style="list-style-type: none"> 1. City of San Diego, CA \$ 72,000,000 contract under our Sourcewell Contract 120716-NAF. 2. City of San Diego, CA \$ 55,400,000 contract under our Sourcewell Contract 081716-NAF. 3. Government Fleet Article Highlighting our transaction with the City of San Diego, CA procuring over 100 Police vehicles through NAFG Sourcewell Contract 120716-NAF. 4. City of Los Angeles World Airports, CA Contract for \$ 24,003,500 under Sourcewell Contract 120716-NAF for the procurement of 400 vehicles. 5. City of Los Angeles Harbor, CA Contract Extension to \$ 4,500,000 contract under Sourcewell Contract 120716-NAF. 6. City of Los Angeles Harbor, CA Contract for \$ 1,500,000 under our Sourcewell Contract 120716-NAF. 7. City of Los Angeles Harbor, CA Renewal for another \$ 1,500,000 under Sourcewell Contract Class 6, 7 and 8 Contract 081716-NAF. 8. City of Costa Mesa, CA Contract for \$ 1,023,220 under our Sourcewell Contract 120716-NAF. 9. Blanket Contract with the State of Maryland, MD off our current Class 6, 7 and 8 Chassis Contract 081716-NAF. 10. Blanket Contract with the State of Maryland, MD off our Current Sourcewell Contract 120716-NAF. <p>Commitment Letter's for 5 years' worth of continued unwarily support from large national upfit suppliers such as The Knapheide Manufacturing Company with it's distributor base nation wide down to regional support from Phenix Truck Body in Southern CA as an example. All of which currently help support our current members clients with current and past orders they have had with NAFG.</p> <p>We have Member Recommendations attached showing not only does NAFG practice with we preach, but Member's can stand behind NAFG as well.</p> <p>We have Upfitter Recommendations as well to show not only NAFG is a good partner for members but also a good partner to partner with. Not only does taking care of the member just involve the dealer, it also must and will always include the upfitter along with the entire supply chain. All of which goes towards serving the members.</p> <p>We have provided documentation of the State of Maryland adopting our current Class 6, 7 and 8 contract demonstrating our ability to go after and show States there's a better way of doing business.</p> <p>Lastly, we have shown our Growth we have had with Sourcewell from 2012 when we were first awarded. We hope this only shows the trajectory of where we are expecting to take our future expectations.</p>
10	<p>What is your US market share for the solutions that you are proposing?</p>	<p>Our US Market Share for the products and Model's we are offering is roughly 70-80% as the 11 manufacturers represent. NAFG market share is roughly estimated 2% of Government Fleet Sales.</p>
11	<p>What is your Canadian market share for the solutions that you are proposing?</p>	<p>NAFG current Canadian market share is zero, however plans are in place to aggressively go after the Canadian market.</p>
12	<p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>	<p>No.</p>

13	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>NAFG is best described as "A" a Distributer/Dealer/Reseller/Dealer Partner for the 11 Manufacturers contained in our response: Ford Motor Company, RAM, Chevrolet, Hino, Isuzu, International, Volvo, Freightliner, Western Star, Mack, Kenworth and Peterbilt. All orders are placed with franchised dealerships and ultimately titled to the member. All our appropriate certificates can be viewed in the "Related Certification" section for either our dealerships direct or our partner dealers you will find all appropriate certificates. We do not sell used equipment to the members. As well you will find NAFG has named our dealer partners as additional insured under our policy.</p>
14	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>A Dealer License and Franchise agreement issued by the Manufacture, Department of Motor Vehicles License along with a Reseller's permit are the most pertinent licenses to hold. In the attachment in section "Related Certification" you will find the following either as a solely owned entity or by our partner dealer we jointly hold:</p> <ul style="list-style-type: none"> IRS Approved FET Number CA State Seller's Permit 101-135239 CA State Seller's Permit 245364864-00001 Department of Motor Vehicle, Vehicle Dealer/ License Number 97772 Department of Motor Vehicle, Vehicle Dealer License Number 97771 Department of Motor Vehicle, Vehicle Dealer License Number 43609 Bureau of Automotive repair Registration # ARD00296319 123120 CA State Seller's Permit 232781952-00001 City of Watsonville Business License Number 1792 City of Watsonville Business License Number 4358 Fictitious Business Names from Santa Cruz County for National Auto Fleet Group FBN: 2017-0000138 California General Resale Certificate Dun & Bradstreet Number: 023680653 Government of The District of Columbia Certificate Government of the District of Columbia Tax Registration # 7815888160711 City of Los Angeles Tax Registration Government of The District of Columbia CLEAN HANDS CERTIFICATION San Diego Freightliner Seller's Permit Commonwealth of Virginia State Corporation Commission Certificate State of Maryland Good Standing Certificate Kansas Department of Revenue for Kansas City Peterbilt New Jersey Department of Treasury Registration Certificate New Jersey Business Registration Notice of Compliance of the Canton City Codified Ordinance Employee Information Report for the State of New Jersey State of Maryland New Sales and Use tax License CA State Seller's Permit 98-037902 00006 South Carolina Department of Motor Vehicles License Number 36133 State of South Carolina Retail License Commonwealth of Kentucky Vehicle Dealer License 1583 20 100 State of West Virginia Dealer License Commonwealth of Kentucky Vehicle Dealer License 1581 20 036 State of Tennessee Vehicle Dealer License
15	<p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p>	<p>Does not apply.</p>

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
16	Describe any relevant industry awards or recognition that your company has received in the past five years	The most prodigious award NAFG has received in the past 5 years would be: Top Placement in Ford Motor Company as a leading dealership in Government Sales followed by our high ranking recognition from General Motors for our Chevrolet brand. Both NAFG has received 4 of the past 5 years.
17	What percentage of your sales are to the governmental sector in the past three years	As an organization most of our sales are focused on retail, however in our division in Fleet, we have sold to about 90% Government accounts.
18	What percentage of your sales are to the education sector in the past three years	As a percentage of our sales in the Government, about 20% would be considered to Universities and Unified School Districts.
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	We hold the State of California contract with volumes from 200 to 500 units a year during the past three years. Second, our Sourcewell Contract's 091219, 081716 and 120716 which over the past three years has sold a volume of \$ 390,030,176.99 of Combined Quarterly Sales.
20	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	NAFG focus is on our Sourcewell Contracts we do not hold any other besides the State of California.

Table 4: References/Testimonials

Line Item 21. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *
Port of Los Angeles, CA	Mr. Dave Comer	310-732-3794
County of Venture, CA	Mr. Jorge Bonilla	805-672-2044
City of Austin, TX	Mr. Matt Sager	512-978-2637

Table 5: Top Five Government or Education Customers

Line Item 22. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
City of Austin	Government	Texas - TX	Purchaser	10-15 Vehicles at a time	Over 1M
Los Angeles Department of Water and Power	Government	California - CA	Purchaser	Over 100 Trucks	Over 3M
Port of Los Angeles	Government	California - CA	Purchaser	Over 75 Trucks	Over 2M
City of San Diego	Government	California - CA	Purchaser	Over 400 Trucks	Over 10M
Ann Arundel County	Government	Maryland - MD	Purchaser	Over 20 Trucks	Over 1M

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
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23	Sales force.	We have a Direct and Indirect sales force. Our direct sales force are our employees and partner dealers. Combined our estimated employee count exceeds 100 personsals dedicated to supporting our dealerships and NAFG Fleet Division. Our indirect sales force which would be our partner suppliers and upfitters would be well above 100. With both direct and indirect sales force staff NAFG has been proven to maintain and service the current demand of the members. As the number of members grow that we can help, the more staff we would eagerly employee to help meet demand.	*
24	Dealer network or other distribution methods.	Our franchise network which cover's our proposed 11 manufacturers are second to none. With industry forefront of the combined experience of manufactures like The Ford Motor Company, General Motors, Freightliner, MACK, Peterbilt and Kenworth to name a few have established a national presence were all members can receive service and warranty repairs on there respective products. The distribution of an Automobile or Cab Chassis has always been an ongoing challenge for all manufactures new and old. However we in America have the best Automobile Supply Chain Network in the world and as a franchised dealer of brands, we too get take full advantage of the network to ship and supply our member clients nationwide.	*
25	Service force.	With over thousands of service locations representing our 11 manufacturers a member client can find with ease a service station or warranty repair facility near by. Of course Alaska and Hawaii do have a larger distance between franchises a member would utilize for warranty repair or service.	*

26	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>To best illustrate our Customer Service programs, I ask that you use as a reference our ZIP file under Additional Documents and within in a ZIP file named "Member Walk Through". Start with and view in order which I will explain in order here:</p> <p>How A Member Can Get Quotes Online Demo: A member can obtain most quotes by visiting our website www.NationalAutoFleetGroup.com where a simple one step form is needed for registration. This is to protect the price information from nonmembers. Once a member registers they will receive an automated welcome email with a demo video on how to use our site. Members will gain access to there very own dashboard which will house all there quotes in one safe secure login. Member's can select which brand they are looking for and model year. Our site shows all the categories the brand offers such as: Cars, Vans, SUV's Trucks and Chassis Cabs. Members will then be able to drill down for the right selection by picking from the filter menu of what cab there looking for (Regular, Extended or Crew) to 2 wheel or 4 wheel drive down to the bed length there looking for. All factory options are then presented for the member to select from, this will show all current factory order-able options, taking the guess work out for the member. Once a member selects a desired build, they will see there Sourcewell Price report showing the MSRP, there contract price, the saving in real dollars and as a percentage. In the PDF example you can see a saving of \$ 9,175.96 of 22.345% to the member showing a significant savings. Members then can chose to add extra's to there order like extra keys' service manuals, sales tax and even request an upfit to be added to there quote. Lastly they will be given a complete turn key quote package to print which will include there customized Quote ID, Description and Specifications of what they built.</p> <p>How Members and Upfitters can Partner with NAFG: Our dedicated website www.NAFGPartner.com was built to accommodate the member who would like a certain upfitter to upfit there vehicles. It was also built for upfitters to have a place to go where they can find information on how to partner with NAFG to better serve there local members.</p> <p>Example of A Member with Upfit Quote: This is an example of how we use our Cab Chassis and combine them with an upfit to provide a turnkey solution for the member in a simple to follow format.</p> <p>ETA System for Members Walk Through: This is where members can easily come to our website, the same website they built there chassis on and track there order like they would a UPS package. We have a very simple display on our homepage "Track your order" where members can enter one of the following: Purchase Order Number, Quote ID, Upfit Quote ID or vin to easily see there in the process there particular order is in.</p> <p>Courtesy Confirmation Explained: After NAFG receives an order from a Member, we always like to send the member a Courtesy Confirmation. This is were the member will double check some particulars on there order like, Color, Quantity, Upfit and to ensure all Specification's are all correct before order placement. We also like to ask for title information at this point so we can help process the paperwork at delivery promptly.</p> <p>Factory Order Cut Off Notices: Here is were we like to highlight were members can access any upcoming factory order cut off dates. We walk the member through the process step by step to ensure the member knows the upcoming factory order cut off date, we even print this information (if known at the time) right on the cover page of there quotes.</p> <p>Validation Walk Through Example: To demonstrate a price validation, we show what a member would see when they build a truck on our site. At check out the member would see the Total Configured MSRP of \$ 35,730.00, A Sourcewell Price of \$ 27,331.68, Total Saving of \$ 8,398.32 or 23.505% for a 2020 F-250 followed by the pricing page which shows the Minimum Discount of at least 18.50%. As you see we provided an additional 5% discount on top of the 18.50% contract discount. This would be the case in this example.</p>
27	Identify your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We have provided a list of our top 1,000 member/clients demonstrating our ability to service all members nationwide. Located in the Marketing Place ZIP file as "NAFG Top 1,000 Member Clients" PDF.
28	Identify your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Our ability and know how to carry our business model into Canada has never been as strong as it is today, we believe a simple US Dollar to Canadian exchange rate coupled with our pricing structure will allow NAFG to finally be in a position to serve members in Canada by partnering with Canadian based dealer groups.
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	NAFG will service 100 % of the United States of America and attempt to build the same model to service all of Canada. We do not know yet what regions we will encounter difficulty and how long the solution will take, but we will strive to service all of Canada.

30	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	We will service all Sourcewell Members through our 24 hours a day 365-year website except Non Profits. Non-Profits would be subject to a different pricing program and would need to be handled on a case by case basis. Non-Profits mostly do not qualify for the discount governments qualify for.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	The only requirement for members in Alaska, Hawaii and US Territories would be logistical shipping constraints the region would hold. For example, we currently provide members in Alaska chassis cabs with upfits and the member allows us to add the extra shipping cost, port cost and driver cost to load and unload there vehicles from port to port. This would be required if needed to be added to any quote in these regions.	*

Table 7: Marketing Plan

Line Item	Question	Response *
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<p>32</p>	<p>Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>In addition to the Sample Marketing Flyers and Marketing Department Charts uploaded in the link "Marketing Plan/Samples" National Auto Fleet Group facilitates a variety of marketing strategies to promote our products and services to reach out to government entities. Our company encompasses mainly outbound marketing strategies to promote the Sourewell Government Vehicle Contract.</p> <p>Email Marketing: Part of our outbound strategy includes paid online marketing techniques such as the use of email campaign blasts. This process includes creation of multiple campaign flyers used to convey key messages to our targeted audience. Flyer messages consist of the types of vehicle contracts, brands sold, special discounts offered to first time buyers, holiday themed flyers, vehicles offered, new website features and many more. This method encourages potential customers to our website to explore our products and services. Campaigner email marketing service acts not only to send out emails but as a CRM database system to monitor, send and track effectiveness of emails. Our marketing team works continuously to gather emails from government entities though out the United States to compile a database of clientele.</p> <p>Event Marketing: This strategy has proven to be a successful avenue to generate leads and create lasting relationships. National Auto Fleet Group attends several trades shows per year to engage customers in person along with upsell opportunities. Meeting prospects face-to-face forms a lasting impression not available through other methods of selling. Trade shows attended include GFX, IAPPO, NIGP, ACT, CAPPO, CASBO throughout the United States.</p> <p>Relationship Marketing: This is utilized once a client is directed though our website though online methods. Once a potential client registers and becomes a member on our website, our sales team will personally reach out via phone or email to provide further assistance. The role of the sales team is to continue to support and empower clients and educate them on products and services offered. The team will go the extra mile for subscribers, prospects, and customers even after a sales transaction is completed.</p> <p>Our sales team has worked tirelessly to focus on providing outstanding customer support to create powerful rapport with our clients. By going above and beyond, we have enhanced existing relationships and executed customer loyalty with repeat businesses. They strive to deviate from the "Car Salesperson" mentality which is 100% sales driven to a more product and customer service approach by instilling a sense of confidence to our clients. Their constant goal is to regularly assist clients and address any needs during the entire sales process. Striving to focus on solution selling vs. product selling develops into a mutually beneficial agreement for customers and the business.</p> <p>Referral/Word of mouth: This strategy ties into our outstanding relationship marketing to clients. The positive quality of service experienced by customers has led to an increased number of sales through referrals. Our goal is to provide exemplary customer service throughout entire selling process to encourage repeat business and referrals. Coming late summer of 2020, National Auto Fleet Group will be launching a NAFG Partner Website to increase the growth of our business. The website www.nafgpartner.com is expected to launch late summer/early fall of 2020. The site encourages body upfitting companies throughout the United States to partner up with us to become a preferred member. The benefits of becoming a preferred member is to have their business advertised on our site as well as referring any clients with upfitting needs to a local body company within their general vicinity. Our buyers from government agencies are encouraged to go on the site as well and look for local body upfitting companies they are interested in working with. To join our network, they are required to advertise NAFG and the Sourewell contract on their business website and refer their clients to purchase their cab/chassis needs through NAFG. This creates a relationship that will generate increased sales from both the sides. We are still currently building the website and searching for body companies across the states that would be interested in partnering up with NAFG.</p> <p>Direct Marketing: Prior to the Covid-19 outbreak, our company was promoting direct marketing strategies by contacting local businesses and setting up in person meetings with our dedicated public relations representative. The role of our dedicated representative included in person meetings to discuss our products and services, present website features and to drop off sales contact information for further questions.</p>
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33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Social media is a critical part in the way people communicate and connect with each other. LinkedIn offers a variety of ways to expand our network by finding and connecting with relevant professionals in the industry. National Auto Fleet Group has utilized LinkedIn to reach out to current and potential members through personalized messages. Personalized messages include thanking them for registering on site as well as directing them to on our link to the website, LinkedIn, and Facebook company pages. The goal is to find and connect with people already on our database as well as people that would benefit from our products and services. Current flyers or messages about our company are also posted on the LinkedIn site to generate more business. Time is also spent on reading posts from connections to observe any needs that National Auto Fleet Group may assist with. The marketing team also spends time researching government entities and prospects through their websites. In addition to looking for new clients, the marketing team will take time to sign up for e-newsletters from cities, counties, school districts and colleges. This will ensure that NAFG will understand needs of government entities and will utilize this information for future campaigns.</p> <p>Example: City of New York posted that they plan to replace current fleet with an all-electric fleet within the next 20 years. Email campaigns focusing on types of electrical vehicles provided by National Auto Fleet Group was sent.</p> <p>NAFG has recently introduced newly built live chat feature on our website. Visitors are prompt to chat with a live sales representative 24 hours a day, 7 days a week. This will ensure that clients that are interested have another avenue of reaching out in addition to emailing or telephone. Benefits of Live chat option include quicker response time to assist buyers for purchasing needs. Our live chat feature not only encourages sales but the value of the sale as well. Live chat benefits from understanding the immediate needs of the buyer and buyers can receive an immediate response not only from questions but recommendations for their needs.</p> <p>The use of marketing campaigns plays a major role in enhancing the growth of our client database. Email is a big part of our lives and every government agency employee has an email address. Campaigner.com is the platform used for our email marketing. The goal of email marketing is to reach our target audience and personalizing email flyers with a responsive design. Videos and images are used and can be viewed from on a computer or mobile device. Messages are short and to the point with links leading to the Sourcewell and NAFG homepage. The Campaigner email system allows us to track email activity based on open rate, unsubscribes and link clicks which is beneficial to understanding email effectiveness.</p>
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>Sourcewell is a trusted brand that government entities can rely on to provide a wide variety of products and services. They aim to simplify the purchasing and procurement process of government entities. The Sourcewell brand integrates a thorough documentation review of all vendors prior to awarding their cooperative contracts. Products and services are from reputable vendors. The brand provides a sense of showing legitimacy and verification of our company name and members understand that products and services provided are from reputable vendors. Clients recognize the Sourcewell brand and their vendors as a trusted source that will meet their needs. The main selling point of the brand is the elimination of the need to bid. Sourcewell has done for bidding for the government entities which simplifies the purchasing process. This process not only saves money but valuable time as well. Once a client receives a vehicle quote from our sales department, the role of the client is to submit a purchase order when ready.</p> <p>Sourcewell has provided NAFG overwhelming opportunities to work with government agencies across the United States. The Sourcewell well name represents a high standard of integrity and ethics and we are proud to be part of this dynamic. Sourcewell members have access to a contract that is more flexible than the standard bidding process. Sourcewell is an organization that aids government entities to stay competitive without the frustrations and issues involved with the traditional bidding process. The Sourcewell contract can be also be customized to meet the needs of the client. The sales team has incorporated not only this standard of integrity in their sales practice by ensuring clients we will always assist them with all their vehicle purchasing needs. The cost savings and stress-free nature of the cooperative contracts favors that of the traditional bidding process. It enables vendors to work with qualifying government entities in a more efficient manner. We vow to maintain these levels of standards across the board throughout all departments throughout the company.</p>
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Our website provides a hands-on empowering approach to ordering vehicles online. Clients can search through many vehicles makes and models with the ability to customize a vehicle tailored to their specific needs of their agency. A personalized quote with pricing can be available in as little as 5 minutes depending on the complexity of the vehicle. If upfitting is needed, a sales representative can be reached through phone, email or on the new live chat feature on the website.</p> <p>Once a customized quote is built, clients have the option to finalize the sales transaction by submitting a purchase order to our sales team via email. This gives complete autonomy to the client to purchase vehicles without the need to speak to a sales rep. If assistance is needed, they can contact sales through email, live chat, or phone.</p> <p>If support is required to build a quote, our sales rep is also available to walk a client through the e-procurement process step by step. This ensures having an available representative to answer any questions if needed and to empower the client to make any future purchases on their own. Clients may also call or email the needs of the company and receive a customized vehicle quote.</p>

Table 8: Value-Added Attributes

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	NAFG extends any and all Service Training Programs provided by the Manufacturer. Many of the programs offered are quoted individually by the manufacture based on class size and region of the country. NAFG will pass these quotes onto the member at dealer cost.
37	Describe any technological advances that your proposed products or services offer.	Accomplishments by the Manufacturers like Ford Motor Company, General Motor's and MACK Truck serve the member automatically by having these models available through our proposal. As well as our inclusion of Motive Power Systems in our proposal. Motive Power Systems provides the member the ability to electrify their vehicle. We attached product information and pricing in the "Upfits Available" ZIP file in them "All 11 Manufacturer" ZIP file under additional documents.
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	NAFG has Partnered with 400 Mayors Nationwide to create a US Mayor EV Drive Climate Initiative called the Climate Mayor Purchasing Collaborative www.Driveevfleet.org to help spread the benefit of members going 100% green. We have 100% Pure Electric vehicles to offer such as the Chevrolet Bolt and Ford Fusion, which are all technology predecessors to the All New Ford Electric F-150. We are certain over the next few years, Ford and many other manufacturers will be making available 100% pure electric cab chassis for members to select from.
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Within the same Motive Power PDF's located in the "Upfits Available" Zip File, you will find Motive's System's CARB Certification's (California Air Resource Board) for two engines offering along with there Ford Qualified Vehicle Modifier Certificate. All which help energy conversation and efficiencies.
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	NAFG has provided as an attachment "Upfits Available" our partnership letter with Diversified Leasing. Diversified Leasing is a DVBE/SBE Company that has been in business since 2014. As a Disabled Veteran Business Enterprise Licensed in the Stat of California (#1792183) Diversified has offered there certification to be placed on any NAFG quote for a small admin fee which is fully displayed on there partnership letter attached.
41	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Dedication, Hard Work not to be confused with efforts but with results. NAFG has built its division solely for the purpose of serving the members experience from our 24-hour member website or website improvements and capabilities to thinking outside the box to help a member find a solution.

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
42	Do your warranties cover all products, parts, and labor?	We have attached all Warranty information provided by all 11 manufacturers offered in our proposal as an added attachment.	*
43	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Each manufacturer have there own usage restrictions that a member should be aware of. Such as improper use of a chassis may not allow it to be covered under warranty. For example, a F-250 being used for a police rated pursuit vehicle would void certain warranties. We encourage for each member to contact us for there particular warranty coverage.	*
44	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes, in some cases of a breakdown, manufacturers would tow a member vehicle to there nearest warranty repair facility.	*
45	Are there any geographic regions of the United States (and Canada, if applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Each manufacture is different, and we encourage prior to purchasing a product to call in and ask about your specific region and how it's covered.	*
46	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	All warranties are passed on to the original equipment manufacturer.	*
47	What are your proposed exchange and return programs and policies?	We offer no exchange, return programs or policies. Once an order has passed a certain point with the factory and NAFG can not cancel the order after trying to cancel with the manufacturer, then the order is non-cancellable.	*
48	Describe any service contract options for the items included in your proposal.	We offer any and all manufacturer service contracts to all members. There are several parameters which a customized service contract can be created. NAFG will treat each of these as an added factory option and follow the same discount schedule in the price file.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
49	What are your payment terms (e.g., net 10, net 30)?	Payment terms are Net 20, with a 10-day grace period.	*
50	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	NAFG has partnered with National Cooperative Leasing to offer Sourcewell Contract Lease Terms to all NAFG Quotes for all Sourcewell Members. We have attached a PDF called "NCL Sample Lease" in the Zip File Called "member Walk Through"	*
51	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	NAFG is structured in a manner where it can monitor most transactions preformed through our Sourcewell Contracts. NAFG has made the tracking of all orders a reasonably organized method to allow fast accurate quarterly reporting.	*
52	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, up to \$ 2,500 per vehicle, any amount higher than \$ 2,500 would carry a P-card/ Credit Card transaction fee which will be passed onto the member.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
53	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	NAFG is offering Line Item Discounts Off MSRP for 11 manufacturers detailed in the Price File, NAFG is offering all Upfits to be added to any and all chassis cabs and trucks, details are on the Price Summary Page in the price file.
54	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	NAFG Discount Range per Manufacturer is as follows: Ford Motor Company from 2.75% to 18.86% RAM FCA Company from 6.18% to 13.95% Chevrolet from 5.73% to 21.39% HINO from 14.36% to 19.24% ISUZU from 9.98% to 15.57% International from 2.01% to 39.33% Volvo from 23.79% to 24.19% Freightliner/ Western Star from 34.17% to 42.90% MACK from 16.97% to 31.95% Kenworth from 28.11 to 39.31% Peterbilt from 21.09% to 42.66% Upfits can be added at dealer invoice up to 10%, detailed in the price file.
55	Describe any quantity or volume discounts or rebate programs that you offer.	We encourage any and all members to contact us if considering ordering 50 or more units for an additional discount quote.
56	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Open Market products or Sourced Goods will be treated as any upfit and may be quoted up to a 10% mark-up if applicable.
57	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	All considerations have been taken into account in the price file in its entirety. Price Summary Page and Price Tabs contain all costs associated with all quotes. If a member would like a quote for a particular situation and the item requires special training or installation, these charges would be added as part of the upfit and included in the members quote.
58	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	All manufacturers charge a standardized "Factory Destination Charge" which is displayed on all window stickers and on all trucks on a dealer's lot. This is not the destination charge that maybe charged to ship a chassis to and from an installer, these additional subsequent movements are all added freight charges and will displayed on the members quote.
59	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight to these regions carry a specific logistical barrier which carry added cost such as ferry, port and driver cost both to and from the mainland. These added costs will be disclosed and added to any quote for the member to review.
60	Describe any unique distribution and/or delivery methods or options offered in your proposal.	NAFG will utilize the power and expertise of the already established Automobile Franchise Distribution Network to have members vehicles delivered promptly there destination.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
61	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	We would never offer any other organization what we offer Sourcewell in volume pricing and offerings.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
62	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	We have created a member friendly easy to build online quoting system for members to use. Pricing is built directly into the website and is loaded daily by the manufacture MSRP information. Our system will provide an accurate quote 99.99% of the time. We have stream lined how our admin fee is processed to allow a quick 15-30 day turn around on quarterly reports.
63	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Our Admin Fee has been streamlined to allow for growth to occur with maintaining a high level of accuracy and reporting. Our proposed admin fee would follow these guidelines: F-450, F-550, F600 and like models = \$ 400 flat F-650 and above = \$ 700 flat Partner Deals (NAFG Partners with another dealer) = \$ 150 flat All other models F-250 and below = \$ 325 flat

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *
64	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	NAFG is providing: 11 Manufacturers totaling above 1,284 makes, models and trims ranging from Class 3 to Class 8 Cab an Chassis and trucks. With available Upfits to be added ranging from tool boxes to Line Mechanics Bodies. Any and all upfits can be added to our chassis cabs either by our upfit partner supplier or by a members upfit supplier working with NAFG to provide a Turn Key Quote.
65	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	NAFG Lists all makes, models and trims in each ZIP file under ZIP File "All 11 Manufacturers" representing a combined over 1,284 makes, models and trim combinations for members to choose from along with a subtitle "Upfits" detailed in the price file.

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below what Classes of equipment are offered in this proposal.

Line Item	Category or Type	Offered *	Comments
66	Class 8 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	11 Manufacturers totaling above 1,284 makes and models
67	Class 7 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	11 Manufacturers totaling above 1,284 makes and models
68	Class 6 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	11 Manufacturers totaling above 1,284 makes and models
69	Class 5 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	11 Manufacturers totaling above 1,284 makes and models
70	Class 4 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	11 Manufacturers totaling above 1,284 makes and models

Table 15: Industry Specific Questions

Line Item	Question	Response *
71	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	If awarded NAFG will keep track of the number of client quotes it processes which will be done via our website and easy to oversee and base this data month after month to see if our interest is growing at the expected rate we would expect.
72	Describe your company's offering in relation to alternative fuel sources, including electric or others.	Our manufacturers products are always striving to bring to market the latest green vehicles to accommodate the ever-increasing demand for eco friendly transportation.
73	Describe any manufacturing processes or materials utilized that contribute to chassis strength, cab strength, overall durability, driver safety that differentiate your offerings.	Representing 11 manufacturers in our response, we are positive we represent the best of the best in chassis production and represent all strengths each manufacture has to offer.
74	Describe any differentiating serviceability attributes (remote diagnostics, etc.) your proposal offers.	Telematics can be added to any quote for any member since each manufacturer offers some form of telematics, if not we can quote it as a separate upfit item.

Table 16: Exceptions to Terms, Conditions, or Specifications Form

Line Item 75. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
	NA	
	NA	
	NA	
	NA	
	NA	
	NA	

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Financial Strength and Stability](#) - Market Place Success and Financial Stability.zip - Sunday June 07, 2020 21:38:16
- [Marketing Plan/Samples](#) - NAFG Marketing Plan.zip - Monday June 08, 2020 16:51:00
- [WMBE/MBE/SBE or Related Certificates](#) - Insurance and Related Certificates.zip - Monday June 08, 2020 13:38:53
- [Warranty Information](#) - Warranty Info for 11 Manufacturers.zip - Sunday June 07, 2020 19:30:07
- [Pricing](#) - NAFG Price File for RFP 060920.zip - Monday June 08, 2020 16:09:06
- [Additional Document](#) - ALL 11 MANUFACTURERS MODEL'S AND MEMBER WALK THROUGH'S.zip - Monday June 08, 2020 16:12:26

Proposer's Affidavit

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcwell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcwell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcwell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcwell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 - a. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 - b. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://www.sam.gov/portal/3>; or
 - c. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Jesse Cooper, Fleet Manager, 72 Hour LLC, DBA Naional Auto Fleet Group

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

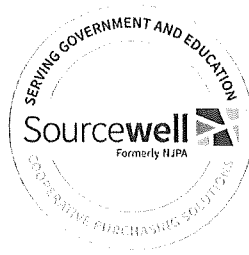
Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_11_Class 4-8_Chassis_RFP060920 Wed June 3 2020 07:52 AM	<input checked="" type="checkbox"/>	-
Addendum_10_Class_4-8_Chassis_RFP060920 Wed May 27 2020 03:40 PM	<input checked="" type="checkbox"/>	-
Addendum_9_Class_4-8_Chassis_RFP060920 Tue May 26 2020 02:51 PM	<input checked="" type="checkbox"/>	-
Addendum_8_Class_4-8_Chassis_RFP060920 Thu May 21 2020 01:21 PM	<input checked="" type="checkbox"/>	-
Addendum_7_Class_4-8_Chassis_RFP060920 Mon May 18 2020 03:30 PM	<input checked="" type="checkbox"/>	-
Addendum_6_Class_4-8_Chassis_RFP060920 Wed May 13 2020 04:40 PM	<input checked="" type="checkbox"/>	2
Addendum_5_Class_4-8_Chassis_RFP060920 Tue May 12 2020 10:00 AM	<input checked="" type="checkbox"/>	-
Addendum_4_Class_4-8_Chassis_RFP060920 Mon May 4 2020 01:24 PM	<input checked="" type="checkbox"/>	-
Addendum_3_Class_4-8_Chassis_RFP060920 Wed April 29 2020 03:45 PM	<input checked="" type="checkbox"/>	-
Addendum_2_Class_4-8_Chassis_RFP060920 Wed April 22 2020 01:14 PM	<input checked="" type="checkbox"/>	-
Addendum_1_Class_4-8_Chassis_RFP060920 Fri April 17 2020 12:32 PM	<input checked="" type="checkbox"/>	-

EXHIBIT “A-2”



RFP #060920
REQUEST FOR PROPOSALS
for
Class 4-8 Chassis with Related Equipment, Accessories, and Services

Proposal Due Date: June 9, 2020, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Class 4-8 Chassis with Related Equipment, Accessories, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 9, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.

Solicitation Schedule

Public Notice of RFP Published:	April 16, 2020
Pre-proposal Conference:	May 19, 2020 10:00 a.m., Central Time
Question Submission Deadline:	June 2, 2020, 4:30 p.m., Central Time
Proposal Due Date:	June 9, 2020, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	June 9, 2020, 6:30 p.m., Central Time **

** SEE RFP SUB-SECTION V. G. "OPENING"

I. ABOUT SOURCEWELL PARTICIPATING ENTITIES

A. SOURCEWELL

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements, and results in cooperative contracting solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative contracting provides participating entities and vendors increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted vendors' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

B. USE OF RESULTING CONTRACTS

In the United States, Sourcewell's contracts are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

In Canada, Sourcewell's contracts are available for use by:

- Provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly-funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the Cities of Calgary, Edmonton, Toronto, Calgary, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
- Members of the Rural Municipalities of Alberta (RMA) and their represented Associations, Saskatchewan Association of Rural Municipalities (SARM), Saskatchewan Urban Municipalities Association (SUMA), Association of Manitoba Municipalities (AMM), Local Authority Services (LAS), Municipalities Newfoundland and Labrador (MNL), Nova Scotia Federation of Municipalities (NSFM), and Federation of Prince Edward Island Municipalities (FPEIM).

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country's listing): <https://www.sourcewell-mn.gov/sourcewell-for-vendors/member-locator>.

Access to contracted equipment, products, or services by Participating Entities is typically through a purchase order issued directly to the applicable vendor. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, public notice of this RFP has been broadly published, including notification in the United States to each state-level procurement department for possible re-posting.

Proof of publication will be available at the conclusion of the solicitation process.

II. EQUIPMENT, PRODUCTS, AND SERVICES

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that Proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Class 4-8 Chassis with Related Equipment, Accessories, and Services, including, but not to be limited to:

- a. Chassis and cabs as classified by gross vehicle weight ratings (GVWR):

Class 4: 14,001-16,000 lbs
Class 5: 16,001-19,500 lbs
Class 6: 19,501-26,000 lbs
Class 7: 26,001-33,000 lbs
Class 8: 33,001+ lbs

- b. A wide range of Class 4-8 chassis types and classifications, including conventional internal combustion, natural gas or propane autogas, hybrid or alternative fuel, and electric powered Class 4-8 Chassis.
 - c. Proposers may include Class 3 chassis provided that they are complementary to Proposer's offering of Class 4-8 chassis.
 - d. Proposers may include related equipment, accessories, and services to the extent that the solutions are an incidental portion of the response.
2. The primary focus of this solicitation is on Class 4-8 Chassis with Related Equipment, Accessories, and Services. This solicitation should NOT be construed to include:
- a. Transit buses.
3. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:
- a. School Buses with Related Supplies, Parts and Services (RFP #102115); and
 - b. Vehicles, Cars, Vans, SUVs, and Light Trucks with Related Equipment, Accessories, and Services (RFP #120716).

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment or products only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers vendors that provide a sole source of responsibility for the products and services provided under a resulting contract. If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Participating Entities and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract.

Sourcewell desires the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

C. REQUIREMENTS

It is expected that Proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, Proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the Proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four (4) years. Up to two one-year extensions may be offered based on the best interests of Sourcewell and its Participating Entities.

E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD \$150 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The Proposer's Marketing Plan should demonstrate Proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as Proposer's sales and service capabilities. It is expected that Proposer will promote and market any contract award.

G. ADDITIONAL CONSIDERATIONS

1. Contracts will be awarded to Proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the Proposal. Sourcewell reserves the right to verify Proposer's information and may request clarification from a Proposer, including samples of the proposed equipment or products.
3. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
4. A Proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell contract may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
 - a. **Line-item Pricing** is pricing based on each individual product or services. Each line must indicate the Vendor's published "List Price," as well as the "Contract Price."
 - b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.
2. The Proposer's ceiling price (Ceiling price means that the proposed pricing will be considered as the highest price for which equipment, products, or services may be billed to a Participating Entity). However, it is permissible for vendors to sell at a price that is lower than the contracted price;
3. Stated in U.S. and Canadian dollars (as applicable); and
4. Clearly understood, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the Proposer. Additionally, Proposers should clearly describe any unique distribution and/or delivery methods or options offered in the Proposal.

B. ADMINISTRATIVE FEES

Proposers are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting contracts. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all contracted equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcewell (see attached template). Only those modifications the Proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the Proposal being disqualified from further review and evaluation.

To request a modification to the Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications table, with all requested modifications, through the Sourcewell Procurement Portal at the time of submitting the Proposer's Proposal. Exceptions must:

1. Clearly identify the affected article and section, and
2. Clearly note what language is requested to be modified.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the contract document provided to the awarded vendor for signature.

If a Proposer receives a contract award resulting from this solicitation it will have up to 30 days to sign and return the contract. After that time, at Sourcewell's sole discretion, the contract award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted on page one of this RFP and on the Sourcewell Procurement Portal. The

purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

Questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a Proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the Proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

C. ADDENDA

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential Proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the Proposer by checking the box for each addendum. It is the responsibility of the Proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a Proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the Proposer's proposal status to INCOMPLETE. The Proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The Proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its Proposal (and up to the Proposal due date). If the Proposer's Proposal status has changed to INCOMPLETE, the Proposer is solely responsible to:

- i) make any required adjustments to its proposal;
- ii) acknowledge the addenda; and
- iii) ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the Proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that Proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a Proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to twenty-four (24) hours to respond to certain issues.

Upon successful submission of a proposal, the Portal will automatically generate a confirmation email to the Proposer. If the Proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the Proposer has obtained this solicitation document from a third party, the onus is on the Proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the Proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, Proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a contract award and may subject the Proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for 90 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the Proposer.

F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a Proposer may withdraw its proposal.

G. OPENING

The Opening of Proposals will be conducted electronically through the Sourcewell Procurement Portal. A list of all Proposers will be made publicly available in the Sourcewell Procurement Portal after the Proposal Due Date, but no later than the Opening time listed in the Solicitation Schedule.

To view the list of Proposers, verify that the Sourcewell Procurement Portal opportunities list search is set to "All" or "Closed." The solicitation status will automatically change to "Closed" after the Proposal Due Date and Time.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more contracts to responsive and responsible Proposer(s) offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of Proposers that Sourcewell determines is necessary to meet the needs of Participating Entities. Factors to be considered in determining the number of contracts to be awarded in any category may include the following:

- The number of and geographic location of:
 - Proposers necessary to offer a comprehensive selection of equipment, products, or services for Participating Entities' use.
 - A Proposer's sales and service network to assure availability of product supply and coverage to meet Participating Entities' anticipated needs.
- Total evaluation scores.
- The attributes of Proposers, and their equipment, products, or services, to assist Participating Entities achieve environmental and social requirements, preferences, and goals. Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell's knowledge about a specific vendor or product.

B. AWARD(S)

Award(s) will be made to the Proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	50
Financial Viability and Marketplace Success	75
Ability to Sell and Deliver Service	100
Marketing Plan	50
Value Added Attributes	75
Warranty	50
Depth and Breadth of Offered Equipment, Products, or Services	200
Pricing	400
TOTAL POINTS	1000

C. PROTESTS OF AWARDS

Any protest made under this RFP by a Proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. The protest must be received no later than 10 calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- The original signature of the protester or its representative;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the issues to be resolved;
- Identification of the legal or factual basis;
- Any additional supporting documentation; and
- Protest bond in the amount of \$20,000, except where prohibited by law or treaty.

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any contract and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the Proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for contracts or for discussion, a proposal other than that with the lowest cost;

- Independently verify any information provided in a Proposal;
- Disqualify any Proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any Proposer; and negotiate with more than one Proposer;
- Award a contract if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a contract to one or more Proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting contract. It is the Proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law.

Sourcewell will not consider the prices submitted by the Proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a Proposer is not considered trade secret under the statutory definition.

The Proposer understands that Sourcewell will reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.



4/17/2020

Addendum No. 1

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Do you have a list of specifications for both the vehicles and equipment needed?

Answer 1:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities for our cooperative contract awards. A respondent is allowed to propose the entire line of products and services falling within the scope of the RFP. Section II. B. of the RFP addresses the requested equipment, products, or services for this solicitation.

Question 2:

How are delivery charges handled at the time of order? Is there a list of potential destinations?

Answer 2:

It is left to the discretion of each proposer to propose a method for delivery charges that fits with their business practices. Proposals are evaluated based on the criteria stated in the RFP.

Sourcewell participating entities include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada.

Question 3:

How do I join the Pre-proposal conference on May 19, 2020?

Answer 3:

Refer to Section V. A. of the RFP for additional detail on the pre-proposal conference. All entities that have registered for this solicitation opportunity in the Sourcewell Procurement Portal will receive log-in instructions via email two business days prior to the webcast.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 4/16/2020, is required at the time of proposal submittal.



4/22/2020

Addendum No. 2

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Will this bid be awarded by Class and Fuel type within that class? For example, separate awardees for Class 4 Gasoline, Class 4 Electric, Class 4 CNG, Class 4 Propane, Class 4 Diesel?

Answer 1:

Sourcewell is seeking "... the broadest possible selection of products/equipment and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities " (see, RFP Section II. B.). A Proposer should submit their complete line of equipment, products, or services that are applicable to the scope. Depending on the responses received, Sourcewell may need to organize responses into subcategories, and awards may be based on a subcategory (see, RFP Section II. G. 1 & 3). However, Sourcewell typically does not find it necessary to award by subcategory.

Question 2:

Will it now be mandatory for a Saskatchewan Rural Municipality to use this system to purchase class 4 - 8 trucks?

Answer 2:

- Refer to RFP Section I. B., ... "Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources."

Question 3:

Are the references that are to be submitted, required to be an existing participating entity of Sourcewell?

Answer 3:

It is left to the discretion of each proposer to determine how to best demonstrate their ability to serve Sourcewell participating entities and satisfy all the requirements included in the questionnaire tables. Table 4 – References/Testimonials, Line Item 21, seeks information from “three customers who are eligible to be Sourcewell participating entities.”

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 4/22/2020, is required at the time of proposal submittal.



4/29/2020

Addendum No. 3

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

In demonstrating Financial Strength as part of Question 9, will the supporting documents provided, end up in the public domain or is this just for Sourcewell internal use only?

Answer 1:

RFP Section VI., E., Disposition of Proposals, addresses the handling of materials submitted in response to the RFP under Minnesota Statutes Section 13.591. Financial information, including financial statements, provided by a Proposer is not considered trade secret under the statutory definition.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 4/29/2020, is required at the time of proposal submittal.



5/4/2020

Addendum No. 4

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Would we be allowed to just bid the equipment we manufacture as we do not manufacture chassis?

Answer 1:

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B (Requested Equipment, Products and Services). A proposal that is not in substantial compliance with the requirements of the RFP will be considered nonresponsive.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/4/2020, is required at the time of proposal submittal.



5/12/2020

Addendum No. 5

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

How will the Administrative Fees for the resulting contracts from this RFP be determined? At what percentage rate or what flat fee can we expect to be charged?

Answer 1:

Refer to RFP Section III. B. – Administrative Fees, for directions on proposing an administrative fee. It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business and its industry.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/12/2020, is required at the time of proposal submittal.



5/13/2020

Addendum No. 6

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Is Sourcewell responsible for the registration of vehicles, or for the determination and collection of State/Provincial or Federal taxes due, on participating entity purchases under the contract (or contracts) awarded as a result of the RFP?

Answer 1:

No, Sourcewell is not involved in vehicle registration, or tax determination or collection, for participating entity transactions under the awarded contracts. A Proposer is to identify any transaction costs or fees that are not included in equipment pricing as described in RFP Section III. A. – Pricing and in template Contract Section 3. A. – Pricing. To the extent that a participating entity may be exempt from taxes or fees, the participating entity is responsible for providing a tax exemption certificate as described in template Contract Section 3. B. – Sales Tax.

Question 2:

Is Sourcewell financially responsible for participating entity purchases under the contract (or contracts) awarded as a result of the RFP?

Answer 2:

Participating entities are solely responsible for payment. See template Contract Section 6. A. – Participating Entity Use and Purchasing.

Question 3:

Does Sourcewell bear the risk of loss in the event that a vehicle is damaged or stolen, or a transaction is terminated, before title passes to the participating entity?

Answer 3:

No. Transactions under the contract are between the participating entity and the awarded vendor. Sourcewell has no liability for a participating entity's transaction or payment, and bears no risk of loss in the events described.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/13/2020, is required at the time of proposal submittal.



5/18/2020

Addendum No. 7

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

What will be the effective dates (start and ending) for pricing submitted with the bid?
Will that time frame be consistent for the 3 remaining annual periods?

Answer 1:

Refer to Section 3. - Pricing and Section 4. – Product and Pricing Change Requests, in the Sourcewell template Contract (available on the Sourcewell Procurement Portal), for guidance on pricing during the term of awarded contracts.

Question 2:

To what extent will Sourcewell make public the pricing files (IE: data books) supplied by bidders?

Answer 2:

Refer to RFP Section VI. E. - Disposition of Proposals for guidance on pricing material submitted in response to the RFP and applicable public data laws.

Question 3:

Can respondents to the solicitation expect that references provided to Sourcewell will not become public?

Answer 3:

Refer to RFP Section VI. E. - Disposition of Proposals, for guidance on materials submitted in response to the RFP and applicable public data laws.

Question 4:

For a Proposer that is a dealer representing multiple OEM brands, some of which will be submitting a response and some of which will not be submitting a response to the Sourcewell RFP, do we leave out our OEM's who are responding from our proposed solution?

Answer 4:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. So, it is left to the discretion of each proposer to determine the equipment, products, and services that the proposer will include. The solicitation is a competitive process and proposals are evaluated on the content submitted.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/18/2020, is required at the time of proposal submittal.



5/21/2020

Addendum No. 8

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

What is expected in the Marketing Plan requirement? Is the marketing plan to be reviewed by the agency?

Answer 1:

Refer to RFP Section II. F. – Marketing Plan for guidance on the marketing plan requirements. Each proposer, in its discretion, will determine the content of its marketing plan. The solicitation is a competitive process and proposals will be evaluated on the content submitted.

Question 2:

Will the Marketing Plan be given to participating entities? Or is this just for Sourcewell?

Answer 2:

Refer to RFP Section VI. E. – Disposition of Proposals, for guidance on materials submitted in response to the RFP and applicable data laws.

Question 3:

Will the agency/customer be willing to sign an NDA in order for a vendor to share technical specification details?

Answer 3:

Refer to RFP Section VI. E. – Disposition of Proposals, for guidance on materials submitted in response to the RFP and applicable data laws.

Question 4:

Will the agency accept redlines on the contract during the procurement process?

Answer 4:

Refer to RFP Section IV. - Contract for guidance on the process for requesting a modification to the template contract terms, conditions, or specifications.

Question 5:

Is the administrative fee set or is this fee negotiable prior to the award or when awarded?

Answer 5:

Refer to Addendum 5, Answer 1, posted to the Sourcewell Procurement Portal on May 12, 2020.

Question 6:

What marketing support does Sourcewell provide to an awarded vendor after a contract is issued?

Answer 6:

Refer to the "Sourcewell Vendor Resources" link provided on the Sourcewell Procurement Portal "Bids Homepage."

Question 7:

Are all cutaway passenger buses considered a transit bus, regardless of size, for this solicitation?

Answer 7:

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B. (Requested Equipment, Products and Services). A proposal that is not in substantial compliance with the requirements of the RFP will be considered nonresponsive.

Question 8:

Will purchase orders originate from Sourcewell or the participating entity?

Answer 8:

Refer to RFP Section I. B. – Use of Resulting Contracts, for additional guidance on the order process.

Question 9:

Do we need to register with the Secretary of State for a certificate to transact business in the State of MN?

Answer 9:

Each proposer, in its discretion, will determine the documentation necessary to best demonstrate its ability to serve Sourcewell participating entities and fulfill the requirements set forth in the RFP. A Certificate of the Minnesota Secretary of State is not a mandatory submittal requirement for this solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/21/2020, is required at the time of proposal submittal.



5/26/2020

Addendum No. 9

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Federal and State incentives typically apply when quoting electric-powered truck chassis. Should we quote prices before incentives with a note that we will apply any applicable incentives? If not, how do you suggest we handle this issue?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. So, each proposer, in its discretion, will determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Article III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/26/2020, is required at the time of proposal submittal.



5/27/2020

Addendum No. 10

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Can Sourcewell Participating Entities include US or Canadian Federal entities?

Answer 1:

Refer to RFP Section I. B. Use of Resulting Contracts for information on Sourcewell Participating Entities.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 5/27/2020, is required at the time of proposal submittal.



6/3/2020

Addendum No. 11

Solicitation Number: RFP 060920

Solicitation Name: Class 4-8 Chassis with Related Equipment, Accessories, and Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Can we attach videos & power points, if so, how do we accomplish this? What size videos or product literature is permitted on each attachment?

Answer 1:

All relevant information should be included in the proposal (RFP Section II., G.). It is left to the discretion of each proposer to determine the method it deems best suited to submit its relevant information in a timely fashion through the Sourcewell Procurement Portal. The maximum upload size is 500 MB per upload, however, items may be combined in a zipped file format should they exceed the 500MB limit.

Question 2:

Is there a way to download our Table responses to a hard copy for proof reading?

Answer 2:

After selecting "Start Submission," a proposer may navigate to Step 4 – "Preview Bid" and select "Preview My Bid in PDF," if a downloadable PDF of the questionnaire tables is desired.

Question 3:

Table 8 Value Added Attributes - 40. Please define what a hub partner constitutes?

Answer 3:

A hub partner is identified as a historically underutilized business partner. Examples of historically underutilized businesses are listed in Table 8, Question 40.

End of Addendum

Acknowledgement of this Addendum to RFP 060920 posted to the Sourcewell Procurement Portal on 6/3/2020, is required at the time of proposal submittal.

EXHIBIT “B”



National Auto Fleet Group

A Division of Chevrolet of Watsonville
480 Auto Center Drive, Watsonville, CA 95076
(855) 289-6572 • (831) 480-8497 Fax
Fleet@NationalAutoFleetGroup.com

1/19/2023 R:4/4/23 R:5/2

Luis Mercado 562-570-5410

Quote ID: 22939 R3

City of Long Beach, Financial
Management/Fleet Services
2600 Temple Ave, Long Beach CA,
90806

National Auto Fleet Group is pleased to quote the following sourced item with vehicle related accessories for your consideration. Four (4) New/Unused (Leader: E-450 Modular Body Package Sourced Package + Handling) and delivered to your department yard, each for

One Unit		Extended Unit's (4)
Subtotal	\$430,516.00	\$1,722,064.00
Tax (10.2500 %)	\$44,127.89	\$176,511.56
Total	\$474,643.89	\$1,898,575.56

Delivery Expected by 10.31.2024 pending no significant order, supply or chassis delays

- per the attached specifications.

This sourced vehicle(s)/Upfit is available under the **Sourcewell Contract 091521-NAF**. Please reference this Bid number on all purchase orders.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,

Jesse Cooper
National Fleet Manager
Email: Fleet@NationalAutoFleetGroup.com
Office: (855) 289-6572
Fax: (831) 480-8497

Quoting Department
Account Manager
Fleet@NationalAutoFleetGroup.com
(855) 289-6572



GMC

Purchase Order Instructions & Resources

In order to finalize your purchase please submit this purchase packet to your governing body for a purchase order approval and submit your purchase order in the following way:

Email: Fleet@NationalAutoFleetGroup.com

Fax: (831) 480-8497

Mail: National Auto Fleet Group

490 Auto Center Drive

Watsonville, CA 95076

We will send a courtesy confirmation for your order and a W-9 if needed.

Additional Resources

Learn how to track your vehicle: www.NAFGETA.com

Use the upfitter of your choice: www.NAFGpartner.com

Vehicle Status: ETA@NationalAutoFleetGroup.com

General Inquiries: Fleet@NationalAutoFleetGroup.com

For general questions or assistance please contact our main office at:

1-855-289-6572

Quote Total



5/2/2023

Geoff Maze
10941 Weaver Avenue
South El Monte, CA 91733

626-377-2931

City of Long Beach Financial Managemen

2600 Temple Avenue
Long Beach, CA 90806

Luis Mercado 562-570-5410

L 3401

VIN :

Parent Job 3401

Quoted by: Dave Bakey

Itemnumber Description

10 - BASE SECTION

10.0 1 Prep modular and misc

10.0 52 Ford Type III 96/170" "LE" w/ 72" headroom, Base Conversion
(NOTE: Conversion Based On Ford E-450 4x2 Gas Chassis)



5/2/2023

L 3401

Geoff Maze
10941 Weaver Avenue
South El Monte, CA 91733

626-377-2931

City of Long Beach Financial Management

2600 Temple Avenue
Long Beach, CA 90806

Luis Mercado 562-570-5410

VIN:

Parent Job 3401

Quoted by: Dave Bakey

Itemnumber Description

10. 0 775 (2024) FORD V8 E-450 Gas Cutaway Chassis:
(PRICE SUBJECT TO CHANGE)

- 158" Wheelbase Dual Rear Wheel
- 7.3L V8 Gasoline Engine
- 50 State Emission
- Electronic 6 speed Automatic Transmission
- Cruise Control
- Mirrors Trl, Tow
- Frame Pucks
- 14,500 lb. GVWR
- Front FAWR 5,000 lb.
- Rear RAWR 9,600 lb.
- Ambulance Prep Package, 47H
- .Front License Bkt
- .Aux Heat/AC connection
- .Rear Axle, 4.56, Limited Slip
- .Spare Tire and Wheel
- .Alternator 240 amp
- .Dual Batteries
- .Frt. Max GAWR
- Fuel tank 55 gallon
- Interior Upgrade Package
- Cloth Headliner
- High trim door panels
- Captain Chairs, Dual Cloth
- Cloth sun visors
- Power Door locks
- Power Windows
- Insulation package
- Keyless entry, with keyfob with panic button
- Daytime Running Lights
- Cab Floor, OEM Black Vinyl
- Medium Flint interior color
- AM/ FM/ Clock, 4 speakers
- Tires: (6) All season, Random Make LT225/75R16,LRE
- Jack and Tire Tools (shipped loose)
- Exterior upgrade package
- Chrome Front bumper
- Chrome Grill and light surrounds
- Exterior paint Oxford White
- Engine Block Heater
- Integrated Back-Up Camera

11 - BASE SECTION - OPTIONS

11. 0 1 PURCHASED THROUGH NATIONAL AUTO FLEET GROUP (SOURCEWELL)

20 - PRE TAX



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Luis Mercado 562-570-5410

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20.-1 1 DMV Processing & Doc Fees

21 - PRE TAX - OPTIONS

30 - AFTER TAX

30.0 61 (2024) MANUFACTURES CREDIT (Must supply an Active FIN code to qualify) PLEASE NOTE ! FORD, CHEVY, CHRYSLER, RESERVES THE RIGHT TO CHANGE or REVOKE THESE CREDITS AT ANY TIME. GPC CREDIT THROUGH NATIONAL AUTO FLEET (SORCEWELL)

31 - AFTER TAX - OPTIONS

40 - COMPLIANCE

40.-1 1 KKK-A1822F Data Labels (w/ Letter of Exception if required)
See Item #:5201

40.0 20 Customer supplied items to be INSTALLED:
See Items
- Item #68.102 Water Extinguisher
- Item #68.301 Iron Set
- Item #68.301 Bolt Cutters
- Item #68.301 Partner Saw #950
- Item #11072 Door logo decals.
- Item #68.201 Fire Axe

40.0 50 Leader supplied items to be SHIPPED LOOSE:
See Items
-OEM Chassis Spare Tire, and changing tools
-OEM Chassis steel wheels
- #8103 Laerdal Portable Suction w/ Portable carry bag

40.0 51 As Built Wiring Diagram

41 - COMPLIANCE - OPTIONS



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41.0 1 RADIO INSTALL CONTRACT WITH 911 VEHICLE:
 Leader will provide a contract to 911 Vehicle to provide and install the radio, intercom communication system and MDT hardware in the unit. Leader will install cables, power sources, and mount structure during the unit assembly process to facilitate the integration of the systems without compromising the fit or finish of the completed unit.
 Leader is to provide the power sources and hardware mounting locations. (refer to options #5121 & #7001)

INSTALL RADIO EQUIPMENT INTO NEWAMBULANCE
 1 Motorola APX8500 All Band Single head, cable, speaker, mic (LBFD Spec)
 1 Motorola APX8500 All Band Radio Dual head, cable, speaker, mic
 1 Panasonic CF-33 Toughbook Laptop per LBFD Spec
 1 Havis Docking Station for Panasonic CF-33 Laptop
 1 Panasonic ToughPad Computer Mount
 1 Cradle Point IBR900 Wireless Modem (CS)
 2 Multi-Band GPS Antennas for Wireless Modem
 5 Antennas / Configuring / Connections / Metering

INTERCOM SYSTEM
 1 911Vehicle Dual Radio Intercom System
 4 Dash Mounted PTT switches
 1 Patient Area Intercom Station
 1 Patient Area Intercom Station above bench seat (Location TBD)
 50 Beldon 8723 4-Conductor Shielded Cable per ft.
 2 Mobile Radio Interfaces
 3 911-OTH-CF Over the Head Style Headset with SIG-5 Cord

POWER AND GROUND DISTRIBUTION
 1 Main D/C Power and Ground Distribution
 1 Low Voltage Disconnect / Timer
 1 Battery Switched Relay
 1 Misc. Parts and Materials

(CS)=Customer Supplied

50 - CHASSIS ITEMS STANDARD

50.-1	1	Wheel Alignment Toe-In Verification
50.-1	2	Headlight Aim Verification
50.-1	3	Alternator Single, OEM
50.-1	4	Batteries Dual, OEM
50.-1	5	Fast Idle System (Gas Engine)
50.-1	6	Fuel, fill fuel tank.



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51 - CHASSIS ITEMS OPTIONS

51.0 1 LIQUID SPRING SUSPENSION:
A Liquid Spring rear suspension shall be installed @ REVO.
The suspension system shall dump when the streetside rear entry door is opened.
The system shall include a Leader Supplied rear dump defeat switch located on the inner door panel of the curbside rear door mounted on (2) position switch plate.

51.0 2 EXHAUST EXTRACTOR TIP: Magnetic Grabber.
Leader to supply and install Plymovent Magnetic Grabber Tip.
Modify the stainless Rub rail to allow the flange to be mounted as high as possible and to present a clean appearance.

60 - MODULAR BODY ITEMS - STANDARD

60.0 1 Modular Body, Dimensions: 96" wide x 170" long x 72" Headroom

60.0 2 The module body shall be constructed to provide a minimum fifteen (15) year warranty.

60.0 3 Module body shall have an addition (5) year warranty when remounted by an approved remount facility.

60.0 4 The corner post shall be extruded aluminum (6063-T5 alloy).

60.0 5 The roof corners shall be extruded aluminum (6063-T6 alloy).

60.0 6 The exterior wall and roof tubes shall be min (2) inch square with min .125 wall thickness, located on twelve (12) inch centers.

60.0 7 In addition to the vertical wall supports there shall be a horizontal beam, located in the beltline area.

60.0 8 Gusset supports shall be provided.

60.0 9 The exterior body panels shall be 5052-H32 alloy.

60.0 10 The thickness required for exterior body panels is:
-Side, front, and rear walls: .125
-Roof panels: .090
-Floor panels: .063

60.0 11 Floors shall be aluminum beams covered by aluminum sheeting.

60.0 12 All exterior aluminum body panels shall be attached to the structural supports via high performance polyurethane two sided tape.



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60. 0	13	Each body panel shall be welded to horizontal frame members, roof extrusions, and vertical corner posts.
60. 0	14	The door skin and edges shall be formed from a single sheet of aluminum
60. 0	15	Outer Door panels are aluminum .125 aluminum.
60. 0	16	Each door shall include an internal extrusion for added reinforcement.
60. 0	17	An inner door pan shall fit flush with the inner edges of the door.
60.-1	18	All doors shall have full-length stainless steel hinges.
60. 0	19	Body incorporates smooth exterior body skin folding into door jambs.
60. 0	20	Must have full seat travel in the cab. A minimum 8" recess shall be designed into the front bulk head wall of the module body to accomplish this.
60. 0	21	A total of (12) twelve isolator mounts distributed along the top of the rail frames.
60. 0	22	Each of the module body access doors shall include window cut-outs.
60. 0	23	Stainless steel splash shields installed on the lower front face of the module body just aft of the cab access doors.
60.-1	24	Rear kick plate made out of polished aluminum Diamond plate
60.-1	25	(4) Aluminum diamond plate corner caps - 14" high
60. 0	26	Drop Skirt, Curb side forward w/ (2) step entry
60.-1	27	Cab Running Boards, polished aluminum diamond plate w/ star punched safety grip running boards with mud flap.
60.-1	28	Polished Aluminum rear fender flares around each rear wheel well opening.

61 - MODULE ITEMS - OPTIONS

67 - EXTERIOR COMPARTMENTS - STANDARD

67.-1	1	All exterior compartments will be constructed out of polished aluminum diamond plate
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67.-1 2 M1-STREETSIDE FRONT COMPARTMENT
 This area shall be accessed through a single outside hinged door.
 The compartment shall house the vehicle's primary O2 cylinder.
 Vertical track for mounting of a QRM-V O2 bottle mount shall be welded on the #2 wall of the compartment
 The compartment shall be vented to the outside.
 (See drawings for compartment sizes)
 See Item #:68.102

67.-1 3 M2-STREETSIDE INTERMEDIATE COMPARTMENT
 This area shall be accessed through a pair of hinged doors
 This compartment shall have (1) verticle divider, and (1) adjustable shelf.
 Stairchair storage on the left, and adjustable shelf on the right.
 Supply (1) set of Black 1-1/2" straps w/ quick connect clip and footman loops located on #1 wall and verticle divider to secure Stairchair.
 (See drawings for compartment sizes)
 See Item #:68.201, #68.202
 Delete the standard shelf, verticle divider, and stairchair storage.

67.-1 4 M3-STREETSIDE REAR COMPARTMENT
 This area shall be accessed through a pair of hinged doors.
 This compartment shall have (2) adjustable shelves above spare tire.
 This compartment will house spare tire and changing tools.
 (See drawings for compartment sizes)
 See Item #:68.301, #68.302
 Delete spare tire mount - Ship tire & tools loose.

67.-1 5 M4-CURBSIDE REAR COMPARTMENT
 This area shall be accessed through a single hinged door.
 This compartment will house 72" backboards on the left side.
 This compartment will have a vertical divider, w/ (2) adjustable shelves.
 Supply (1) set of Black 1-1/2" straps w/ quick connect clip and footman loops located on #1 & Verticle divider for backboards
 (See drawings for compartment sizes)
 See Item #:68.401, #68.402, #68.403
 The interior layout of this compartment is being reconfigured.

67.-1 6 M5-CURBSIDE FRONT COMPARTMENT
 The area shall be accessed through a single hinged door.
 Interior / exterior ALS access.
 (See drawings for compartment sizes)
 See Item #:68.601

67.-1 7 M6-CURBSIDE FRONT (LOWER) COMPARTMENT
 Battery Compartment:
 This compartment shall be accessed through a single hinged door.
 This compartment will house (2) batteries on a slide out tray.
 This compartment requires venting.
 (See drawings for compartment sizes)

68 - EXTERIOR COMPARTMENTS - OPTIONS



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Itemnumber Description

68.0 1 COMPARTMENT DOOR SILL PROTECTION:
Install Stainless Steel protection plates on lower edges of specified compartments.
Quantity: 5
Streetside M1, M2, M3, Curbside M4, M5

68.0 101 STREETSIDE MOST FORWARD COMPARTMENT:

68.0 102 WATER EXTINGUISHER MOUNT:
Leader to fabricate formed base from .125 aluminum angle with a brushed finish. Install a 1" wall strap w/
speed clip to secure the water extinguisher on the #1 wall.
Refer to prints.

NOTE: Customer will need to supply:
- Water Extinguisher

68.0 200 STREETSIDE INTERMEDIATE COMPARTMENT:

68.0 201 SCBA, TURNOUT STORAGE:
Install Two 14" W X 24" Tall X .250" Thick, Brushed Aluminum plates at 45 degrees in the back corners
of the compartment.
Locate: the top of the plate 4" down from the top of the compartment.
The center of the cylinder should be out 5" from back wall.
Refer to option #8104

Install four (4) hooks for storage of turn out gear and other equipment in the intermediate compartment.
Locate: Four (4) on the mid portion of the upper back wall of the intermediate compartment for turn out
storage.

Install two, (2) Leader fabricated mounts for Fire Axes with protective scabbard. Refer to provided
picture for configuration of mount. Install on the left and right wall forward of the SCBA mount.
NOTE: The equipment will be installed head up.
Refer to prints.

NOTE: Customer will need to supply:
-Fire Axe

68.0 202 FLASH LIGHT LOCATION:
Locate the flash lights on the side wall forward positions
Refer to prints

68.0 300 STREETSIDE MOST REARWARD COMPARTMENT:



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68.0 301 CUSTOM TOOL MOUNT:
The mount tray for the "Partner" saw will be formed out of .125 Aluminum with 1.5" lips. An adjustable length 1" strap with speed clip will be provided from front to rear. The saw will be located centered left to right on the compartment floor near the back wall.
A formed .125" aluminum mounting bracket 14" long, configured to fit the nested handles of the tools will be secured to the floor of the compartment forward of the "Partner" saw with the head of the axe at the rear of the unit.

NOTE: Customer will need to supply:

- Iron Set
- Bolt Cutters
- Partner Saw #950

68.0 302 BOLT CUTTER MOUNT:
Leader to supply Zico Bolt cutter mount.
Install on the inner door panel of the left door. Refer to tape marks for location.
This will require relocating the center shelf towards the back wall about 1" ZICO Model BCB

68.0 400 CURBSIDE MOST REARWARD COMPARTMENT:

68.0 401 ADDITIONAL SHELF:
Add an adjustable shelf
Note: One (1) optional, two (2) standard, Total Quantity (3)
NOTE: All (3) shelves to be fabricated without a lip on the front edge.
Locate: Install between the two vertical dividers.
The Top shelf is to be 40" above floor level and is to be parallel to the floor.
Distribute the remaining (2) shelves below. The lower shelves are to be installed at an angle with the rear portion approximately 20 degrees lower than the front edge.

68.0 402 ADDITIONAL FIXED DIVIDER / STAIR CHAIR STORAGE: .
Note: (1) Additional Fixed Vertical Divider:
Locate: the first divider 8" right of compartment wall #1.
Locate: the second divider 6" right of the first divider.

EQUIPMENT STRAPS: Install a 1" web strap with a speed clip.
Quantity: Two (2)
Locate: #1 center in the backboard storage space between the left wall and the divider...
Locate: #2 center in the upper space between the two fixed dividers.

68.0 403 DIAMOND PLATE CLOSEOUT:
Install a bright aluminum diamond plate closeout between the right wall and the first fixed divider as a close out over the medical inset cabinet.

68.0 600 CURBSIDE MOST FORWARD COMPARTMENT:

68.0 601 CABINET CLOSEOUT:
The top portable 02 storage area will be closed to the exterior.
Refer to option #2196

69 - CHASSIS - MODULAR MODIFICATIONS @ LEADER - STANDARD



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69.-1	1	All exterior compartments shall have black rubber matting on compartment bottoms and shelves
69.-1	2	Interior LED Lighting in all exterior compartments with the exception of the M6 battery compartment, (2) verticle LED strip lights incased in aluminum extrusion from top to bottom located on back side of door jam.
69.-1	3	Install exterior flush mount paddle handle assembly in Entry and Compartment doors (Excluding Nader Pins & Latches). Tri/Mark cast metal chrome plated and buffed to a high luster finish , keyed alike #2002 Rear Entry doors shall be equipped with manual safety release latches at top and bottom of doors.
69.-1	4	Recessed license plate holder (Cast Product) w/ LED light (See Print for Location)
69.-1	5	Install individual rear mud flaps behind each set of rear wheels.
69.-1	6	All patient compartment entry doors shall have red reflectors in the lower corner (interior)
69.-1	7	Exterior of modular shall have rectangular reflectors, amber in the lower corners in front, red in lower corners in rear
69.-1	8	Power activated door locks installed on patient compartment access doors, activated by cab (OEM) door lock switches, and patient comp. access door lock switches - mounted in bezels See Item #:7110
69.-1	9	Stainless steel DOT approved wheel inserts shall be installed on all four outside wheels of the chassis.
69.-1	10	Stainless steel filler extensions will be installed on rear wheels.
69.-1	11	Install (2) tow hooks under rear of vehicle, attach to bumper frame
69.-1	12	The rear of the vehicle shall be equipped with a Leader step/bumper assembly. The center section of the rear step bumper shall be constructed of aluminum w/ star punched safety grip, and hinged to assist in patient loading. Both end caps covered in fixed polished aluminum diamond plate with 30 degree tapered ends. Angle of Departure to be a minimum of 10 degrees.
69.-1	13	Install Fixed windows in the (2) rear patient access doors, and (1) sliding window in side access door. All (3) windows shall feature a dark privacy tint See Item #:70.2
69.-1	14	Side Entry Door and Exterior Compartment Doors shall have gas-filled hold opens. See Item #:70.1
69.-1	15	Rear Entry doors shall have Grabber style hold open devices.
69.-1	16	Polished Stainless Steel lower body rub rails installed on each side of the Module body.
69.-1	17	Aluminum Drip Rails mounted over Exterior Compartments and Rear Entry Doors.



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69.-1 18 (3) Entry Doors Inner Door Panels, install .090 aluminum inner door panels.
(2) rear entry doors
(1) side entry door

69.-1 19 Exterior Compartment Inner Door panels, install .125 polished aluminum diamond plate inner door panels.

69.-1 20 Aluminum Brackets/Supports for the following:
-Cargo Net Plates
-A/C Bracket, Base Plate, Ceiling Track
-Grab Bar Plates
-Gas Shock Brackets
-Seat Belt Plates

69.-1 21 All module doors shall incorporate an extruded rubber seal located around the perimeter of the door.

70 - CHASSIS - MODULAR MODIFICATIONS @ LEADER - OPTIONS

70. 0 1 MODIFY M3 COMPARTMENT:
Replace the (2) standard gas-filled hold opens with (2) L#10405776, one on each door.

70. 0 2 SLIDING WINDOWS:
Replace the (2) standard fixed rear access door windows w/ Sliding Windows.
Both windows shall feature a dark privacy tint.

200 - INTERIOR CABINETS - STANDARD

A.-1 1 A1: Streetside Lower Cabinet:
-Plywood construction with laminate finish.
-Exterior Stainless Steel riser.
-CPR section w/ storage below w/ hinged lid & gas cylinder hold open device w/ FlexDraw hold down latch.
-Gibraltar counter top w/ lips.
See Item #:2191

A.-1 2 A2: Streetside Upper Rear Cabinet:
-Plywood construction with laminate finish.
-Solid wall with (1) upper storage cabinet w/ adjustable shelf, held in place with recessed aluminum unistrut track, w/ sliding polycarbonate windows w/ KKK-A1822F Positive Latch Device.
(Storage cabinet labeled for maximum weight of 40lbs)
See Item #:2192

A.-1 3 A3: Streetside Storage Cabinet:
-Plywood construction with laminate finish.
-(1) upper and (1) lower storage cabinet w/ adjustable shelf in upper cabinet only, held in place with recessed aluminum unistrut track, w/ sliding polycarbonate windows w/ KKK-A1822F Positive Latch Device.
(Each storage cabinet labeled for maximum weight of 40lbs)
-Center section open w/ Gibraltar countertop.
See Item #:2193



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A.-1 4 A4: Streetside Action Wall Cabinet:
 -Plywood construction with laminate finish.
 -(1) upper storage cabinet w/ (1) adjustable shelf, held in place with recessed aluminum unistrut track, w/ sliding polycarbonate windows w/ KKK-A1822F Positive Latch Device.
 -(1) locking drug compartment w/ hinged door and 7/8" lock.
 (Storage cabinet labeled for maximum weight of 40lbs)
 (Drug cabinet labeled for maximum weight of 10lbs)
 See Item #:2194

A.-1 5 A5: Streetside CPR Rear Wall.
 -Plywood construction with laminate finish.

A.-1 6 A6: Streetside Bulkhead Cabinet/Driver Side Partition:
 -Plywood construction with laminate finish.
 -Top of cabinet to have Gibraltar countertop.
 -Upper removable A/C access panel.
 -(1) A/C intake vent w/ filter.
 -Opening for oxygen access with hinged polycarbonate door.
 -Split Cabinet, upper section w/ (1) hinged wood door with (1) Paddle slam latch, and (1) adjustable shelf, held in place with recessed aluminum unistrut track. Lower section w/ vented hinged wood door w/ (1) Locking Chrome "D" ring latch (Inverter & Vacuum pump location)
 (Upper section labeled for maximum weight of 10lbs)
 (Lower section labeled for maximum weight of 0lbs)
 See Item #:2195

A.-1 7 A7: Upper A/C Plenum:
 -Upper A/C horizontal plenum chamber fabricated out of Styrene board.
 -Filler face covered w/ vinyl w/ (7) rotating A/C louvers, (1) exhaust intake louver.

A.-1 8 A8: Upper Partition Cabinet:
 -Plywood construction with laminate finish.
 -Electrical storage cabinet, (1) hinged wood door w/ (2) gas cylinder hold open devices, w/ Locking Chrome "D" ring latch, this will house electrical components.
 -Apply electrical schematic to back side of door.

A.-1 9 A9: Hinged Partition Door:
 -Plywood construction with laminate finish.
 -Partition door w/ Chrome "D" ring latch, hinged on passenger side, door will swing into patient compartment.
 -Sliding (clear) polycarbonate window.

A.-1 10 A10: Curbside Bulkhead Cabinet:
 -Plywood construction with laminate finish.
 -ALS w/ exterior access, split cabinet w/ fixed center shelf.
 -Upper section w/ (1) adjustable shelf w/ aluminum lip, w/ (2) hinged wood lap style doors with (1) Paddle handle slam latch.
 -Lower section w/ (1) adjustable shelf w/ aluminum lip, w/ (2) hinged wood lap style doors with (1) Paddle handle slam latch.
 (Each storage cabinet labeled for maximum weight of 40lbs)
 See Item #:2196



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A.-1 11 A11: Curbside Squad Bench/Wall:
 -Plywood construction with laminate finish.
 -Exterior stainless steel riser.
 -(2) hinged lids w/ gas cylinder hold open devices & flex draw hold down latches on each lid.
 (1) (Kendall 5qt.) sharps container w/ turn latch to secure drop-in style Sharps container located at head of bench.
 (1) waste container with a single hinged Red polycarbonate lid w/ aluminum edge handle, located at head of bench.
 NOTE: Includes (1) Sharps & (1) Trash container.
 See Item #:2197

A.-1 12 A12: Upper Curbside Cabinet:
 -Plywood construction with laminate finish.
 -Cabinet over squad bench, (2) storage cabinets divided into two sections w/ hinged (flip up) 3/8" polycarbonate doors w/ Chrome "D" ring latches.
 (Each storage cabinet labeled for maximum weight of 5lbs)
 See Item #:2198

A.-1 13 A13: Center Console:
 -Plywood construction with laminate finish.
 -Located between cab seats.
 -(2) side vents, removable lid, detachable rear map box w/ (3) polycarbonate dividers.
 -(2) cup holders.
 -(2) 12 volt USB ports.
 Laminate Color: Dark Grey

A.-1 14 A14: Action Wall Panel:
 -Plywood construction w/ (Gloss Black Laminate Finish), location for electrical components.
 Panel layout reconfigured, Cut-out for Two-way radio.
 Refer to option #2194 panel shortened due to inset cabinet.

A.-1 15 A15: Patient Compartment Ceiling:
 -1/4" laminated MDF.

A.-1 16 A16: Gibraltar "Liquid Stop"
 -Located on floor in walkthrough, between cab & modular.

A.-1 17 A17: Patient Compartment Sub Floor:
 -3/4" Marine Grade plywood.

2000 - INTERIOR CABINETS - OPTIONS

A. 0 2190 Supply restocking frame on upper overhead cabinet (priced per cabinet)
 Quantity: Three (3)
 Locate: on each streetside upper cabinet.
 Refer to prints.

A. 0 2191 CUSTOM A1 CABINET:
 Customer requesting a taller lip on counter top.
 Double the height for the Gibraltar lip.
 Refer to prints.



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A. 0 2192 CUSTOM A2 CABINET:
Modify upper storage compartment:
Delete adjustable shelf
Add 12 Adjustable dividers.
Face of cabinet to be used as White Board (Gloss White Laminate) ILO Matte Light Grey
Re-stocking frame, Refer to option #2190 selected above.
Refer to prints.

A. 0 2193 CUSTOM A3 CABINET:
Modify upper storage cabinet:
Delete the standard adjustable shelf.
Delete the standard sliding polycarbonate windows.
Add (1) fixed centered shelf.
Add (6) fixed dividers above shelf & (6) adjustable dividers below shelf.
Add upper hinged 3/8" polycarbonate door w/ non-locking "D" ring latch.

Modify center storage cabinet:
Delete standard gabraltar counter top and replace with a 5" deep removable top access IV Supply Storage
Tray Tote Box with dividers w/ 1/4" hinged polycarbonate (clear) lid. Mounted to top surface of counter top.
Tote Box 22 1/2" X 17" X 5" - Globel Industrial:
(12) WG772188
(12) WG772128
(1) WG772038
(1) WG772084

Modify lower storage cabinet:
Delete the standard sliding polycarbonate windows.
Replace with (1) 3/8" bottom hinged polycarbonate (tinted) door w/ locking "D" ring latch.
Add (1) Adjustable shelf.
(Each storage cabinet labeled for maximum weight of 10lbs)

Refer to prints.

A. 0 2194 CUSTOM A4 CABINET:

Modify upper storage cabinet:
Delete the standard Locking Drug cabinet.
Delete the (1) standard upper storage cabinet and replace with two (2) upper storage cabinets w/ sliding
polycarbonate windows w/ KKK-A-1822F Positive Latch Devices, (1) fixed center mounted shelf in each
cabinet.
Install adjustable plexiglas dividers above and below the fixed shelves.
Note: Include 20 dividers, 10 per side.
Re-stocking frame, Refer to option #2190 selected above.

CUSTOM MID LEVEL INSET CABINET:
One (1) Full height X 14" wide X 12" deep Mid level inset cabinet w/ (2) adjustable shelves, and (2) hinged
3/8" polycarbonate doors (tinted) with Chrome "D" ring latches.
Located at the forward end of the attendant counter.

Stainless Steel Action area surround. (side and back wall).
Refer to prints.



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L 3401

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Luis Mercado

562-570-5410

VIN:

Parent Job 3401

Quoted by: Dave Bakey

Itemnumber Description

- A. 0 2195 CUSTOM A6 CABINET:
- Delete O2 access opening & polycarbonate window.
 - Split Cabinet to be 50/50
 - Double the height for the Gibraltar lip
 - Upper door with no vents
 - Lower door to have (2) vents
 - Delete adjustable shelf in upper compartment
 - Add fixed shelf in lower compartment.
 - Lower door, add (1) additional "D" ring non-locking latch. Door will have (1) standard locking "D" ring latch and (1) non-locking "D" ring latch.
 - Refer to prints

- A. 0 2196 CUSTOM A10 CURBSIDE BULKHEAD CABINET:
- Modify cabinet:
- Upper section enclosed cabinet with interior access only for secure portable O2 "D" cylinder storage w/ (1) Bottom hinged .125" Laminated Aluminum door w/Chrome Steel "D" ring latch.
 - Refer to option #8102 for O2-cylinder holders.
 - Balance of area below O2 cabinet, combined into a single inside/outside access compartment.
 - Due to the O2 storage above the hinged wood door size will be reduced. Add polycarbonate (smoke) inserts to doors.
 - Add (1) Simplex #3EPT1 Push Button Combination Lock to the upper right side hinged wood door only. Set combination to 3-7-2
 - Add Combination Decal above Simplex combination lock on ALS door ("Stickman")
 - Three (3) adjustable shelves, formed from .125" brushed Aluminum W/1/2" lips, set lower at 16" above floor.
 - Lips to have black rubber trim lock installed on the edges and have black Dry Deck on the horizontal surfaces.
- (Each storage cabinet labeled for maximum weight of 40lbs)
Note: The module floor is not to extend into this cabinet.
Refer to prints.



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A. 0 2197 CUSTOM A11 CABINET:

Modify squad bench:

Add a 5" deep removable top access IV Supply Storage Tray Tote Box with dividers w/ 1/4" hinged polycarbonate (clear) lid @ head end of squad bench.

Tote Box 16" X 11" X 5" - Global Industrial:

(6) WG772116

(6) WG772176

(1) WG772026

(1) WG772082

The Trash and C/S Sharps containers will each have a hinged (Red) Polycarbonate access door, the trash and sharps will each have a hole for easy drop through of refuse into the containers.

The opening for the sharps will be round opening, the opening for the trash container will be elongated to optimize the size of the opening.

Sharps container to be Maxim, top drop sharps 4.7 QT. 10" x 6" x 7.75"

Leader supplied trash can and customer supplied sharps container.

NOTE: Due to the customization of the bench the 4-point restraints need to be relocated. (refer to option #9005)

Fabricate a Solid Barrier at the head of squad bench constructed out of 1" aluminum square tubing w/ stainless steel face on both sides, add 1/4" reinforcement plates inside barrier for (2) grab bars. The Solid Barrier will accommodate a Zoll X series monitor with bags dimensions approximate 17" x 9" x 9" x 1/2" Install a 18" X 7/8" S/S bar w/ (2) 60 degree stanchions, mount horizontally on the bench side of Solid Barrier. Install a 24" X 1 1/4" S/S grab bar, mount at a 45 degree angle on the step well side of the Solid Barrier. This will be used to hang a ZOLL monitor on.

Note: The bench must be able to accommodate a 72" back board.

Refer to prints.

A. 0 2198 CUSTOM A12 UPPER CABINET:

Custom Cabinet Bin Storage:

Add (1) fixed 3/8" plex divider (centered) and 1 1/2" high retention lip on each compartment.

Refer to prints.

A. 0 2199 CUSTOM CABINET:

Angled Curbside Electrical Switch Panel:

An angled cabinet shall be installed just below the forward portion of the bench ceiling cabinet.

The cabinet shall provide an installation location for the relocated rear main electrical control panel, the restock timer and an O2 outlet.

Cabinet face will be laminated with Gloss Black material.

Refer to option #6320



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A. 0 2200 CUSTOM CABINET:
 Curbside Cabinet @ Foot End of Bench:
 A 10" deep medical supply cabinet will be constructed flush into the wall above the foot end of the squad bench and above the M4 exterior compartment stair chair storage.
 The bottom of the inset med cabinet will be 42" above the floor of the M4 exterior compartment.
 Interior laminate white, four (4) adjustable shelves, 3/8" hinged polycarbonate (tinted) doors with Chrome Steel "D" ring latches. (See drawings).
 (Each storage cabinet labeled for maximum weight of 5lbs)
 See option 68.403, The exterior will be clad in bright diamond plate to match the exterior compartment interior.

A. 0 2201 CUSTOM CABINET:
 Latex glove storage compartment above curbside access doors plywood construction with laminate and padded vinyl finish, to accommodate (3) latex glove boxes. 3/8" hinged (flip up) polycarbonate (tinted) door w/ (1) chrome two-way catch.
 (3 glove boxes included)

A. 0 2202 CUSTOM A13 CENTER CONSOLE FOR FORD E450 CAB.:

FORWARD SECTION - (2) 12V outlets, (1) on Driver and Passenger sides, MDT mount to be installed. Reinforce passenger side to accept specified MDT mount. A closed storage space with a hinged aluminum door (Grey laminate finish) and 7/8"key lock.

CENTER SECTION - Two-way radios, Whelen 295SL 101 Siren, PTT Buttons in center section.
Open storage

CONSOLE EXTENSION:
Map storage with adjustable dividers, (2) cup holders, and Open storage will be located in the balance of the space available.

RADIO HEAD CUT OUTS: Provide Two (2) radio head cutouts.
 #1 Motorola APX 8500VHF
 #2 Motorola APX 8500UHF
 #3 Whelen 295SL101 siren
 Refer to prints.

300 - INTERIOR TRIM AND COLOR - STANDARD

B.-1 1 Floor color/material - (Coved), Anti-Microbial, UV Protected, Lonseal - Loncoin II Flecks, #150UV Onyx.

B.-1 2 (3) Seat Cushions, (2) Back Rests, (2) Head Rests, (2) CPR Side Bumpers, Gimp, Headbumpers, Fillers. Upholstery color/material - "Water Fall" style w/ velcro fasteners.
Color: Sierra Light Grey. (L#05-086)
COLOR CHANGE: Black Doeskin ILOS

B.-1 3 ~~Attendant Seat color/material, (1) High Back (EVS) Seat 6 degree back, IMMI-PER4MAX, 4 point black-restraint, w/ sliding track & swivel seat base.~~
~~Color: Sierra Light Grey (L#05-086) "sewn", w/ Leader Logo.~~
See Item #:3130



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Itemnumber	Description
B.-1 4	Laminate color, patient compartment, exterior & interior cabinets, (Gloss) White #D354-F1 Wilsonart. See Item #:3131
B.-1 5	Laminate color, patient compartment ceiling, (Gloss) White #D354-F1 Wilsonart.
B.-1 6	Door panels (3) are to be aluminum covered with #D354-F1 Gloss White laminate, w/ 6" 3M Red #983-72 Conspicuity reflective safety stripe, w/ stainless steel @ bottom of panels. See Item #:3131
B.-1 7	Polycarbonate color .240, tinted
B.-1 8	Polycarbonate sliding doors, retain handles on doors and provide KKK-A1822F Positive Latch Device with provision to accommodate security cable ties.
B.-1 9	Counter Top Color, Quarry Starred (Black) - Gibraltar Material
B.-1 10	The patient area walls & ceiling of the vehicle shall be insulated w/ Expanded Polystyrene Foam for both thermal and acoustic insulation. The ceiling (only) will have additional insulation using foil backed bubble reflectix.
B.-1 11	The Modular Rear and Side Entry doors to be insulated w/ Foil Backed Polydamp Damping Pad w/ Foam Insulation. (no styrofoam)

3000 - INTERIOR TRIM AND COLOR - OPTIONS

B. 1 3130	Attendant seat (EVS) High Back Seat, 6 degree back, IMMI-PER4MAX, w/ 4-point restraint, w/ built in child seat, w/ sliding track & swivel seat base ILOS, NOTE: This is not available in vacuum form, will be "Sewn" (Black Doeskin) Add left and right arm rests.
B. 0 3131	PATIENT COMPARTMENT LAMINATE COLOR CHANGE: -Exterior and Interior of Cabinets (Matte Light Grey #D355) ILOS -Door panels for entry doors (Matte Light Grey #D355) ILOS

400 - WARNING DEVICES - STANDARD

C.-1 1	Warning lights, front of upper module ILO lightbar, (7) total, (6) Flashing Whelen Super LED SurfaceMax C9LR Red w/ Red lens. (1) Flashing Whelen Super LED SurfaceMax C9LC White w/ Clear lens. Chrome flanges included. "R" "R" "R" "W" "R" "R" "R" See Item #:4431
C.-1 2	Warning lights, side, (4) Total, (2) Flashing per side, Whelen Super LED SurfaceMax C9LR Red w/ Red lens. Chrome flanges included.



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Itemnumber	Description
C.-1 3	Warning lights, rear of vehicle, upper outboard corners, (2) Flashing Whelen Super LED SurfaceMax C9LR Red w/ Red lens. Chrome flanges included.
C.-1 4	Warning lights, rear of vehicle, window level, (2) Flashing Whelen Super LED SurfaceMax C9LA Amber w/ Amber lens. Chrome flanges included.
C.-1 5	Warning lights, grille, (2) Whelen ION T-Series Linear Super LED (STEADY BURNING) Red w/ Clear lens & Chrome Flange. Mounted on upper horizontal grille bar. See Item #:4434
C.-1 6	Intersection lights, front fenders, (2) Flashing Whelen Super LED SurfaceMax C7LR Red w/ Red lens. Chrome flanges included.
C.-1 7	Headlight flasher, Leader solid state, electronic, console switch.
C.-1 8	Siren speaker, (2) Cast Products 100 watt siren speakers, recessed through front OEM bumper. (Polished Aluminum Finish)
C.-1 9	Scene lights, upper sides, (4) total, (2) per side, Whelen LED SurfaceMax C9SL, w/ Clear lens. Chrome flanges included. Curbside to activate via Rocker switch in cab, and when curbside patient compartment access door is opened.
C.-1 10	Scene lights, upper rear, (2) Whelen LED SurfaceMax C7SL w/ clear lens. Chrome flanges included. To activate via Rocker switch in cab, and when rear patient compartment access door is opened.
C.-1 11	Running board lights, (2) Whelen #20C0CDCD LED, (1) per side mounted on splash shield, activate via cab doors, constant hot.
C.-1 12	Front, rear and side FMVSS LED marker lights w/ Chrome housings. Front; (5) Amber lights Rear; (5) Red lights Side @ Rear (2) Red lights See Item #4431 Delete Front ICC lights, they will be included on Lightbar.
C.-1 13	Back-up, turn and stop/tail lights, w/ Chrome flanges shall be as follows: (2) Turn Signal Whelen LED SurfaceMax C6T Amber w/ Arrow, - outboard on diamond plate. (2) Stop/Tail Lights, Whelen LED SurfaceMax C6TT Red w/ Red lens - inboard on diamond plate. (2) Back-Up Lights, Whelen LED SurfaceMax C6BUL White w/ Clear lens - above diamond plate on body.
C.-1 14	3rd Brake light, rear upper center, Kinequip LED
C.-1 15	Back-up alarm, rear mounted, 97 decibel with auto reset, console defeat switch
C.-1 16	Siren electronic, located in over head console, Whelen dual tone #295HFSA7 w/ remote amp CA spec, (hi-lo deleted) 100 watt output w/ removable mic, hands free horn ring control. NOTE: Siren to be activated via Primary/Secondary Switch in Primary Mode Only. Relocate to Center Console



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4000 - WARNING DEVICES - OPTIONS

C. 0 4310 Air horns, (2) Chrome Buell trumpets 10" with reservoir tank, compressor, with (1) Linemaster drivers side foot switch activated via Primary/Secondary switch.
See Print for location.
Compressor Location: M6 Exterior Compartment to right side of Batteries.
Delete Airhorn Foot Switch, Replace with (1) push button momentary switch to the front console, Locate on the top surface, left side as space allows
Refer to Prints.

C. 0 4430 Grille lights vertical, (2) additional Whelen Red W/ Red lenses, LED strip lights.
Verticle grille lights to be steady burning.
Refer to option #5122

C. 0 4431 FRONT LIGHT BAR:
Whelen 4500 Series 9 sections, W/8, 400 Super LED sections, 88.00 inch long, w/ ICC amber marker lights.

All lights are set as FLASHING.
RED/RED/White/ RED /Opticom\RED\White\RED\RED
Note: Red lenses for Red LED lights.

- (1) 45B88A - 88" 4500 Build-A-Bar w/ Amber ICCs
- (2) 45CLR - Add One Red Linear-LED Corner Module
- (4) 45FLR - Add One Red 400 Linear-LED
- (2) 45FLC - Add One White 400 Linear-LED
- (1) 795H - GTT LED Emitter
- (1) 45795H - 4500 Steel 400 Series Lighthouse Mounting Bracket
- (3) 45FLASH - 4500 LED Flasher
- (1) 01-0269936-00 - Two Channel Flasher (See Notes)
- (1) 46-0764239-00 - Flasher Wire Harness (See Notes)
- (1) 67-1T21800500 - Black Wire Lead (See Notes)
- (1) 67-1T21822500 - Red Wire Lead (See Notes)
- (1) 67-1T21897500 - Wht/Vio Wire lead (See Notes)

The emitter shall be wired "ON" with the Primary warning light switch and shall disengage when the vehicle is placed in "PARK" or "NEUTRAL".

There shall be a separate Opticom on/off switch installed on the front switch panel.
Opticom switch to override not defeat so that the opticom can be turned on without being in Code III mode.

Refer to option #5122

C. 0 4432 MODULE SIDE (REAR) INTERSECTION LIGHTS:
Intersection lights, over the rear fenders, (2) Flashing Whelen Super LED SurfaceMax C7LR Red w/ Red lens. Chrome flanges included.



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C. 0 4433 ENTRY DOOR MARKER LIGHTS - TOTAL (3) DOORS:
Install Whelen Red flashing door marker lights.
Quantity: Six (6). Two (2) per each module entry door, top & bottom.
Configure to come on when the door is opened.
Refer to prints

C. 0 4434 GRILLE LIGHTS:
Whelen TIR6-500 Red LED with Red Lens w/ Chrome Housing, including aluminum mounting plate.
Driver Side: (Flashing)
Passenger Side: (Steady Burning)
Refer to option #5122

500 - ELECTRICAL CONTROL CENTER - STANDARD

D.-1 1 Electrical component center, all conversion components, 5 minute shut down timer, KKK-A1822F flasher,
KKK-A1822F Flash Pattern, circuit boards, relays, solenoids, circuit breakers, etc.
Located in A8 cabinet.
See Item #:5122 & #5125

D.-1 2 Overhead console, fiberglass (Grey) overhead console to house switches, siren, indicator lights.
Siren has been relocated to center console.
DO NOT CUT HOLE FOR SIREN IN OVERHEAD!!!

D.-1 3 Dimmer switch for rocker switch backlighting and indicator lamps. (cab only)
Located on cab overhead console.

D.-1 4 Electrical Switch Panel, front overhead console.

D.-1 5 Voltage Meter Digital, (Kinequip) w/ audible low voltage warning, buzzer will sound if voltage drops below
11.8, console mounted.

D.-1 6 Amperage Meter Digital, (Kinequip) with remote induction sensor - no shunt, console mounted.

D. 0 7 Indicator lamps - "EMERG START" Red / "MASTER ON" Green.

D. 0 8 Indicator lamps - "DOOR OPEN" Red / "COMPARTMENT OPEN" Amber.

D.-1 9 Indicator lamps - "LOW VOLTAGE" Amber / "PARKING BRAKE" Red.
NOTE: Parking Brake to have audible buzzer in addition to indicator lamp.

D.-1 10 Switch, "PRI. SEC" w/ center off, Primary controls all emergency lights, Secondary controls all emergency
lights except White upper forward facing warning light, Grille lights, and Intersection lights. Red/Amber
Switch.
See Item #:5122

D.-1 11 Switch, "HEADLIGHT FLASHER" lit White.

D.-1 12 Switch, "BACK-UP ALARM" non-lit momentary.



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- D.-1 13 Switch, "LEFT SCENE" lit White.

- D.-1 14 Switch, "REAR SCENE" lit White.

- D.-1 15 Switch, "RIGHT SCENE" lit White.

- D.-1 16 Switch, "PATIENT DOME" 3-way, lit Amber.

- D.-1 17 Switch, "PATIENT HEAT/AC" 3-way, lit Blue.

- D.-1 18 Switch, "MODULE DISCONNECT" lit Green.

- D.-1 19 ~~Switch, "EMERGENCY START" momentary switch with unlock button, lit Red.~~
See Item #:5124

- D.-1 20 Map lights, (2) dual Red/White LED map lights located in cab overhead console, (1) above driver, (1) above passenger.

- D.-1 21 Handheld LED Spot light, "Nighthawk" hard wired. (clip supplied loose)

- D.-1 22 Two-way radio power, Positive-Negative-Ignition, with terminal strip, located inside center console.

- D.-1 23 Back-Up Camera, OEM integrated, OEM camera located above modular rear entry doors.

5000 - ELECTRICAL CONTROL CENTER - OPTIONS

- D. 0 5060 Lock out, park and neutral, wire any device to be inoperative in park and neutral, (requires engineering approval).
See Items #4431 - Opticom & #5123 on/off switch

- D. 0 5110 12 Volt wiring, pair. Positive - Negative, 20 amp protection, terminate behind driver seat w / 3 feet of coil.
Quantity (2)
These will be used for Portable Radios, Flashlights, use 12 gage wire w/ 10 amp circuit breakers.
Locate: (1) one set behind the driver seat.
Locate: (1) one set in the streetside Intermediate compartment.
Configure: Wire continuously Hot.
NOTE: Label all wiring as AUXILARY POWER

- D. 0 5121 AUXILARY 12V DC SUB PANEL: Blues Sea ST Blade Split bus fuse block.
Two isolated 6-circuit fuse blocks w/negative bus
6-gage Red Constant hot w/ 50 amp circuit breaker protection, Ignition hot w/ 20 amp circuit breaker protection, 6-gage Black Ground
(Specify Location)
Quantity: Two (2) Locate:
(1) inside center console.
(1) inside A6 (lower section) cabinet.
Label all wiring as RADIO POWER



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D. 0 5122 KKK-A1822F LIGHTING MODIFICATION:
 -Delete KKK-A1822F Flash Pattern.
 -Replace with the following:
 (Credits included in price)

-Lightbar to have all flashing lights no steady burning

-Primary:
 -All Warning Lights - Set Flashing Lights to Triple Flash

-Secondary:
 -All (4) rear warning lights to (flash) in secondary mode.
 -(2) Verticle grille lights (steady burning) in secondary mode.
 -(1) Passenger side TIR6-500 grille light (steady burning) in secondary mode
 -(1) Drivers side TIR6-500 grille light to (flash) in secondary mode

D. 0 5123 OPTICOM ON/OFF SWITCH:
 Add an On/Off LIT White Rocker Swith in the "C" position in front center console.
 Note: The Opticom switch is wired through the P/N switch, and is to override not defeat so that the opticom can be turned on without being in Code III mode.

D. 0 5124 MODIFY EMERGENCY START CIRCUIT:
 Modify the Standard E-Start Circuit:
 Emergency Start Circuit to be wired without the locking feature. Requires Momentary switch (labeled EMERG START) ILOS.
 Momentary switch is held "on" to engage the reserve battery. System will return to the standard batteries when the switch is released.
 (NOTE: The Red indicator lamp will remain lit once the momentary switch is activated and will have to be re-set as normal once the switch is released)

D. 0 5125 MAIN GROUND LUG:
 - Replace the standard single ground terminal 5/16 lug with 150amp 1-circuit bus bar.
 - Located in electrical cabinet
 - Includes all credits

600 - ELECTRICAL PATIENT COMPARTMENT - STANDARD

E.-1 1 ~~Dome lamps, ceiling, (8) flush mount, Whelen LED High-Low-Dome-Lights. Door jamb switch activated (low-intensity) and switch panel activated (high-low)~~
 See Item #:6229

E.-1 2 Electrical outlet 12 volt, Blue Sea #1011, Two (2) cigarette lighter style.
 NOTE: (Unless noted 12 volt outlets will shut down with timer)
 Location:
 (1) Rear action wall
 (1) ALS cabinet



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E.-1	3	Electrical outlet 12 volt Combination USB Port Type A 3.0 / Type C 4.0 Quantity (3) NOTE: (Unless noted 12 volt USB outlets will shut down with timer) Location: (2) Center console. (Refer to prints for location) (1) Action wall area. (Refer to prints for location)
E.-1	4	Electrical, (2) 120V (15amp GFI protection via Inverter) Illuminated outlets, 14-AWG (3) conductor cable terminating in Inverter compartment w/ male plug on end of cable. Connect to (optional) Inverter or to shoreline power. (1) ALS cabinet area. (refer to print for location) (1) Action wall. (refer to print for location) See Item #:6060
E.-1	5	Interior cabinet lighting, LED strip lighting inside compartments including below action wall panel, activated w/ lit switch in action wall.
E.-1	6	Work Light, LED strip light inside electrical cabinet. Activated via momentary switch, hot @ all times.
E.-1	7	Switch panel patient compartment (10) position. See Item #:6230 (10) position panel has been relocated to curbside.
E.-1	8	Switch, "PATIENT DOME" 3-way, lit Amber.
E.-1	9	Switch, "DOME HI-LO" lit White.
E.-1	10	Switch, "EXHAUST" lit Amber.
E.-1	11	Switch, "ELECT SUCTION" lit Amber. 3-Way Lit Amber ILOS
E.-1	12	Switch, "PATIENT HEAT A/C" 3-way, lit Blue.
E.-1	13	Switch, "A/C, FAN HI-LO", lit White.
E.-1	14	Switch, "A/C HEAT-COOL" lit Red-Blue
E.-1	15	Switch, "COMPARTMENT LIGHTS" lit White 3-Way Lit Amber ILOS
E.-1	16	Shore power, 120V, 15 amp w/ Hubbel cast cover, inlet located behind driver door, w/ 15 amp GFI protection, cable terminating in Inverter compartment w/ female plug on end of cable. Connect female plug to 110V outlets or (optional) Inverter. See Item #:6231 & #6232
E.-1	17	Restocking light push button digital timer, located on curbside wall @ head end of squad bench, 5-15 minute, controls (4) dome lights over cot (high intensity) See Item #:6294
E.-1	18	Step Well Light LED, located in side door step well, door switch activated,



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E.-1	19	Inverter Pre-Wire, Includes 12 volt Pos-Neg with Anderson quick disconnect connector, terminating inside (lower A6) inverter compartment. (Does not include remote panel or rocker switch)
E.-1	20	Door Switches, magnetic door jamb switches for exterior compartments and patient access doors.
E.-1	21	Clock, Emergency Time Manager, mounted in action wall panel, chimes. See Item #:6293
E.-1	22	AM-FM Speakers (2) above rear access doors in patient compartment Delete
E.-1	23	Battery Charger, IOTA 45 amp. (activated via shoreline) See Item #:6040

6000 - ELECTRICAL PATIENT COMPARTMENT - OPTIONS

E. 0	6040	Power Inverter and Battery Charger, 1100W Vanner "LifeSine" LSC12-1100, with fully integrated 1FM1 module, and Leader supplied rocker switch.
E. 0	6060	Electrical, 120V Illuminated outlet, additional location, (location on print), tie in to 120 circuit, (in addition to standard). (1) Additional 110V Outlet: Location: Action wall. Refer to prints.
E. 0	6229	Dome lights ILOS, (8) Code III Bacteria Killing Vital Vio White LED.
E. 0	6230	OPTIONAL ATTENDANT AREA SWITCHING: The main panel has been relocated curbside. Install a (5) position switch panel ILOS w/ additional switches on action wall panel (see print for location) 1) Switch, CABINET LIGHTING / lit Amber 3-Way 2) Switch, ELECTRIC 02 / lit Amber 3-Way 3) Switch, ELECT SUCTION / lit Amber 3-Way 4) Switch, INVERTER / lit Red 5) Push to Talk Button
E. 0	6231	SHORE LINE POWER INDICATOR: Note: Install a 110 volt LED Shoreline power indicator light (Red) above the shoreline inlet.
E. 0	6232	CUSTOM SHORE POWER INLET: Replace the standard 15 amp straight blade shoreline inlet with a 30 amp. (This will require a larger cover plate L#10405122
E. 0	6293	"SkyScan" Atomic Clock. Locate: Center over the Rear Doors
E. 0	6294	DUAL POSITION: Location: Rear Entry Door Area NOTE: Additional switch required - momentary rocker switch on (2) position switch plate. Locate: Rear switch located on the inner door panel of the curbside rear door.



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Quoted by: Dave Bakey

Itemnumber Description

700 - ELECTRICAL AND MECHANICAL - STANDARD

F.-1	1	Air conditioning/heater, driver compartment switching control dash, OEM, w/prep for rear air.
F.-1	2	Air conditioning/heater, patient compartment evaporator, ducted central air, w/ (filtered) air intake vent, and (7) A/C round louvers. See Item #:7111
F.-1	3	Air conditioning hose, shielded low loss, wedged on fittings, R134 (included w/ F2)
F.-1	4	Heater hose, Nomex, Ford QVM (included w/ F2)
F.-1	5	Tri-Battery system - (2) primary, and (1) emergency start, w/ resettable circuit breaker, redundant battery system wiring and electrical components. Overhead console mounted LED Red indicator lamp and activation switch. Includes (1) battery under hood in OEM location, and (2) 65 series batteries located in battery box. See Item #:5124
F.-1	6	Shut Down Timer, with 5 min. delay activated via ignition switch. Set Timer to 20 Minutes
F.-1	7	Wiring loom, Leader fabricated, hi temp SXL, color coded, number coded and function labeled, with split loom wire protection
F.-1	8	Antenna wiring (2) RG58A/U coax, roof location # 1 & 2 with Stainless Steel (Interior) access plates, terminate in cab, inside center console. See Item #:7001
F.-1	9	Power Exhaust 4" vent, w/ Cowl vent cover. (Refer to prints for location)
F.-1	10	Remote door lock release, front grille. NOTE: Installation of Remote Door Lock Switch feature may increase the likelihood of unauthorized entry into vehicle. With this feature, purchaser further agrees to hold Leader Ind. or chassis manufacturer harmless for any loss of vehicle or contents caused by unlawful access. (Customer has the option to Delete this feature)
F.-1	11	Reverse activated (rear) loading lights
F.-1	12	(2) Braided ground straps located between engine and chassis.

7000 - ELECTRICAL AND MECHANICAL - OPTIONS



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F. 0 7001 RADIO, ANTENNA, MDT, INTERCOM PREP:
Refer to option 41.1
Radio, MDT, Intercom install by 911 Communication.
Leader will work with 911 Communication to run required leads, provide holes, and raceways for antenna leads a harnesses, and interior access plates for antennas.
The total number of antennas (7)
(5) Mounted on Modular Roof
(2) Mounted on Cab Roof

F. 0 7110 Power door locks for exterior compartment doors. (Except Battery Compartment door).

F. 0 7111 INDEPENDENT PATIENT COMPARTMENT A/C-HEAT:
AC isolated system, Auxiliary (2) fan under body condensor kit, Add Second Compressor. ILOS
Ducted central air, w/ (filtered) air intake vent, and (7) A/C round louvers.

F. 0 7112 FLASHLIGHTS:
Provide (2) Two (Safety Yellow) Pelican 9410L flashlights with 12V vehicle chargers.
Install in streetside intermediate compartment, refer to option #5110 for power.

800 - OXYGEN SYSTEM - STANDARD

G.-1 1 Aspirator, action wall area, SSCOR 22000, flush mount panel and gauge w/ S/S Canister Holder.

G.-1 2 Vacuum pump, 12V, w/vent tube to exterior. Locate inside A6 cabinet.

G.-1 3 Oxygen system, Amico Ohio style quick release, mounted on plastic trim rings, (3) outlets, (2) in actionwall panel, (1) on wall above squadbench @ headend
See Item #:8020 & #8101

G. 0 4 ZICO Main O2 Bracket - Locate in M1 exterior compartment. Capable of holding either "M" or "H" tank
Set for "H"

G.-1 5 Oxygen wrench, fasten cable to wall by oxygen bottle.

8000 - OXYGEN SYSTEM - OPTIONS

G. 0 8020 Flowmeter Integrated, Amvex 0-15 LPM (Tube Style) Replace (1) Standard Oxygen Faceplate

G. 0 8101 Electric switched Oxygen with digital read out, replaces manual system, includes manual by-pass.
See Item #:6230 / 3-WAY Switch Lit-Amber.

G. 0 8102 PORTABLE O2 HOLDERS:
Oxygen small bottle holder, quick release Leader style, cabinet mount, DUAL "D" bottles.
Locate: In the top of the right side of curbside bulkhead cabinet. Refer to option #2196
Quantity: (2)



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G. 0 8103 PORTABLE SUCTION:
(1) Laerdal Compact Suction Unit 4 (LCSU 4) with the 800 ml canister.
With portable carry bag.
(Ship loose)

G. 0 8104 ZICO SCBA BRACKETS:
Leader to supply and install (2) two Zico SCBA Brackets in the intermediate compartment.
Locate on the angled mounting brackets in the M2 exterior compartment.
ZICO# SC 50 H 6 SFPHS
Refer to prints and option #68.201

900 - HARDWARE -STANDARD

H. -1 1 Seat belts IMMI-PER4MAX, (3) 4-point restraints, (2) for squad bench attendants, and (1) for CPR attendant. (2) sets of lap belts to secure patient to squad bench.
See Item #:9005

H. -1 2 I.V. holders, (2) positions, #1 & #3, Cast Products # A20-14 flush mount, polished aluminum.

H. -1 3 Module (interior) access door grab handles, (3) Anti-Microbial 1-1/2" diameter stainless steel satin finish, angled grab handles mounted on module access doors.
See Item #:9001

H. 0 4 Ceiling grab rail Anti-Microbial, center mounted, stainless steel, satin finish 1 1/2" diameter, 72" length.
See Item #:9002

H. -1 5 Door sills, (rear), bright stainless steel, w/ramp edge, (side) bright stainless steel sill 1 1/2" x 2 1/2"

H. -1 6 ~~Net, Front end of squad bench, 4 anchor fasteners, (1) ratchet, Black 1 1/2" webbing.~~
Delete

H. -1 7 Fire Extinguisher, ABC, 5lb, w/ quick release bracket.
Quantity (2) ship loose.
Mount one (1) on the upper section of the #2 wall of the (M1) exterior compartment.
Ship second loose.

9000 - HARDWARE - OPTIONS

H. 0 9001 ADDITIONAL GRAB BARS: Four (4)
Install (2) 24" X 1 1/4" S/S Anti-Microbial grab bars on ceiling, (1) on each side of the CPR seat next to streetside wall.
Install (1) 24" X 1 1/4" S/S Anti-Microbial grab bar (mount vertical) on the curbside interior wall to assist with entry into the rear of the module.
Install (1) 24" X 1 1/4" S/S Anti-Microbial grab bar (mount at 45 degree angle) on the step well side of the squad bench Solid Barrier to assist with entry into the side of the module.
Refer to Prints



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Itemnumber Description

H. 0 9002 CEILING GRAB BAR 96":
Install 96" grab bar ILOS, center over Right edge of cot.
Refer to Prints

H. 0 9003 PAINTED 14 GAGE STEEL UNIT NUMBER PLATES: Leader to provide Four (4) Matching number plates
for the install of unit ID decals.
Size: 12.5"Wide X 8" Tall
Color: Red to match body
Locate: one on each side of the module w/ double sided tape.
Refer to photos for exact location.

H. 0 9004 PAC Tool:
Supply and install (2) PAC1004 Handle Lock Tool Bracket set for long tools.
Locate: M1 Exterior Compartment #1 wall.
Quantity: Two (2)

H. 0 9005 SEAT BELTS:
Due to the customization of the squad bench the (2) IMMI-PER4MAX 4-point restraints for the squad bench
will need to be relocated.
Refer to prints.

1000 -PATIENT HANDLING EQUIPMENT - STANDARD

I.-1 1 Cot fastener, Ferno #185 (Medium 96") Stat Trac fastening system. (Center Position)
(Compatible with 35A, 35 series, 93 series, and Power Flexx Cots, Cots must be upgraded to StatTrac
compatibility.)
See Item #:10061 & #10175

10000 -PATIENT HANDLING EQUIPMENT - OPTIONS

I. 0 10061 Cot fastener, Stryker Power Load #6390-000-000 w/ floor plate. (Meets SAE J3027)
NOTE: (COTS MUST BE UPGRADED TO POWER LOAD COMPATIBILITY)
NOTE: (WITH THIS OPTION WHEEL GUIDE OPTION #10062 IS MANDATORY ON ALL TYPE II
VEHICLES)



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Itemnumber Description

I. 0 10173 Cot, Stryker #6507 Power-Pro 2 High Configuration
Includes:
STANDARD COMPONENTS
Patient Right Cot Retaining Posts
3 yr. X-Fram Powertrain Warranty
2 yr. Bumper to Bumper Warranty
Dual Wheel Lock
Standard Fowler
Domestic English Manual
Domestic Shipping (Does not include HI, AK, PR, GM)
X-Restraint Package
Knee-Gatch/Trendelenburg
Steer-Lock
J Hook
Dual Power-LOAD and Performance-LOAD Compatibility
OPTION - 120V AC Power Cord - NA (NEMA 1-15P)
XPS Side Rail
XPS G-Rated Bolster Mattress
3 Stage IV Pole(patient right)
Head End Oxygen Bottle Holder
No Runner/HE O2
Head End Storage Flat
Pocketed Back Rest Pouch
Equipment Hook
See Item #:10176 & 10177 & 10178

I. 0 10175 Stryker Mass Casualty PowerLoad Fastener:
Includes:
-PowerLoad Floor Mount Assembly w/ 1/2" Backing Plate
-Short Rail
NOTE: This Option Requires PowerLoad Option

I. 0 10176 Additional Battery:
(1) Stryker Lithium-Ion Battery
(Ship Loose)

I. 0 10177 Stryker PowerLoad 7 Year Warranty:
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 *INCLUDES FLOOR PLATE

I. 0 10178 Stryker #6507 PowerPro 2 High Configuration Cot 7 Year Warranty:
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 CONFIGURATION Cot

1100 -PAINT, BODY AND GRAPHICS - STANDARD



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Itemnumber Description

J. 0 1 ,An acrylic urethane paint process is required on the module body.

J.-1 2 Emblems, Leader front fenders, rear doors, no smoking labels, ETC.

11000 -PAINT, BODY AND GRAPHICS - OPTIONS

J. 0 11060 Paint to sample, color formula for exact match and spray sample, (required on all critical colors) (customer must sign and approve sample).

J. 0 11070 REAR "CHEVRONS" FLAT REAR SURFACES, INCLUDING DOORS:
Red/Yellow "Chevron" striping, 6" wide in an upside down "V" pattern.
Fluorescent Yellow Green, 3M Diamond Grade Conspicuity #983-23
Electro Cut Red Translucent 3M #1172
DO NOT INSTALL ON REAR DOORS

J. 0 11071 CUSTOM PAINT:
Cab to be repainted RED
Module is to be painted RED
PPG #76936 Mac Red.
Color Code: Sikkens RED FLNA #30614
(REV)



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J. 0 11072 LETTERING / BELTLINE STRIPE:
("Stickman")

Synthetic Gold Lettering (BY SIGN-GOLD):
Laminated Synthetic Gold, 1" Engine turn, 1/8" Black borders.
Clear rock guard overlay.

Module Front:

"LONG BEACH" (Straight) approximately 4" Centered above the cab.

Module Sides:

"LONG BEACH" (Arched) approximately 8" Scale to fit

"FIRE DEPARTMENT" (Straight) approximately 6" Scale to fit

Other lettering:

"PARAMEDIC" (Straight) approximately 4" in white beltline (Red Reflective Scotchlite)

Module Rear Doors:

"LONG BEACH" (Straight) approximately 8" Scale to fit above the windows

"FIRE DEPARTMENT" (Straight) approximately 6" Scale to fit below the windows

"PARAMEDIC" (Straight) approximately 4" Scale to fit below door handles

Cab Door Logos:

"LONG BEACH FIRE DEPARTMENT" (Circle) approximately 12" (Refer to Photo)

CLASS 1 (Straight) approximately 1 1/4"

ADDITIONAL LETTERING:

Unit Numbers:

White Reflective Scotchlite (Straight) 5.5 inch, Four (4) sets of each

Apply one matching set to all four side of the unit on the Leader provided painted steel plates.

Note Refer to option #9003

White Reflective Scotchlite (Straight) 16" inch, One (1) set of each

Applied center on the module roof.

SPECIAL:ROOF GRAPHICS:

Add additional Roof Graphics

Material: White reflective Scotchlite, no borders

Size: 12"

Font: to match other lettering

"LONG BEACH "

"FIRE"

Locate across forward portion of roof.

CUSTOM BELTLINE STRIPE:

Single 6" beltline, Mid Body. (Straight, No Upward Jog)

Material: Scotchlite, White reflective.

The stripe shall include 1/4 inch Black reflective pinstripe on edges.

IN MEMORY OF:

(2) In Memory of Dave Rosa Decals w/ rock guard (Refer to Photo)

Locate to M3 & M4 doors (lower corner)

Refer to photos



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Itemnumber Description

NOTE: QUOTE IS GOOD FOR 60 DAYS FROM DATE ON THIS DOCUMENT.

Contract Total: \$426,516.00

FACTORY Representative

Date:

Sales Representative

Date:

PLEASE NOTE CHANGE ORDER CHARGES AND FEES:

1. Change order received after confirmation but prior to production start: \$100 per item plus standard option cost

2. Change Order received after production start: \$200 per item plus two times the standard option cost and any additional labor to accommodate the change at \$200 per hour

3. Change Order received at delivery: \$300 per item plus three times the standard option cost and any additional labor to accommodate the change at \$200 per hour.