

# ALAMEDA FIRE DEPARTMENT

## Engine 3 Quotes

September 18, 2017

Description	Qty	Price
Pierce Quantum 1500GPM Pumper - Price quote includes: 1 Lucas Chest Compression Device and 1 Lifepack Heart Monitor	1	\$ 878,701.90
Motorola 800 MHZ Mobile Radio	1	\$ 28,419.75
Motorola 800 MHZ Portable Radio	4	
Motorola 800 MHZ Portable Radio Charger	4	
BK 500 Channel VHF Mobile Radio	1	\$ 3,397.51
BK 500 Channel VHF Portable Radio	4	\$ 4,030.71
iPad Package (gateway, iPad, hardware)	1	\$ 6,500.00 **
<b>TOTAL:</b>		<b>\$ 921,049.87</b>

\*\* estimated price, awaiting final quote.

2600 AMERICAN DRIVE  
 POST OFFICE BOX 2017  
 APPLETON, WISCONSIN 54912-2017  
 920-832-3000 • FAX 920-832-3208  
 www.piercemfg.com



## PROPOSAL FOR PIERCE® FIRE APPARATUS

City of Alameda Fire Department
1300 Park Street
Alameda, California 94501-4508

DATE	September 12, 2017
QUOTE NO.	90912-17
EXPIRES	<b>November 15, 2017</b>
SALES REP.	Ryan Wright

The undersigned is prepared to manufacture for you, upon an order being placed by you, for final acceptance by Pierce Manufacturing, Inc., at its home office in Appleton, Wisconsin, the apparatus and equipment herein named and for the following prices:

### OPTION A: 100% PRE-PAYMENT AT TIME OF CONTRACT SIGNING

#	Description	Each
A	One (1) Quantum 1500 GPM Pumper ( <i>HGAC contract number FS12-15, TC06</i> )	811,861.11
B	Factory Inspection Trips (2 trips for 4 customer representatives)	12,800.00
C	Delivery / Dealer Preparation	4,500.00
D	Performance Bond	2,338.89
E	<b>DISCOUNT FOR 100% PRE-PAYMENT AT CONTRACT SIGNING</b>	<b>(27,196.20)</b>
F	<b>APPARATUS COST</b>	<b>804,303.80</b>
G	State Sales Tax @ 9.25%	74,398.10
H	<b>TOTAL PURCHASE PRICE</b>	<b>878,701.90</b>

#### OPTION A: 100% PRE-PAYMENT AT TIME OF CONTRACT SIGNING TERMS AND CONDITIONS:

- 1) The City of Alameda Fire Department shall pay the entire contract amount of **\$878,701.90 PER UNIT** within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.
- 2) **Customer is entitled to this discount if PNC Equipment Finance makes payment on behalf of the customer.** Third party shall pay the entire contract amount of **\$878,701.90 PER UNIT** within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.
- 3) Proposed delivery timeframe after receipt / acceptance of contract (or purchase order) will not begin until full payment of **\$878,701.90 PER UNIT** is received by Pierce Manufacturing Inc.
- 4) If payment of **\$878,701.90 PER UNIT** is late and if the customer elects not to have the delivery extended, **\$250.00 PER UNIT, PER CALENDAR DAY** will be deducted from the 100% pre-payment discount at time of final invoice.

## **OPTION B: PAYMENT AT TIME OF DELIVERY / ACCEPTANCE**

#	Description	Each
A	One (1) Quantum 1500 GPM Pumper ( <i>HGAC contract number FS12-15, TC06</i> )	811,861.11
B	Factory Inspection Trips (2 trips for 4 customer representatives)	12,800.00
C	Delivery / Dealer Preparation	4,500.00
D	Performance Bond	2,338.89
E	<b>APPARATUS COST</b>	<b>831,500.00</b>
F	State Sales Tax @ 9.25%	76,913.75
G	<b>TOTAL PURCHASE PRICE</b>	<b>908,413.75</b>

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or intentional conflict, failures to obtain chassis, materials, or other causes beyond our control not preventing, within about 390 calendar days after receipt of this order and the acceptance thereof at our office at Appleton, Wisconsin, and to be delivered to you at ALAMEDA, CALIFORNIA.

The specifications herein contained shall form a part of the final contract, and are subject to changes desired by the purchaser, provided such alterations are interlined prior to the acceptance by the company of the order to purchase, and provided such alterations do not materially affect the cost of the construction of the apparatus.

The proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications. Any increased costs incurred by first party because of future changes in or additions to said DOT or NFPA standards will be passed along to the customers as an addition to the price set forth above.

Any Purchase Order (PO) issued as a result of this proposal should be made out to Golden State Fire Apparatus Inc. – 7400 Reese Road – Sacramento, CA 95828.

Unless accepted by November 15, 2017, the right is reserved to withdraw this proposition.

Respectfully Submitted,



Authorized Sales Representative



Quote Number: QU0000415501

Effective: 13 SEP 2017

Effective To: 12 NOV 2017

**Bill-To:**

ALAMEDA, CITY OF  
1300 PARK ST  
ALAMEDA, CA 94501  
United States

**Attention:**

**Name:** Chief Rich Waggener  
**Email:** rwaggene@alamedaca.gov  
**Phone:** 510 755-7006

**Sales Contact:**

**Name:** Kevin Lincks  
**Email:** kevin@redcloudinc.com  
**Phone:** 5104280635

**Contract Number:** CONTRA COSTA COUNTY, (CA)

**Freight terms:** FOB Destination

**Payment terms:** Net 30 Due

Item	Quantity	Nomenclature	Description	Your price	Extended Price
1	1	M25URS9PW1AN	APX6500 7/800 MHZ MID POWER MOBILE	\$1,828.50	\$1,828.50
1a	1	G806BE	ADD: ASTRO DIGITAL CAI OPERATION	\$386.25	\$386.25
1b	1	G24AX	INT: 3 YEAR SERVICE FROM THE START LITE	\$131.00	\$131.00
1c	1	W22BA	ADD: STD PALM MICROPHONE APEX	\$54.00	\$54.00
1d	1	G442AJ	ADD: O5 CONTROL HEAD	\$324.00	\$324.00
1e	1	G67BC	ADD: REMOTE MOUNT MID POWER	\$222.75	\$222.75
1f	1	G444AE	ADD: APX CONTROL HEAD SOFTWARE	-	-
1g	1	G335AW	ADD: ANT 1/4 WAVE 762-870 MHZ	\$10.50	\$10.50
1h	1	B18CR	ADD: AUXILARY SPKR 7.5 WATT	\$45.00	\$45.00
1i	1	GA00235AA	ADD: NO GPS ANTENNA NEEDED	-	-
1j	1	G51AU	ENH: SMARTZONE OPERATION APX6500	\$900.00	\$900.00
1k	1	G361AH	ADD: P25 TRUNKING SOFTWARE	\$225.00	\$225.00
1l	1	GA00580AA	ADD: TDMA OPERATION	\$337.50	\$337.50
2	4	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	\$2,269.50	\$9,078.00
2a	4	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	\$386.25	\$1,545.00
2b	4	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	\$90.00	\$360.00
2c	4	H64BE	ALT: PUBLIC SAFETY YELLOW HOUSING	\$18.75	\$75.00
2d	4	QA02006AA	ENH: APX6000XE RUGGED RADIO	\$600.00	\$2,400.00
2e	4	QA00580AC	ADD: TDMA OPERATION	\$337.50	\$1,350.00
2f	4	QA01768AA	ENH: ENHANCED ZONE BANK	\$56.25	\$225.00
2g	4	H38BT	ADD: SMARTZONE OPERATION	\$900.00	\$3,600.00
2h	4	Q361AR	ADD: P25 9600 BAUD TRUNKING	\$225.00	\$900.00
3	4	NNTN8575A	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT CABLE GREEN	\$384.00	\$1,536.00
4	4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	\$120.00	\$480.00

Estimated Tax Amount

\$2,406.25

**Total Quote in USD**

**\$28,419.75**

PREPARED BY KEVIN LINCKS. REFERENCE 2009 CONTRA COSTA COUNTY P25 SUBSCRIBER RADIO CONTRACT # 0904-018

PO Issued to Motorola Solutions Inc. must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola Solutions Inc." as the Vendor
- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order
- >Be in a Non-Editable Format
- >Identify Tax Exemption Status (where applicable)
- >Include a Signature (as Required)

SILVERADO AVIONICS INC.  
COMMUNICATIONS SYSTEMS ENGINEERING  
2500 AIRPORT ROAD NAPA, CA 94558-6296 707 255-5588

"N A S P O"  
Q U O T A T I O N

QUOTE#:

NAME: ALAMEDA, CITY OF, FIRE DEPT .  
ATTN: CHIEF RICHARD WAGGENER  
DEPT: FIRE ADMINISTRATION  
ADDR: 1300 PARK STREET  
CITY: ALAMEDA, CA 94501

DATE: 2017/09/14E

PHONE: 925 550-2617

FAX #:

EMAIL: rwaggene@alameda.gov

TERMS: NET\* FOB: NAPA DEL:

MODEL NO#.....DESCRIPTION.....QTY.....PRICE.....EXT PRICE

1: KNG-M150R	BK VHF, 5000CH, 50 WATT REMOTE MT	1	3029.65	3029.65
2: MTSH	P-25 DIGITAL/ANALOG MOB W/CDF FS	-	-----	
3: -----	W/INST KIT, SPEAKER, STD MIC &	-	-----	
4: -----	17' CONTROL CABLE	-	-----	
5: EM 1000/C	EM WAVE ANTENNA VHF, BROADBAND	1	57.50	57.50
6: -----	W/RF CABLE & CONNECTOR	-		
7:				

EQUIP SUBTOTAL 3087.15

NOTE: THIS IS A "NASPO" CONTRACT  
QUOTATION CONTRACT #06913  
EXPIRES 06/30/2018.

FGT OUT/INS. EST 24.80

CREDIT CARD PURCHASES ARE SUBJECT TO .  
ADDITIONAL CHARGES.

LABOR 0.00

MISC 0.00

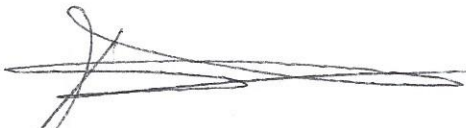
NOTE: THIS IS A "NO SUBSITUTE"  
OEM ACCESSORY ONLY QUOTE. 3RD  
PARTY ACCESSORIES BY REQUEST ONLY

~~7.75%~~ SALES TAX \$ ~~239.25~~  
9.25% \$285.56

QUOTATION TOTAL \$ ~~3351.20~~  
\$3,397.51

CALIF CERTIFIED SMALL BUSINESS #0011567  
VALID THROUGH 10/31/2018  
CALIF SALES TAX PERMIT # SR JHF 27-623506

THANK YOU FOR THE OPPORTUNITY TO QUOTE THIS PROJECT.  
WE LOOK FORWARD TO SERVING YOUR COMMUNICATIONS NEEDS.

  
BOB SAMO

SILVERADO FAX NO. 707 255-0114

SILVERADO AVIONICS INC.  
COMMUNICATIONS SYSTEMS ENGINEERING  
2500 AIRPORT ROAD NAPA, CA 94558-6296 707 255-5588

Q U O T A T I O N

NAME: ALAMEDA, CITY OF, FIRE DEPT .  
ATTN: CHIEF RICHARD WAGGENER  
ADDR: 1300 PARK STREET  
CITY: ALAMEDA, CA 94501

DATE: 2017/09/14E

PHONE: 925 550-2617C

FAX #:

EMAIL: rwaggene@alameda.gov

TERMS: NET\*

FOB: NAPA

DEL:

MODEL NO#.....DESCRIPTION.....QTY.....PRICE.....EXT PRICE

1: GPH-5102X	BK VHF, 500CH, 5 WATT PORTABLE	4	861.25	3445.00
2: CMD	COMMANDER VER W/CDF FEATURE SET	-	-----	
3: LAA 0818	BK ANTENNA VHF, 9" BASE LOADED	4	19.50	78.00
4: LAA 0139-	BK CLAMSEHLL, "AA" BATT HLDR (ORG)	4	37.49	149.96
5:				
6:				
7:				

EQUIP SUBTOTAL 3672.96

FGT OUT & INSUR 18.00


LABOR 0.00

MISC 0.00

NOTE: CREDIT CARD PURCHASES ARE ~~7.75%~~ SALES TAX \$ ~~284.65~~  
SUBJECT TO ADDITIONAL CHARGES. **9.25%** **\$339.75**  
QUOTATION TOTAL \$ ~~3975.61~~  
**\$4,030.71**

CALIF CERTIFIED SMALL BUSINESS #0011567.  
VALID THROUGH 10/31/2018  
CALIF SALES TAX PERMIT #SR JHF 27-623506

THANK YOU FOR THE OPPORTUNITY TO QUOTE THIS PROJECT.  
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BOB SAMO

EMAIL ORDERS TO: rsamo@silveradoavionics.com  
FAX ORDERS TO: 707 255-0114