



November 29, 2010

North Royalton Fire Department  
7000 Royalton Rd.  
North Royalton, Ohio 44133-4871

To the North Royalton Fire Department,

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

One (1) Horton 623 Type 1 aluminum body conversion, with 'Walk Through modification', mounted on a 2011 Ford F-650 Series chassis, delivered in accordance with the attached Ohio STS Pricing Schedule and Horton Selected Features List#11514, with attached Contract Explanation sheet, which we hereby make part of our proposal, complete and delivered for the sum of **\$206,671.29**, due on completion and delivery of unit.

Should a second vehicle be purchased a **\$6,000.00 deduction** will be applied to the second vehicle for a total price of **\$200,671.29**.

**Total contract cost of \$407,342.58**

Due to the scarce availability of component parts, and in spite of spiraling costs, we will stand behind our contract price. Therefore, we do require full payment, at the time of delivery.

The new Emergency Medical Vehicle conversion shall be delivered F.O.B. North Royalton, Ohio and shall be completed within approximately 150 – 180 days after receipt of contract and chassis at Horton Emergency Vehicles Company, barring any delays due to strikes, chassis availability or availability of component parts or Acts of God. Unless accepted within (30) days from date, the right to withdraw this proposal is reserved.

Respectfully submitted,

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

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

Proposal Accepted

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Customer Purchase Order Number #1: \_\_\_\_\_  
Customer Purchase Order Number #2: \_\_\_\_\_

### **CONTRACT EXPLANATION**

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

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

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

#### **Vehicle #1**

<b>Purchase Order #1 (with STS Pricing):</b>	\$ 196,836.29
<b>Purchase Order #2 (without STS Pricing):</b>	\$9,835.00
<b>Overall Total:</b>	<b>\$206,671.29</b>

#### **Vehicle #2**

<b>Purchase Order #1 (with STS Pricing):</b>	\$196,836.29
<b>Purchase Order #2 (without STS Pricing):</b>	\$3,835.00
<b>Overall Total:</b>	<b>\$200,671.29</b>
<b>Total Contract Cost:</b>	<b>\$407,342.58</b>

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



**State of Ohio STS 233X Ambulance Pricing - Horton Emergency Vehicles**

Customer:	NORTH ROYALTON FIRE DEPARTMENT
Contact:	CHIEF MIKE FABISH / MIKE KUBEC
Address:	7000 ROYALTON RD.
City:	NORTH ROYALTON
State:	OHIO
Zip:	44133-4871
Phone:	440-237-4315 STA. 440-759-2408 CELL
Fax:	440-237-7451
Email:	<a href="mailto:mfabish@northroyalton.org">mfabish@northroyalton.org</a>

<u>CONSOLIDATED PRICING SUMMARY</u>	
	<b>SCHEDULE "A" PRICING</b>
Base Model:	\$166,040.30
Total Listed Options Selected:	\$34,588.99
Chassis rebate/discount or customer provided chassis, if applicable (Option #180/182):	(\$3,793.00)
Chassis upgrade to 2010 model year or 2010 emission change (Option #185):	<u>\$0.00</u>
<b>Total for above Listed Base Model and Listed STS options - Purchase order #1:</b>	<b>\$196,836.29</b>
	<b>SCHEDULE "B" PRICING</b>
Total for Unlisted options per attached pricing breakdown - Purchase order #2:	<u>\$9,835.00</u>
<b>GRAND TOTAL - VEHICLE PRICE :</b>	<b><u>\$206,671.29</u></b>

**CONSOLIDATED PRICING SUMMARY AND OPTION SELECTION IS VERIFIED AND AGREED TO BY:**

Customer Representative ( <i>signature</i> )	Horton Sales Representative ( <i>signature</i> )
Printed name	Printed name
Date	Date

**NOTE: PLEASE ATTACH ORIGINALS OR COPIES OF PURCHASE ORDER(S) TO THIS FORM TO VALIDATE ORDER!**

Contract Type:	Ambulances & Related Accessories
Index #:	STS233X
Contract Number:	7723300408
Expiration Date:	December 31, 2013
Manufacturer:	Horton Emergency Vehicles Company

**Delivery: 120-150 Days after receipt of order at Horton Emergency Vehicles Company**