

PRICING AND COMPENSATION – SHOP HOURS

Pursuant to all the contract specifications enumerated and described in this solicitation, we agree to furnish Emergency Vehicle Equipment and Installation Service to the City of Mesa at the price(s) stated below.

Area of Work		Number of Shop Hours
1	Wiring	6
2	Light Bar	4
3	Siren and Speaker	2
4	Console	2
5	Push Bumper & Lights	2
6	Prisoner Screen	
6a	Full Cage	4
6b	Half Cage	5
6c	Side Window Bars	1
6d	Door Panels	2
7	Antenna Installation	2
Total Number of Shop Hours		30
Hourly Shop Labor Rate		\$ 39.50
Total Up-Fit Cost (Total Hours x Hourly Labor Rate)		\$ 1185 ⁰⁰

MA

NOTE: ACTUAL TOTAL UPFIT COST/HRS WOULD BE LOWER SINCE YOUR CALCULATION FORMAT CALLS FOR BOTH A FULL CAGE & A 1/2 CAGE.

[Signature]

Vendor Name LSH LIGHTS

Date: 11/21/12

PRICING AND COMPENSATION – PERCENTAGE OFF

All discounts quoted shall remain firm and fixed for the specified contract period. Discounts offered must be expressed as a single percent (%) figure for each catalog. Catalogs and published price lists must be submitted with bids. For evaluation purposes, the City will calculate an average overall percentage discount.

	Percent Discount Off Current Published List Price	List Price Date
PSE	<u>40</u> %	<u>10/01/12</u>
Hella	<u>20</u> %	<u>11/01/12</u>
Chamcal	<u>20</u> %	<u>11/01/12</u>
Trucklite	<u>30</u> %	<u>01/01/12</u>
Wagner	<u>20</u> %	<u>1/1 N/A</u>
Tomar	<u>34</u> %	<u>01/15/11</u>
BB Enterprises	<u>20</u> %	<u>1/1 N/A</u>
Target Tech	<u>35</u> %	<u>01/01/12</u>
ECCO	<u>35</u> %	<u>02/01/12</u>
GE	<u>25</u> %	<u>01/01/12</u>
Grote	<u>25</u> %	<u>01/01/12</u>
Peterson	<u>15</u> %	<u>1/1 N/A</u>
Unity	<u>55</u> %	<u>01/01/07</u>
Big Sky	<u>20</u> %	<u>01/01/12</u>
Ibistek	<u>5</u> %	<u>1/1 N/A</u>
Bussman	<u>20</u> %	<u>01/01/12</u>
Code 3	<u>40</u> %	<u>08/01/12</u>
Federal Signal Corporation	<u>35</u> %	<u>01/01/12</u>
Whelen	<u>41</u> %	<u>07/01/12</u>
Kustom Signals	<u>15</u> %	<u>10/15/09</u>
Jotto Desk, Inc.	<u>25</u> %	<u>11/01/12</u>
Setina Manufacturing	<u>20</u> %	<u>02/01/12</u>
Sound Off	<u>45</u> %	<u>06/01/12</u>
American Aluminum Inc.	<u>5</u> %	<u>01/01/12</u>

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Radiotronics	<u>5 %</u>	<u>01/01/12</u>
Patriot Enterprises USA	<u>30 %</u>	<u>11/21/12</u>
Copeland Engineering	<u>25 %</u>	<u>01/01/12</u>
Gamber Johnson	<u>30 %</u>	<u>01/01/12</u>
AOI Electrical Inc.	<u>21 %</u>	<u>06/01/12</u>
Unity	<u>55 %</u>	<u>11/21/12</u>
Tremco Police Products	<u>25 %</u>	<u>1 1 N/A</u>
Cole Hersee	<u>35 %</u>	<u>01/01/12</u>
Havis Manufacturing	<u>30 %</u>	<u>09/01/12</u>
<u>NOVA</u>	<u>38 %</u>	<u>08/01/12</u>
<u>AGLE 2</u>	<u>40 %</u>	<u>01/01/12</u>
<u>D&R</u>	<u>30 %</u>	<u>01/01/11</u>

Average Percent Discount off
Current Published List Prices: _____ %

← Per instructions City of Mesa will compute this weighted average.

Based on a \$10,000 up fit parts cost,
Total cost of parts with discount: \$ 6797⁰⁰

Total vehicle up fit labor cost (from
Page 26): \$ 1185⁰⁰

Grand Total: \$ 7982⁰⁰ *MA*

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