

TO: James L. App, City Manager
FROM: Doug Monn, Public Works Director
SUBJECT: Vehicle and Equipment Replacement
DATE: June 3, 2014

NEEDS: For the City Council to consider replacing vehicles and equipment consistent with the City's Equipment Replacement Program/Policy.

FACTS:

1. The FY14/15 replacement list is comprised of equipment necessary to support Emergency Services, Police, Utilities and field tasks.
2. The City has been very conservative in its replacement of vehicles and equipment throughout the recession. Vehicles and equipment have remained in use past adopted replacement schedules and useful life in order to preserve cash during the recession.
3. The equipment recommended for replace is evaluated based upon:
 - a. Age and run time hours for medium and heavy equipment.
 - b. Adopted policy:
 1. Police patrol cars are replaced every three years or 80,000 miles, whichever occurs first.
 2. Trucks and other vehicles are replaced every ten years or 80,000 miles.
 - c. Opportunities for sharing equipment and/or are also performed to gain efficiency, reduce cost and increase productivity.
4. Prices for replacement vehicles were compiled using the State and/or Governmental Agency Cooperative bidding.

ANALYSIS &

CONCLUSION: The City adopted equipment replacement policy is based on the useful life of the equipment.

Additionally, equipment is examined to determine if the useful life can be extended and/or the equipment can still satisfy the needs it was intended. The FY14/15 requested purchases are limited to equipment or vehicles essential to life/safety and maintenance operations for which the useful equipment life has been exhausted, become ineffectual or obsolete.

The Council Ad Hoc committee did review the replacement equipment replacement list on May 13, 2014. Their recommendations have been incorporated into the final list included with this staff report.

POLICY

REFERENCE: City of Paso Robles Vehicle/Equipment Replacement Policy

FISCAL

IMPACT: The Fiscal Year 2014/2015 Vehicle/Equipment replacement list includes 25 requested vehicles and/or pieces of equipment (see Attachment “A”). Equipment needs by fund as follows.

The City’s General Equipment Replacement Fund contains \$3,600,000.

| | |
|---------------------------|--------------------|
| Fire/Police | \$1,018,003 |
| Other General Fund | \$ 416,109 |
| Sales Tax | <u>\$ 114,729</u> |
| General Fund Total | \$1,548,841 |

The City’s Utility Funds contain \$23,130,000 in retained earnings.

| | |
|------------------------------|-------------------|
| Water, Wastewater, Airport | \$ 238,346 |
| Sales Tax | <u>\$ 19,068</u> |
| Enterprise Fund Total | \$ 257,414 |

Adequate funds are available to pay cash.

However, it is being recommended that this equipment be purchased using a lease/purchase agreement whenever possible. Some of the smaller pieces of equipment may not be eligible for lease/purchase, when this is the case funding would come from the Equipment Replacement Fund. The larger equipment could be acquired by a lease/purchase agreement. The Administrative Services Department would locate the most cost-effective agreement. The terms would be for a blended 3, 5 and 10 year lease period, each depending on the equipment life-span, with a \$1.00 buy-out at the end of each lease period.

- OPTIONS:**
- a. Adopt Resolution No. 14-xx allowing the purchase of the new vehicles and equipment.
 - b. Amend, modify, or reject the above option.

Attachment:

- 1) Resolution
- 2) Vehicle/Equipment Replacement Attachment “A”
- 3) Appendix to Attachment “A”
- 4) Fire Engine Replacement Memo (4/15/14) & Pierce Proposal (4/26/14)
- 5) Cut sheets requested by Ad Hoc

RESOLUTION NO. 14-xxx

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PASO ROBLES AUTHORIZING
THE ACQUISITION OF VEHICLES AND EQUIPMENT BUDGETED FOR REPLACEMENT IN
FISCAL YEAR 2014 USING A LEASE/PURCHASE AGREEMENT

WHEREAS, the City has adopted vehicle replacement policies based on the useful life of the vehicles/equipment; and

WHEREAS, prior to being considered for replacement, equipment is examined to determine if the useful life can be extended or has been exhausted; and

WHEREAS, the City's equipment replacement policies and dedication to modernization of the equipment has allowed increase productivity; and

WHEREAS, the FY14 replacement list, ATTACHMENT "A", is comprised of only the most critical vehicles/equipment that are essential to maintenance for field tasks; and

WHEREAS, the FY2014-15 budget contains 35 requested vehicles and equipment totaling \$1,806,255; and

WHEREAS, vehicles and equipment are budgeted for replacement purchases in the FY20014-15 budget and funded in the Vehicle Replacement Fund or the respective Enterprise Funds; and

WHEREAS, prices were compiled using the State bid list and Governmental Agency Cooperative bidding to achieve the lowest cost possible; and

WHEREAS, the purchase of the proposed equipment would be through a lease/purchase agreement for blended 3 to 10 year term, with a \$1 purchase at the end of each lease period; and

WHEREAS, the Lease/Purchase Agreement will allow the City to preserve cash and reduce the impact to the Vehicle Replacement Fund and the respective Enterprise Funds.

THEREFORE, BE IT RESOLVED AS FOLLOWS:

SECTION 1. That the City Council of the City of Paso Robles does hereby authorize the City Manager to execute a Lease/Purchase Agreement for the vehicles and equipment listed on Attachment A in the amount of \$1,806,255 and authorizes the City Manager to execute the contract.

PASSED AND ADOPTED by the City Council of the City of Paso Robles this 3rd day of June 2014 by the following votes:

AYES:

NOES:

ABSENT:

ABSTAIN:

ATTEST:

Duane Picanco, Mayor

Caryn Jackson, Deputy City Clerk

Vehicle/Equipment Replacement List

General Fund

| # | Year | Equip or Vehicle | Department / Fund | Years status | Miles/ hrs. | Status | "Policy" replace date | Unit Cost | Comments |
|-----|------|---|-----------------------------------|--------------|-----------------------|---------|-----------------------|---------------|--|
| 107 | 1998 | Ford explorer | Community Dev Dept. & Waste Water | over | 71,737 | Surplus | 2013 | \$ 32,360.00 | Replace surplus Unit 107 (1998) assigned to IT with Unit # 101 van assigned CDD. Replace #101 with pool vehicle shared between CDD and Waste Water (new Storm Water Manager) |
| 115 | 2001 | Chevy blazer | Public Works - General Fund | over | 62,980 | Replace | N/A | \$ 25,201.00 | See Appendix to this attachment |
| 116 | 2001 | Chevy blazer | Public Works - General Fund | over | 68,372 | Replace | 2011 | \$ 25,201.00 | See Appendix to this attachment |
| 410 | 2007 | John Deere mower model #977 | Public Works - General Fund | over | 1,271 | Replace | N/A | \$ 17,620.17 | Replace has blown diesel engine. Cost replace exceeds value of mower |
| 413 | 2003 | Chevy S10 truck | Public Works - General Fund | over | 78,129 | Replace | 2012 | \$ 25,832.00 | See Appendix to this attachment |
| 568 | 1989 | Utility trailer | Public Works - General Fund | over | N/A | Replace | 2013 | \$ 4,395.00 | See Appendix to this attachment |
| TBA | | Man-Lift | Public Works - General Fund | over | N/A | Replace | 2013 | \$ 16,570.00 | Replace 11 year old man-lift, no longer safe, parts not available |
| TBA | | Self Propelled Aerator - walk behind | Public Works - General Fund | over | N/A | Replace | 2013 | \$ 4,780.49 | Original old not repairable, City has been renting at cost of \$400 per day when needed |
| TBA | | Fertilizer Spreader - pull behind tractor | Public Works - General Fund | over | N/A | Replace | 2013 | \$ 4,970.00 | Past replacement schedule, needs repair often |
| TBA | | Compacting Trash Truck | Public Works - General Fund | new | N/A | Replace | 2013 | \$ 99,905.20 | See Appendix to this attachment |
| 580 | 2001 | GMC 1ton dump truck | Public Works - General Fund | over | 17,318 | Replace | 2013 | \$ 89,873.00 | See Appendix to this attachment |
| 548 | 2003 | Chevy S10 truck | Public Works - General Fund | over | 80,851 | Replace | 2007 | \$ 69,401.00 | Fleet truck - See Appendix to this attachment |
| | | | | | Total PW General Fund | | | \$ 416,108.86 | |

General Fund

| # | Year | | Equip or Vehicle | Department / Fund | Years status | Miles/ hrs. | Status | "Policy" replace date | Unit Cost | Comments |
|-----|------|---------------|---------------------|-----------------------|--------------|----------------------------------|---------|-----------------------|----------------------|---|
| 640 | 2007 | 1252110-54540 | Chevy Tahoe | Police - General Fund | under | 80,481 | Replace | 2017 | \$ 46,674.64 | See Appendix to this attachment |
| 641 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 86,462 | Replace | 2013 | \$ 46,674.64 | Replace - with Explorer - See Appendix to this attachment |
| 642 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 86,501 | Replace | 2012 | \$ 46,674.64 | Replace - with Explorer - See Appendix to this attachment |
| 643 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 96,477 | Replace | 2012 | \$ 46,674.64 | Replace - with Explorer - See Appendix to this attachment |
| 644 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 76,015 | Replace | 2012 | \$ 46,674.64 | Replace - with Explorer - See Appendix to this attachment |
| 645 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 101,629 | Replace | 2012 | \$ 45,039.21 | Replace with Caprice |
| 646 | 2009 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 73,492 | Replace | 2012 | \$ 45,039.21 | Replace with Caprice |
| 671 | 2004 | 1252110-54540 | BMW motorcycle | Police - General Fund | over | 42,594 | Replace | 2012 | \$ 20,306.94 | Needs engine - Replace with Model DSZF 11.4 electric motorcycle |
| 680 | 2005 | 1252100-54540 | Ford Taurus sedan | Police - General Fund | over | 99,177 | Replace | 2007 | \$ 30,142.57 | Replace with Taurus |
| 681 | 2005 | 1252100-54540 | Ford Taurus sedan | Police - General Fund | over | 75,779 | Replace | 2012 | \$ 30,142.57 | Replace with Taurus |
| 683 | 2005 | 1252123-54540 | Ford Taurus sedan | Police - General Fund | over | 80,898 | Replace | 2012 | \$ 30,142.57 | Replace with Taurus |
| 684 | 2005 | 1252123-54540 | Chevy Classic sedan | Police - General Fund | over | 73,260 | Replace | 2012 | \$ 30,142.57 | Replace with Taurus |
| 697 | 2008 | 1252110-54540 | Crown Vic sedan | Police - General Fund | over | 80,895 | Replace | 2012 | \$ 46,674.64 | Replace - with Explorer - See Appendix to this attachment |
| | | | | | | Total Police General Fund | | | \$ 511,003.48 | |

General Fund

| # | Year | | Equip or Vehicle | Department / Fund | Years status | Miles/ hrs. | Status | "Policy" replace date | Unit Cost | Comments |
|-----|------|---------------|------------------|----------------------------------|--------------|--------------------------|--------------|-----------------------|---------------|--|
| TBD | | 1252220-54540 | Fire Truck | Emergency Service - General Fund | over | 80,895 | Replace | 2011 | \$ 507,000.00 | See Fire Engine Replacement Memo & Pierce Proposal |
| | | | | | | Total Emergency Services | General Fund | | \$ 507,000.00 | |

Total General Fund Needs \$1,434,112.34

Enterprise Funds

| # | Year | | Equip or Vehicle | Department / Fund | Years status | Miles/ hrs. | Status | "Policy" replace date | Unit Cost | Comments |
|-----|------|---------------|----------------------|---------------------------|--------------|----------------------------------|---------|-----------------------|---------------|---|
| 314 | 1990 | 6003401-54540 | Valve Exerciser | Public Works - water | N/ A | N/ A | Replace | 2014 | \$ 20,800.00 | Unit 24 years old. No longer serviceable |
| 327 | 2003 | 6003401-54540 | Chevy 1500 truck | Public Works - water | over | 92,399 | Replace | 2013 | \$ 20,847.00 | Replace with 1/2 Ton Truck |
| 414 | 2003 | 6003401-54540 | Chevy S10 truck | Public Works - water | over | 69,107 | Replace | 2011 | \$ 20,847.00 | See Appendix to this attachment |
| | | | | | | Total Water Enterprise Fund | | | \$ 62,494.00 | |
| | | | | | | | | | | |
| 515 | 2003 | 6013550-54540 | Chevy S10 truck | Public Works - Wastewater | over | 91,075 | Replace | 2013 | \$ 20,847.00 | See Appendix to this attachment |
| 525 | 1989 | 6013501-54540 | Case loader | Public Works - Wastewater | over | 3,603 | Replace | N/A | \$ 68,497.42 | Replace with 60 PTO horse four wheel drive wheel w/ front loader instead of new Case Loader (reduce cost \$173,365) |
| 712 | 1984 | 6013550-54540 | Chevy C70 dump truck | Public Works - Wastewater | over | 51,596 | Replace | N/A | \$ 20,800.00 | Replace with two dump trailer pulled by tractor. Saves \$59,200 over buying dump truck. |
| TBA | | 6013550-54540 | Gator type (Kubota) | Public Works - Wastewater | N/ A | N/ A | Add | N/A | \$ 18,514.00 | See Appendix to this attachment |
| | | | | | | Total Wastewater Enterprise Fund | | | \$ 128,658.42 | |
| | | | | | | | | | | |
| 804 | 2000 | 6023601-54540 | Case CX50 tractor | Airport | under | 3,011 | OK | 2015 | \$ 47,194.00 | See Appendix to this attachment |
| | | | | | | Total Airport Enterprise Fund | | | \$ 47,194.00 | |

| | | |
|--------------------|----|--------------|
| GENERAL FUND TOTAL | \$ | 1,434,112.34 |
| SALES TAX | \$ | 114,728.99 |
| TOTAL | \$ | 1,548,841.33 |

| | | |
|------------------------|----|------------|
| ENTERPRISE FUNDS TOTAL | \$ | 238,346.42 |
| SALES TAX | \$ | 19,067.71 |
| TOTAL | \$ | 257,414.13 |

| | | |
|----------------------------------|----|--------------|
| GENERAL & ENTERPRISE FUNDS TOTAL | \$ | 1,806,255.46 |
|----------------------------------|----|--------------|

Appendix to Vehicle Replacement List – additional information

Unit(s) Numbers 115, 116 Chevrolet Blazers - Inspectors:

- Both vehicles exceed age parameters for replacement.
- Unit #115 has been assigned for use by the City Maintenance Superintendent
- Unit #116 has failed transmission, cost to replace exceeds \$3,000
- Both units have body failures allowing the interior to fill with water during a rain event

Ad Hoc suggested both units be replaced with similar SUV's

Unit Number 413 S-10 compact truck:

- Exceeds replacement schedule for both mileage and age
- Compact pickup is too light to carry/pull park mowers and equipment

Ad Hoc suggests replacing with full size $\frac{3}{4}$ ton unit with utility box

Unit Number #568 Equipment Trailer:

- Trailer is 25 years old.
- Too light for current equipment used by Parks often resulting broken springs
- Safety is a concern

Ad Hoc suggests replacing with heavier duty unit rated for loads being carried

Unit Number not assigned, proposed increase to fleet (trash truck):

- Parks currently uses $\frac{1}{2}$ ton pickup to remove trash from parks, bus stops and downtown.
- Trash is uncompacted requiring multiple trips per day to place trash bags in roll off bin(s)
- Eight hours of trash pickup could be reduced to four hours using compacting
- Compacted trash can be delivered to landfill at no cost (eliminates roll off cost) as City gets 5000 tons to landfill free.
- Reduced labor and roll off costs is estimated at \$27,400 per year pays for unit in approximately four years

Ad Hoc suggests purchasing trash unit

Unit Number #580 Chipper Truck:

- Unit is used as 'chipper' truck.
- Unit is fourteen years old and parts are becoming difficult to find.
- Truck was sidelined for 60 days while shop tried to locate cam sensor
- Changes in air brake requirement for gross vehicle weight render it incapable of pulling the chipper.

Ad Hoc suggests purchasing new chipper truck unit

Unit Number #548 shop truck:

- Exceeds replacement schedule for both mileage and age
- Compact pickup former fire unit (1969 one ton) that had been converted to shop truck
- Compact truck cannot carry adequate tools to address remote or roadside emergencies
- New unit would have utility box with air compressor and small crane and jack to facilitate remote generator service and emergency tire replacement of fire equipment.

Ad Hoc suggests purchasing Fleet Service Vehicle

Unit Number #640 Police Vehicle:

- Unit is Chevrolet Tahoe currently assigned to Police Department
- Staff proposes allocating existing Tahoe to be used as SWAT vehicle replacing surplus Chevrolet Suburban fire vehicle that was converted to serve as SWAT vehicle
- Staff suggests replacing Tahoe with Police rated Ford Explorer thereby eliminating surplus vehicle from inventory.

Ad Hoc suggests purchasing Ford Explorer Police Vehicle

Units(s) 641 to 644 and #697 Police vehicles:

- Ford Crown Victoria police vehicles are no longer manufactured
- Replacement choices are limited to Ford Explorer or Caprice
- Explorer(s) offer more officer room and are especially well adapted for K-9 support

Ad Hoc suggests purchasing Ford Explorer Police Vehicle

Unit Number #414 Water Division:

- Compact pickup exceeds age and mileage replacement criteria
- Compact truck has limited cargo space for moving equipment used by Water Division

Ad Hoc suggests replacing with full size 1/2 pickup

Unit Number #515 Waste Water Division:

- Compact pickup exceeds age and mileage replacement criteria
- Compact truck has limited cargo space for moving equipment used by Waste Water Division

Ad Hoc suggests replacing with full size 1/2 pickup

Unit Number(s) not assigned, proposed increase to fleet – Gator Type vehicle:

- New Waste Water Plant will begin operation in the fall
- Warehouse, shop and operations building are remote from actual plant operation
- There is a need to transport staff, chemicals and small equipment from the remote area to the plant and to facilitate rounds for the extended operating hours.
- Staff is suggesting the purchase of two ATV type vehicles. One with a stationary flat bed and one with a dump bed to move people and equipment easily and economically

Ad Hoc suggests purchasing a single unit this year and a second one next year

Unit Number #804 Airport:

- Existing tractor is 15 years old with excess of 3,011 run hours
- Tractor is used to mow, spray and maintain airport
- Most important tractor is used to clean/blow off runways
- Military Aircraft (C-130 and Osprey) badly litter runway and taxiways requiring increase frequency for cleaning.
- Need to clean faster and have dependable equipment to prevent private aircraft from damage caused by debris on runways

Ad Hoc suggests replacing Airport Tractor

TO: James L. App, City Manager

FROM: Ken Johnson, ES Chief/Doug Monn, Director of Public Works

SUBJECT: Fire Engine Replacement

DATE: April 15, 2014

- NEEDS:**
1. The City's Vehicle Replacement Policy establishes a front-line fire engine life expectancy of 10 years or 100,000 odometer miles.
 2. One primary (front-line) fire engine, purchased in 2002, has accumulated over 123,000 odometer miles; however traditional odometer readings are not indicative of all wear. Run time hours associated with pump operation, on-site idling, etc. account for significant wear on the motor and chassis that cannot be evaluated by odometer readings alone. Metropolitan departments equate one (1) hour of run time equal to 33 road miles. The primary engine has accumulated 9,170 hours. Adjusting for run time, the unit has accrued an equivalent of 302,610 equipment (diesel engine, drivetrain and pump) run time miles.
 3. The front-line engine has been out-of-service in excess of 16 weeks (3 months) for major repairs this year. Because of this, and a significant number of lesser repairs, the ladder truck has been put into service on a more frequent basis. Increased ladder truck usage will accelerate its needed replacement.
 4. The City's two primary front line engines were scheduled for replacement in 2012. One of those occurred in 2013.
 5. Engine replacement cost is approximately \$550,000.
 6. Six to twelve months are required for the manufacture and delivery of a fire engine.

**ANALYSIS &
CONCLUSION:**

The Department of Emergency Services utilizes two fire engines as the primary service delivery vehicles. These engines transport personnel and equipment to the scene of emergency calls. The engines reached the end of their expected front-line service life two years ago. One engine was replaced last year, leaving one yet to be replaced. The older engine still in service is experiencing increased component failures. Continuing to work it in this capacity will result in increasing repair cost and down time.

While both engines were due for replacement in 2012, financial conditions were such that replacement of two engines would have resulted in an Equipment Replacement Fund shortfall of approximately \$300,000. One engine was replaced in 2013. The second replacement needs to be considered now. The current replacement cost is \$550,000. The City's Equipment Replacement Fund contains

approximately \$3.1 million, of which \$200,000 is attributed to the depreciation of the older fire engine. This represents a shortfall of approximately \$350,000 in replacement funds.

Two options are available to secure the necessary fire engine. The first is a cash purchase. Due to the historic recession, the City did not replace a number of General Fund vehicles over the last five years. Some of these vehicles did not need to be replaced as the City lost a number of employees over the same period and the use of those vehicles was minimal. This conservative spending pattern has allowed the fund to accumulate enough cash through the annual transfers and interest income to purchase a new fire engine using all cash.

The second option is a lease/purchase whereby the City owns the vehicle at the end of a ten-year lease. Lease payment would be made from the Equipment Replacement Fund. Regardless of whether an engine is purchased with cash or through a lease/purchase, a new depreciation expense will be required to assure adequate replacement funds for the new engine ten years hence.

POLICY

REFERENCE:

Purchasing and Payment Procedures Manual, Section 7.0, and vehicle replacement schedule.

FISCAL

IMPACT:

The Equipment Replacement fund therefore holds a total of \$200,000 in depreciation funds for the purpose of replacing the fire engine. This is a shortfall of \$350,000 in accumulated depreciation. However, due to judicious spending during the recession, the Equipment Replacement fund currently has enough funding to cover a cash purchase and still leave the fund in a healthy financial condition, barring any unforeseen emergencies.

The previous fire engine purchased in 2013 used a lease/purchase option. The lease/purchase allowed the fund to maintain the ability to support unanticipated purchases of other vehicles or equipment (preserve cash for potential emergency purchases). The lease/purchase option would increase acquisition costs by approximately \$88,000 (interest cost) over the life of the lease. The first payment would be due one year after the lease contract execution date.

Future depreciation funding for the fire engine would continue to be on a 10-year basis, with an inflationary factor built into the schedule. The objective would be to accumulate sufficient funds over 10 years to make a cash purchase for the next replacement.



April 26, 2014

Ken Johnson, Fire Chief
Paso Robles Fire Department
900 Park Street

Paso Robles, California 93446

Dear Chief Johnson:

I am enclosing our proposal for your proposed new pumper with this cover letter. Based on your input, we have selected the *Impel* chassis on which to base this proposal. Some of the significant features you'll find include:

- ✓ 450 horsepower Cummins ISL9 motor (EPA 2010 compliant) with an Allison EVS 3000 transmission.
- ✓ Hale single-stage 1500 gpm pump.
- ✓ Husky 3 foam system with tank refill system.
- ✓ Elkhart monitor with telescoping piping, combination nozzle, and tip set.
- ✓ Stainless steel plumbing that includes a ten-year warranty.
- ✓ Xantrex Prosine 2,000-watt A/C converter and battery charger.
- ✓ Will-Burt Chief 12-volt LED telescoping light tower mounted on the crew cab.
- ✓ Ten-year warranty on paint.
- ✓ Seating for six and a very large crew area with plenty of headroom.
- ✓ 500 gallon booster tank with 20-gallon Class A internal foam cell.
- ✓ All emergency lighting is LED.
- ✓ Fully installed Kenwood dual band TK-790/890 two-way radio.
- ✓ Fully installed Panasonic Toughbook model 31 mobile data computer.

The cost of the unit described in this proposal is dependent on how your organization may choose to purchase it. As noted in the various options, Pierce deducts certain prepayment credits from the final invoice, depending on the selected purchasing option. Please take a look at the information and figures below.

Option #1 (Purchase)

This amount would be due when the apparatus is completed at Pierce and ready for pick up. The balance would be due within 15 days of completion of the apparatus at Pierce Manufacturing, Inc., in Appleton, WI. It is understood that the payment will not be later than thirty days from the date of completion.

| | <i>Unit Price</i> | <i>Sales Tax and Registration</i> | <i>Total</i> |
|------------------------------|-------------------|---------------------------------------|--------------|
| <i>Impel</i> 1500-gpm Pumper | \$ 506,500 | \$ 40,520 | \$ 547,020 |

Option #2 (Purchase w/chassis prepayment)

Should your city elect to pay **\$271,102** for the chassis within 30 days of issuing a signed contract or a purchase order, the chassis handling charge of **\$8,133** is eliminated. This changes the unit costs to the following:

| | <i>Unit Price</i> | <i>Sales Tax and Registration</i> | <i>Total</i> |
|------------------------------|-------------------|---------------------------------------|--------------|
| <i>Impel 1500-gpm Pumper</i> | \$ 496,104 | \$ 39,688 | \$ 535,792 |

Pierce Manufacturing, Inc. will carry adequate insurance on the chassis while it is in its possession and until delivery and acceptance by the City of Paso Robles.

Option #3 (Purchase w/100% prepayment)

If, instead, the city chooses to pay the entire amount within 30 days of issuing a signed contract or the purchase order, the handling charge is eliminated and an interest amount is paid for a total discount of **\$14,893**. This would reduce the subsequent total unit cost to the following:

| | <i>Unit Price</i> | <i>Sales Tax and Registration</i> | <i>Total</i> |
|------------------------------|-------------------|---------------------------------------|--------------|
| <i>Impel 1500-gpm Pumper</i> | \$ 487,835 | \$ 39,027 | \$ 526,862 |

As mentioned before, Pierce Manufacturing, Inc. will carry adequate insurance on the chassis while it is in its possession and until delivery and acceptance by the City of Paso Robles.

The total prices shown above only include California Sales Tax at the rate of 8.0%. They also include two inspection trips to the Pierce plant for two personnel each time and delivery F.O.B. to the Paso Robles Fire Department headquarters.

If lease/purchase is a possible consideration, Pierce can utilize Oshkosh Capital as a source. I can call for a quote anytime. If selected, they would base their terms on the price shown in Option #3, since they fund the entire amount upfront. The amount of **\$1,220** for a performance bond would be added to the cost of the truck (as would be required of any leasing company). Also, payment is one year in arrears which means the first payment would not be due until one year after the agreement is signed, thus placing it in a successive budget year.

If the City elects to purchase the proposed apparatus and would like to submit a purchase order, please address it to the following.

Pierce Manufacturing, Inc.
2600 American Drive
P.O. Box 2017
Appleton, WI 54912-2017

A "Turning Performance Analysis" and an "Electrical Analysis Report" are included for your review along with warranty information and product brochures.

This quote will be valid until May 31, 2014.

I appreciate the opportunity to submit this information, and look forward to going over any questions you might have. I have also enjoyed meeting with you and your personnel. They are very knowledgeable about apparatus requirements and a pleasure to work with. Let me know if there's anything else I can do and feel free to give me a call anytime. My cell number is (661) 342-1670, and thank you again.

Sincerely,

Pierce Manufacturing, Inc.
Cary Eckard
Sales Representative

ATTACHMENT 5

ZERO MOTORCYCLES | EXPERIENCE | GOING ELECTRIC | FAQ

INDUSTRY ALLIANCE
NEWSPHOTOGRAPHY.COM

3 day test rides of patrol motorcycles now available to law enforcement.

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ZERO POLICE / SECURITY



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ZERO MOTORCYCLES PATROL FLEET

Zero Motorcycles offers police and security motorcycles with custom paint options to meet the specific needs of a wide variety of patrol applications.

With the ability to patrol both on and off road areas, the new police and security motorcycles offer many advantages over internal combustion or gas machines. The 100% electric powertrain is quiet, clean, exhaust free, produces minimal heat, has instant torque from zero rpm and is highly maneuverable. With a fuel cost of a penny per mile and a maintenance free powertrain, a Zero Motorcycles patrol fleet offers the ability to save your agency money while saving you a tactical advantage.

Maintenance-free powertrain

100% electrically powered park

Top speed of 65 MPH

Maximum 161 miles range on a charge

Regenerative braking

Options for cross-country use

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ADVANTAGES OF ELECTRIC PATROLLING

With no gears, clutch or no seat, officers can focus on patrolling. They can perform highly technical maneuvers during intense situations where performance and agility are essential. While in crowds or racers, the

Patrolling and inspecting public lands, parks, beaches, dirt trails, running paths.

Event safety and crowd control, concerts, local law sporting events.

<http://www.zeromotorcycles.com/fleet/police/>

05/13/2014

Absence of exhaust eliminates ventilation concerns and opens up new, or improved current, parking scenarios.

IN THE NEWS

USA TODAY

AUTOMOTIV

WATCH ON CBS



Generation panels, dense pedestrian areas, city centers, mass emergency calls.

Sleuthcraft, drug enforcement, burglary security, campus environments, other situations where silence is an advantage.



NEW FACTUAL ADVANTAGES

- Accelerate instantly from a standstill
- Extremely lightweight for greater maneuverability
- Ride without needing to shift
- Swifty ride when among crowds
- Pursue subjects without starting a noise
- Sleuthly take off from a hideout
- Ride indoors or in close confines
- Leverage the advantage of surprise
- Society responsible vehicle use

ELIMINATE GASOLINE COMPLICATIONS

- Reduce noise and exhaust disturbances
- Recharge anywhere
- Eliminate gas and oil costs
- Graduate burn and fire risks
- Promote green technology
- Improve the environmental credentials of local authorities



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Who We Are
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Events
Crewing

COMMERCIAL

Fleet Programs
Become a Dealer

PURCHASE

Financing
Inquiries
Sales

NEWEST RELEASES OF MC RIDE

1 min *

Start Here

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Contact: 800-445-7700 | Employment | Privacy Policy | Terms of Service | 100% electric, up to 100 miles per charge, 0 to 60 mph in 3.9 seconds

MOTORCYCLES EXPERIENCE GO NOWHERE BUT

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NEAREST TO YOU

1 day evaluations of police motorcycles now available to law enforcement.

LEARN MORE



AUTHORITY

Overview

Zero DSP Specs

Zero S4 Specs

Photos & Videos

Contact

| RANGE | ZERO DSP ZF11.3 | ZERO DSP ZF11.4 | ZERO DSP ZF11.4 +POWER TANK |
|-------------------------------------|---|--|--|
| City ● | 51 miles (82 km) | 121 miles (195 km) | 111 miles (178 km) |
| Highway 55 mph (88 km/h) ● | 56 miles (90 km) | 74 miles (120 km) | 51 miles (82 km) |
| + Combined ● | 54 miles (87 km) | 92 miles (148 km) | 75 miles (120 km) |
| Highway 70 mph (112 km/h) ● | 58 miles (93 km) | 51 miles (82 km) | 50 miles (80 km) |
| + Combined ● | 54 miles (87 km) | 71 miles (114 km) | 49 miles (78 km) |
| MOTOR | | | |
| Max torque | 68 ft-lb (92 Nm) | 69 ft-lb (93 Nm) | 69 ft-lb (93 Nm) |
| Max power | 54 hp (40 kW) @ 4,300 RPM | 54 hp (40 kW) @ 4,300 RPM | 54 hp (40 kW) @ 4,300 RPM |
| Top speed (max) ● | 98 mph (158 km/h) | 98 mph (158 km/h) | 98 mph (158 km/h) |
| Top speed (urban) ● | 80 mph (128 km/h) | 80 mph (128 km/h) | 80 mph (128 km/h) |
| Type | 2-Stroke 15.1 passively air-cooled, high efficiency, radial five position 4-stroke, brushless motor | 2-Stroke 24.7 passively air-cooled, high efficiency, radial five permanent magnet, brushless motor | 2-Stroke 24.7 passively air-cooled, high efficiency, radial five permanent magnet, brushless motor |
| Controller ● | High efficiency, 420 amp, 3-phase brushless controller with regenerative deceleration | High efficiency, 420 amp, 3-phase brushless controller with regenerative deceleration | High efficiency, 420 amp, 3-phase brushless controller with regenerative deceleration |
| POWER SYSTEM | | | |
| Est. range at 90% battery ● | 304,000 miles (489,000 km) | 277,000 miles (445,300 km) | 340,000 miles (547,000 km) |
| Power pack | 2-Stroke 11.1 kWh lithium | 2-Stroke 11.1 kWh lithium | 2-Stroke 11.1 kWh lithium |
| Max capacity ● | 11.1 kWh | 11.1 kWh | 14.2 kWh |
| Normal capacity ● | 7.4 kWh | 10.0 kWh | 12.5 kWh |
| Charger type | 1.3 kW integrated | 1.3 kW integrated | 1.3 kW integrated |
| Charge time (standard) | 6.0 hours (100% charged) / 5.5 hours (95% charged) | 7.0 hours (100% charged) / 6.4 hours (95% charged) | 9.0 hours (100% charged) / 8.1 hours (95% charged) |
| Onboard charge time (auxiliary) ● | 1.5 hours (100% charged) / 1 hour (95% charged) | 1.5 hours (100% charged) / 1 hour (95% charged) | 1.5 hours (100% charged) / 1 hour (95% charged) |
| Quick 2x charger time (accessory) ● | 3.6 hours (100% charged) / 3.1 hours (95% charged) | 4.6 hours (100% charged) / 4.1 hours (95% charged) | 5.8 hours (100% charged) / 5.1 hours (95% charged) |
| Input | Standard 110V or 220V | Standard 110V or 220V | Standard 110V or 220V |
| DRIVETRAIN | | | |
| Transmission | Clutchless direct drive | Clutchless direct drive | Clutchless direct drive |
| Final drive | 132T / 28T Poly Chain® G13 Carbon™ belt | 132T / 28T Poly Chain® G13 Carbon™ belt | 132T / 28T Poly Chain® G13 Carbon™ belt |
| CHASSIS / SUSPENSION / BRAKES | | | |

| | | | |
|-------------------------|---|---|---|
| Front suspension | 43 mm inverted forks with adjustable compression and rebound damping. | 43 mm inverted forks with adjustable compression and rebound damping. | 43 mm inverted forks with adjustable compression and rebound damping. |
| Rear suspension | Piggy-back reservoir shock with adjustable spring preload, compression and rebound damping. | Piggy-back reservoir shock with adjustable spring preload, compression and rebound damping. | Piggy-back reservoir shock with adjustable spring preload, compression and rebound damping. |
| Front suspension travel | 1.00 in (25 mm) | 1.00 in (25 mm) | 1.00 in (25 mm) |
| Rear suspension travel | 7.01 in (179 mm) | 7.01 in (179 mm) | 7.01 in (179 mm) |
| Front brakes | 140mm 2 piston hydraulic, 31.2x4 mm floating disc | 140mm 2 piston hydraulic, 31.2x4 mm floating disc | 140mm 2 piston hydraulic, 31.2x4 mm floating disc |
| Rear brakes | 130mm 1 piston hydraulic, 240x4.5 mm disc | 130mm 1 piston hydraulic, 240x4.5 mm disc | 130mm 1 piston hydraulic, 240x4.5 mm disc |
| Front tire | 100/90-19 | 100/90-19 | 100/90-19 |
| Rear tire | 130/80-17 | 130/80-17 | 130/80-17 |
| Front wheel | 2.15x19 | 2.15x19 | 2.15x19 |
| Rear wheel | 3.00x17 | 3.00x17 | 3.00x17 |

DIMENSIONS

| | | | |
|-------------|-------------------|-------------------|-------------------|
| Wheel base | 56.2 in (1427 mm) | 56.2 in (1427 mm) | 56.2 in (1427 mm) |
| Seat height | 33.3 in (846 mm) | 33.3 in (846 mm) | 33.3 in (846 mm) |
| Peak | 26.3" | 26.5" | 26.5" |
| Trail | 4.6 in (117 mm) | 4.5 in (117 mm) | 4.6 in (117 mm) |

WEIGHT

| | | | |
|-------------------|-----------------|-----------------|-----------------|
| Frame | 22 lb (10 kg) | 22 lb (10 kg) | 22 lb (10 kg) |
| Curb weight | 396 lb (180 kg) | 421 lb (194 kg) | 421 lb (194 kg) |
| Carrying Capacity | 309 lb (140 kg) | 337 lb (153 kg) | 292 lb (132 kg) |

ECONOMY

| | | | |
|-----------------------------------|---------------------------|---------------------------|---------------------------|
| Equivalent fuel economy (city) | 408 MPGe (10.58 L/100 km) | 403 MPGe (10.58 L/100 km) | 408 MPGe (10.58 L/100 km) |
| Equivalent fuel economy (highway) | 171 MPGe (11.38 L/100 km) | 171 MPGe (11.38 L/100 km) | 171 MPGe (11.38 L/100 km) |
| Typical cost to recharge | \$0.00 | \$1.28 | \$1.00 |

Specifications are subject to change without notice. Images may not reflect most current product specifications. Zero Motorcycles makes no effort to make improvements and/or design changes a model any other get on to currently is not equal to or better than equipment.

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ECKHAUS FLEET, LLC (Seller)
 2873 LARKIN AVENUE, CLOVIS, CA 93612
 PHONE: 558-291-4400/558-346-1800 FAX: 558-291-4400 me@eckhaus.com

Date: March 24, 2014

COMMERCIAL / QUOTE # 2
 SALES REPRESENTATIVE: BRIAN ROGERS

SOLD TO PURCHASER:
 PASO ROBLES POLICE DEPARTMENT
 900 Park Street
 Paso Robles, CA 93446
 (805) 237-6464

FINANCE SOURCE:
 CASH

RE: (1) DS ZF11.4 POLICE ALL ELECTRIC MOTORCYCLE (ORDER)

| MODEL | VIN# | MILEAGE | COLOR | LIST PRICE | YOUR COST |
|---|------|-----------|-------|-------------|-------------|
| ZERO DS ZF11.4 PD | TBD | 10 | WHBLK | \$18,945.00 | \$18,945.00 |
| ZERO SIDE CASES BY GIVI AND RACK KIT | | | | \$598.99 | \$359.99 |
| TOP BOX RACK KIT | | | | \$289.99 | \$119.99 |
| COMMUTER SCREEN | | | | \$199.99 | \$119.99 |
| AUXILIARY REAR LED BRAKE/TAIL LIGHT W/ LICENSE PLATE HOLDER | | | | \$372.15 | \$179.99 |
| ZERO HAND GUARDS | | | | \$189.99 | \$101.99 |
| 12 V ACCESSORY SOCKET KIT | | | | \$49.99 | \$29.99 |
| | | SHIPPING | | \$450.00 | \$450.00 |
| | | SUB TOTAL | | \$22,077.10 | \$20,308.94 |
| | | SALES TAX | | | \$1,825.00 |

DEPARTMENT WILL HANDLE DMV

DOC FEES

\$0.00

GVW 750 LB
 MANUFACTURER'S TWO (2) YEAR LIMITED WARRANTY INCLUDED

| | | |
|--|--|--------------------|
| PAY TO THE ORDER OF ECKHAUS FLEET | TOTAL PAYABLE: \$ | \$21,931.94 |
| | *CARB REBATE | (\$900.00) |
| | TOTAL DOLLAR AMOUNT NOT COVERED BY GRANTS | \$21,031.94 |

QUOTE GOOD FOR 60 DAYS

**IF YOU HAVE ANY QUESTIONS CALL BRIAN ROGERS OR TIM YOPP
 ECKHAUS FLEET 558-291-4400**

THANK YOU FOR YOUR BUSINESS

* California Air Resources Board

FOLSOM LAKE FORD

THE FORD SOURCE

12755 FOLSOM BLVD. • FOLSOM, CA 95630 • (916) 353-2000

DANIEL A. RAIMONDI
Fleet Director

(916) 353-2000, Ext. 376
Toll Free 1-800-655-0555
Cell. (916) 825-1622
Fax (916) 353-2078

2015 ORDER BASIS

PRODUCTION BEGINS 6/2/2014

4/7/2014

KBA 4DR AWD POLICE
.112.6" WB
UA BLACK
9 CLTH BKTS/VNL R
W BLACK INTERIOR
500A EQUIP GRP
99T 3.5 V6 ECOBOOST
44C .6-SPD AUTO TRAN
53M SYNC SYSTEM
67H ROAD READY PKG
.DR LOCK PLUNGER
.100 WATT SIREN
.TAIL LAMP PKG
.REAR LIGHT PKG
.RR MOUNT PLATE
FRT LICENSE BKT
17T CARGO DOME LAMP
18W RR WINDOW DEL
21B REAR VIEW CAM
423 CAL EM NOT REQD
432 COURTESY DISABL
51Z DUAL SPOT LAMPS
59E KEY CODE 1435X
60R NOISE SUPPRESS
61S CONFIG STR WHL
63V CARGO VAULT
66A FRONT HDLMP PKG
.GRILL WIRING
76D DEFLECTOR PLATE
76R REVERSE SENSING
90E LH/RH PANELS
936 CAL SER VEH EXP

\$34,538.00 UTILITY

~~\$12,110.96 LEHR UPTIT~~

12,136.47

\$46,648.96 PLUS TAX 46674.54

PLUS \$8.75 CA TIRE FEE

PLUS \$275.00 SHIPPING

LESS \$500.00 DISCOUNT

20 DAY PAYMENT

\$46,648.96

\$ 3,731.92 tax @ 8%

\$50,380.88

\$ 8.75 CA TIRE FEE

\$50,389.63 DELIVERED LESS DISCOUNT

25.49

50415.31

LEHR AUTO

Electric & Emergency Equipment

4707 Northgate Blvd.
Sacramento, CA 95834
Parts Dept. 916-646-6626
Service Dept 916-646-6636
Fax 916-646-6656

** QUOTATION **
*** DUPLICATE ***
Ord # 01 17865
P/O # PASO UTILITY

Page 1

NET 30 DAYS

INSTALLED

Br Acct
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C
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12755 FOLSOM BLVD
FOLSOM CA 95630

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12755 FOLSOM BLVD
FOLSOM CA 95630

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4/17/14

10:10:57

Expires

7/11/2014

| Lin | Qty | Part Number | S | Description | Wt. Each | Net | Value |
|--|-----|-------------------|---|-------------------|-----------|----------|-------|
| 001 | 4 | SE BK2019ITU12 | | PB450L4 IONS | 687.0000 | 2748.00 | |
| 002 | 4 | SE PK1130ITU12SCA | F | 10XL POLY PART | 675.0000 | 2700.00 | |
| 003 | 4 | SE QK0494ITU12 | | TPO SEAT CB UTL | 669.0000 | 2676.00 | |
| 004 | 4 | SE QK0491ITU12 | | TPO FLOOR PAN | 168.0000 | 672.00 | |
| 005 | 4 | SE DK0100ITU12 | F | DOOR PANELS UTI | 197.0000 | 788.00 | |
| 006 | 4 | SE WK0514ITU12H | | WND BARS HORIZO | 189.0000 | 756.00 | |
| 007 | 4 | SE GK2001E | | BLACRAC DUAL T | 559.0000 | 2236.00 | |
| 008 | 4 | SE PK0123ITU122ND | F | 12VS PARTITION | 340.0000 | 1360.00 | |
| 009 | 4 | SE TK0230ITU12 | F | CARGO BOX | 995.0000 | 3980.00 | |
| CONFIGURATION:LFC; BSC; TRN | | | | | | | |
| 010 | 4 | SE TPA9289 | | LOWER RADIO TRY | 325.0000 | 1300.00 | |
| 011 | 4 | WH GB8DEDE | | LEGACY DUO COLO | 2550.0000 | 10200.00 | |
| WHELEN LEGACY DUO BAR RED/WHITE BLUE/WHITE FRONT RED/AMBER BLUE/AMBER REAR | | | | | | | |
| 012 | 4 | WH STPKT83 | | STRAP KIT | | | |
| 013 | 4 | WH WPKM1 | F | PARK-KILL MODUL | 42.0000 | 168.00 | |
| 018 | 4 | MS INSTALL-KIT | | INSTALL-KIT | 55.0000 | 220.00 | |
| Part Ordered: ## INSTALL KIT | | | | | | | |
| 019 | 4 | RD NMO-K-DS | | COAX CABLE | 18.5000 | 74.00 | |
| 020 | 4 | LA L | | LABOR CHARGE | 300.0000 | 1200.00 | |
| LABOR TO COMPLETLEY STRIP (4) FORD CROWN VICTORIAS AT SHOP LOCATION CUSTOMER TO TRANSPORT CAR UP RE-USE OF RADIO, AND DIGITAL VIDEO EQUIPMENT CUSTOMER TO PROVIDE NEW DATA 911 COMPUTERS-BRACKETS ONLY QUOTED | | | | | | | |
| 021 | 4 | LA I | | INSTALLATION | 2850.0000 | 11400.00 | |
| PROFESSIONAL INSTALLATION-INTEGRATION OF QUOTED EQUIPMENT INTO (4) 2014 FORD UTILITIES. | | | | | | | |
| 022 | 4 | HS C-DMM-123 | F | UTIL MNTR MOUNT | 209.1600 | 836.64 | |
| 023 | 4 | HS C-MM-201 | | DEVMT, MNTR, ADPT | 33.0000 | 132.00 | |
| 024 | 4 | HS C-MM-301 | F | BRKT, ADPTR, DEVM | 27.0000 | 108.00 | |
| 025 | 4 | HS C-OHB-105 | P | ARB CAM BKT UTL | 35.0000 | 140.00 | |
| 026 | 4 | HS C-TCB-7 | F | BASE, TELE, ARTIC | 110.8800 | 443.52 | |
| 027 | 4 | HS C-MD-204 | F | MOTION DEVICE | 63.8400 | 255.36 | |
| 028 | 4 | HS C-KBM-101 | | DEVMT, KYBRD, UNV | 74.7600 | 299.04 | |
| 029 | 4 | HS C-VS-1400-INUT | F | CON, 14", UTILITY | 231.0000 | 924.00 | |
| 030 | 4 | HS C-CUP2-I-A15 | | 15DEG CUP HLDR | 38.0000 | 152.00 | |

| | | | | | | |
|-------------------|------------|------------|---------|----------|-------|-----------------------|
| TOTAL UNITS | PART TOTAL | CORE TOTAL | FREIGHT | HANDLING | OTHER | TAX |
| RCV: BY: _____ | | | | | | PAY THIS AMOUNT \$ |

WWW.LEHRAUTO.COM

SALES@LEHRAUTO.COM

CONTINUED



4707 Northgate Blvd
Sacramento, CA. 95834
Parts Dept. 916-646-6626
Service Dept 916-646-6636
Fax 916-646-6656

** QUOTATION **
*** DUPLICATE ***
Ord # 01 17865
P/O # PASO UTILITY

Page 2

NET 30 DAYS

INSTALLED

Br Acct
00 15075

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D FOLSOM LAKE FORD
D 12755 FOLSOM BLVD
FOLSOM CA 95630

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I 12755 FOLSOM BLVD
P FOLSOM CA 95630
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4/17/14
10:10:57
Expires
7/11/2014

| Lin | Qty | Part Number | S Description | Wt.Each | Net | Value |
|--|-----|-------------|-------------------|---------|----------|---------|
| 031 | 4 | PP 03-0211 | P UTIL HRNS FRONT | | 525.0000 | 2100.00 |
| EDITED 4-17-14 PATROL POWER HARNESS ADDED | | | | | | |

| | | | | | | | |
|-------------|-----|----------|------------|----------|-----------------|-------|-----|
| TOTAL UNITS | 108 | 27868.56 | CORE TOTAL | 575.00 | HANDLING | OTHER | TAX |
| TOTAL | | | | 48543.56 | PAY THIS AMOUNT | | |

WWW.LEHRAUTO.COM

SALAS@LEHRAUTO.COM

PASO ROBLES

CHEVROLET

Anthony Diaz
2485 Theatre Drive
Paso Robles, Ca. 93446
April 15, 2014

2485 THEATRE DRIVE • P.O. BOX 3497
PASO ROBLES, CALIFORNIA 93447-3497
(805) 238-7800 • (805) 543-3804
FAX (805) 238-2883

Cruz Mendoza
Fleet Manager
City of Paso Robles
625 Riverside
Paso Robles, Ca. 93446

Dear Cruz:

Please accept our quotation for three (3) new 2014 Chevrolet Caprice PPV vehicles, equipped as follows:

| | |
|--|-------------|
| Base Price | \$32,475.00 |
| Destination | \$825.00 |
| Phantom Black | N/C |
| 6.0L V8 | N/C |
| Automatic Transmission | N/C |
| HD Floor Covering | N/C |
| Front Auxiliary Lighting | \$195.00 |
| Single Keyed Alike | \$25.00 |
| Flasher System DRL | \$375.00 |
| Dual Spot Lamp | \$820.00 |
| 6 keys | \$150.00 |
| Power Heated Mirrors | \$60.00 |
| Auxiliary Battery | \$250.00 |
| Full Size Spare Tire | \$170.00 |
| Grille Wiring | \$170.00 |
| Rear Door Inop | \$66.00 |
| Rear Window Inop | \$70.00 |
| Sentinel 10XL Partition, Steel Window Guards, TPO Rear Seat, Floor Pan w/Drain and Center Pull Seat Belts | \$2,619.00 |
| Whelen Legacy Light Bar, Whelen CCSRN3 Sapphire and Siren Speaker | \$7,125.00 |
| Power Distribution w/Front & Rear Fuse Panel | \$855.00 |
| Double T Rail with Single Gun Lock to fit AR-15 | \$589.00 |
| Sentinel PB 450 Push Bumper w/2 Front Facing and 2 Side Facing LEDs | \$1,220.00 |
| Center Equipment Console w/DATA911 Tablet and Keyboard mount, Matching Face Plate, Dual Cup Holders | \$1,379.00 |



QUICK LUBE  EXPRESS

PASO ROBLES

CHEVROLET

Cruz Mendoza
March 26, 2014
Page 2

2485 THEATRE DRIVE • P.O. BOX 3497
PASO ROBLES, CALIFORNIA 93447-3497
(805) 238-7800 • (805) 543-3804
FAX (805) 238-2883

| | |
|--|---------------------|
| Trunk Mounted Slide Out Equipment Tray | \$400.00 |
| Installation of Customer's Supplied Radio, Antennas, L-3 Mobil Vision Camera, DATA 911, and Radar | \$1,380.00 |
| Supply and Install Vehicle Graphics | \$925.00 |
| White Wrap Doors and Roof | \$870.00 |
| Sub Total Each | \$53,013.00 |
| Paso Robles Government Discount Each | -\$7,973.79 |
| Fleet Sales Each | \$45,039.21 |
| Sales Tax Each | \$3,603.14 |
| Total Each | \$48,642.35 |
| X3 | \$145,927.04 |

We appreciate the opportunity to submit our quotation and trust we will receive your order in the near future. These units are currently available at the port in Benecia. They will need to be up-fitted to match this equipment. They are subject to prior sale.

Sincerely,



Anthony Diaz
New Vehicle Sales Manager
Paso Robles Chevrolet



QUICK LUBE  EXPRESS

Cruz Mendoza

From: Tom Spence <t.spence@kerrindustries.com>
Sent: Tuesday, April 15, 2014 7:48 AM
To: Cruz Mendoza
Cc: Ty Lewis
Subject: Caprice Pricing

Turnkey MSRP price for 2014 Caprice patrol vehicle includes the following:

Setina 10XL partition, steel window guards, TPO rear seat, door panels, floor pan with drain and center pull seat belts--\$2619.00

Whelen Legacy light bar, Whelen CCSRN3 Sapphire and siren speaker--\$7125.00

Power distribution with front and rear fuse panels for all accessories and basic wiring package with timer--\$855.00

Double T rail with single gun lock to fit AR-15--\$589.00

Setina PB450 push bumper with 2 front facing and 2 side facing LEDs--\$1220.00

Center equipment console with Data911 tablet and key board mount, matching face plates, dual cup holder, triple power outlet and arm rest--\$1379.00

Trunk mounted slide out equipment tray--\$400.00

Installation of customer supplied radio, antennas, 1-3 mobil vision camera, Data911 system and radar--\$1380.00

Supply and install vehicle graphics--\$925.00

White vinyl wrap 4 doors and roof-(vinyl applied from belt molding down only)--\$870.00

Total parts and labor not including tax (taxes charged by dealer)--\$17362.00 per car.

Call me if you have any questions

Tom



TOM SPENCE

t.spence@kerrindustries.com

Texas - Oshawa - California

800 585 1774



14572 RANCHO VISTA DR.

FONTANA, CA 92335

PHONE: 909-574-7000 FAX: 909-574-7005

April 14, 2014

**City of Paso Robles
1000 Spring St.
Paso Robles, Ca 93446**

Attention: Cruz Mendoza

The following is an opportunity to quote an add on purchase for existing contract with County of Los Angeles, with a discount of \$10,000.00, to eliminate marked items and using a Ford F-450 in place of F-550, per PO PW-13323858-1.

| | |
|----------|-------------------------|
| | \$109,905.20 |
| - | <u>10,000.00</u> |
| | \$99,905.20 |

Plus any applicable taxes

Sincerely

Zac Short

DIAMONDBACK™

SERIES



DIAMONDBACK™

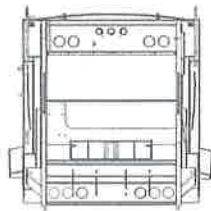
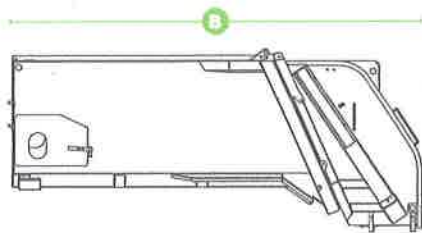
The New Way™ Diamondback™ is poised to strike with a vicious bite. Offering outstanding compaction of 800 lbs. per yd³ on the standard unit and up to 1,000 lbs. per yd³ on the HC Model. The Diamondback™ is available in six or eight cubic yard capacities coming standard with a range of features that are options on most competitor's units. Adaptable to all residential curb tippers.



A Product of **Scranton Mfg. Co., Inc.** • 101 State Street • Scranton, IA 51462 • T 800.831.1858 • F 712.652.3399 • www.newwaytrucks.com

DIAMONDBACK[®] SPECIFICATIONS

GENERAL SPECIFICATIONS (STANDARD)



| Model | 4 RL | 8 RL | 4-8HC RL | 8-8HC RL |
|-------------------------|-------------------|-------------------|-------------------|-------------------|
| Body Capacity | 6 yd ³ | 8 yd ³ | 6 yd ³ | 8 yd ³ |
| *Body Width (A) | 75" | 75" | 75" | 75" |
| Body Length (B) | 181" | 185" | 161" | 185" |
| Body Height (C) | 61" | 61" | 61" | 61" |
| **Approx. Body Weight | 5,845 lbs. | 6,120 lbs. | 5,985 lbs. | 4,275 lbs. |
| Hopper Capacity | 1 yd ³ | 1 yd ³ | 1 yd ³ | 1 yd ³ |
| Hopper Opening Width | 54" | 54" | 54" | 54" |
| Loading SW Weight | 1.5" below frame | 1.5" below frame | 1.5" below frame | 1.5" below frame |
| Hopper Cycle Time (sec) | 8-10 | 8-10 | 14-18 | 14-18 |

HYDRAULIC CYLINDER SPECIFICATIONS (STANDARD)

| Model | 4 RL | 8 RL | 4-8HC RL | 8-8HC RL |
|------------------------|------|------|----------|----------|
| Side Cylinders (2) | 2.5" | 2.5" | 3" | 3" |
| Sweep Cylinders (2) | 2.5" | 2.5" | 3" | 3" |
| Tailgate Cylinders (2) | 2.5" | 2.5" | 2.5" | 2.5" |
| Ejection Cylinder | 5.5" | 4.5" | 5.5" | 6.5" |

MINIMUM CHASSIS SPECIFICATIONS (STANDARD)

| Model | 4 RL | 8 RL | 4-8HC RL | 8-8HC RL |
|------------------|-------------|-------------|-------------|-------------|
| ***Minimum GVW | 14,250 lbs. | 17,000 lbs. | 18,500 lbs. | 21,000 lbs. |
| Recommended Curb | 54" | 106" | 54" | 106" |

*Body width is 85" with fenders.

**Approximate Body Weight empty and exclusive of options.

***Any Chassis used in Southern Manufacturing with less than the minimum guidelines requirements will not be warranted.
(Chassis must be capable of carrying the net weight of the body plus the weight of the refuse collected.)

BODY CONSTRUCTION

| | 4-8 RL | 4-8HC |
|-------------------|--------|--------|
| • Roof | 10 GA* | 10 GA* |
| • Sides | 10 GA* | 10 GA* |
| • Floor (upper) | 10 GA* | 10 GA* |
| • Floor (lower) | 1/4" | 1/4" |
| • Ejection Blade | 10 GA* | 10 GA* |
| • Sweep Blade | 1/4" | 1/4" |
| • Tailgate 10 GA* | 10 GA* | 10 GA* |
| • Tailgate Liner | N/A | 10 GA* |
| • Hopper Floor | 1/4" | 1/4" |

*50,000 PSI - 80,000 PSI

HYDRAULIC SYSTEMS

| | US | Metric |
|-------------------------|--------|--------|
| • Oil Reservoir | 22 gal | 83 L |
| • Min. Accept. Oil flow | 17 GPM | 65 LPM |
| • Oil Flow w/old Pump | 20 GPM | 76 GPM |

All models and specifications subject to change.

Visit us online at newwaytruck.com for the latest updates.

HYDRAULIC SYSTEMS (cont.)

| | 4-8 RL | 8-8HC |
|--------------------------|--------------|-----------|
| • Max. Oper. Pressure | 1,800 PSI | 2,000 PSI |
| • Engine RPM for STD GPM | 1,200-1,500 | |
| • Hydraulic Hoses | 4 to 1 Burst | |
| • Spin On Hyd. Filter | 10 micron | |

STANDARD EQUIPMENT

- Semi-Automatic Cycling
- Auto Back Pack
- Auto-Lock Tailgate
- Back Up Alarm
- Night Bar
- ECC Lights and Reflectors
- Sight Gauge on Oil Tank
- Oil Pressure Gauge
- Chrome Cylinders
- Side Access Door
- Driver Alert Buzzer
- Tailgate Ajar Indicator
- Riding Steps on Rear
- Preme Grease

OPTIONAL EQUIPMENT

- Special Lighting
- PTO & Pump
- Finish Paint
- Container Litter w/Flared Tailgate

Ruckstell
Cal. Sales Co
559-233-3277

AUTHORIZED DEALER



A Division of **NEW WAY TRUCK, INC.** • 101 State Street • Simi Valley, CA 91361
• 800 831 1853 • 712 652 3189 • www.newwaytruck.com



Nate Wyatt
Parks/Landscape and lighting super
city of Paso Robles
805-237-3873

3/16/2014

[illegible]

Devin Murrie
Territory Sales Representative
Jacobson West,
A Textron Company
805-458-4681
dmurrie@jacobsonwest.com

LAWNNAIRE® 28

The revolutionary Lawnaire 28 offers the cutting-edge technology and precision needed in the golf course industry, and combines it with the durability and efficiency necessary for commercial lawn maintenance.

With vertical coring action, the reciprocating tines are able to punch straight in and out without tearing the turf. And with this machine, precision goes hand in hand with efficiency. Its 28-inch swath and productive ground speed aerates up to 24,000 square feet per hour. The durable tines wear down to two and one-half inches, even in hard soil. The durable construction features a reinforced, heavy-gauge steel frame. As for ease of use and comfort, a front caster wheel gives you near zero-turn capability and an isolated handlebar absorbs vibration, making operation and maneuvering almost effortless.



SPECIFICATIONS

POWER

| | |
|---------------|---------------------------------|
| Engine Model | 4-cyl, 1600 cc, 100 hp, 2000 cc |
| Drive system | 1200 cc, 100 hp, 2000 cc |
| Fuel Capacity | 0.85 gal (3.2 l) |
| Ex-Capacity | 0.65 gal (2.4 l) |

UNIT

| | |
|----------------------------|--|
| Machine Type | Motor, driving a 4-propelled walk behind tractor |
| Clutch | Self-lighting |
| Crow Wheel | A series 4 belts, 436 nickel plated roller chain |
| Crow Lines | A series 7 belts, 436 nickel plated roller chain |
| Lines | Hot low tapered, automatic hand-on steel, 3/4 in. (19 mm) diameter lines |
| Line Arms | 4 arms, 71 nos. per arm |
| Line Engagement Mechanism | Spring-assisted |
| Lubrication | 5 grease fittings |
| Reversing Gearings | On both |
| Oil Removal | Grease |
| Coring Depth | Up to 2 1/2 in. (64 mm) |
| Corn Auger | 8 1/2 in. (216 mm) |
| Auger Patters | 14 in. x 5 in. (356 mm x 127 mm) |
| Auger Worm | 3 in. (76 mm) |
| Motor per Self Sample Pass | Up to 12 per 4 ft (1219 mm) |
| Production | Averages up to 24,000 lbs (10,887 kg) |
| Transport | 21 mph (34 km/h) |
| Buses | Automatic parking green handles |
| Handles | Rubber, notched handlebars |
| Seat | Seated position, breakaway |
| Tree Limb | 10 ft x 4 in. (304 cm x 101 mm) |
| Tree Feet | 8 ft x 230 ft (244 cm x 70 m) |

DIMENSIONS

| | |
|-------------|-------------------|
| Weight (Wt) | 411 g (144.56 oz) |
| Width | 34 in (86.36 cm) |
| Length | 50 in (127.02 cm) |
| Height | 48 in (121.92 cm) |

Եթե անհատը անգործ է, ապա օգնություն կարող է ստանալ հետևյալ կերպով՝



4. Liquid front caster wheel allows the machine to maneuver with near zero-turn capability.



The responsive differential feature makes it easier to turn and maneuver around trees and landscape features.



Reciprocating tines provide vertical coring action, punching straight in and out without tearing the turf, offering quality on par with golf courses.

560 S. Promenade Ave., Suite 101
Corona, CA 92879
Phone: 817-448-9727
Fax: 951-272-2115

Customer:

Nate Wyatt
Parks/Landscape and lighting super
city of Paso Robles
805-237-3873

3/15/2014

WE want to thank you for giving us the opportunity to quote the following equipment.

[illegible]

Pricing does include airport cab & taxes.

Quote is good for a period of 30 days

If you have any questions, please feel welcome to contact me.

Lease rates are subject to change and credit approval. This quote does not include a lease document fee of \$250.00 per transaction.

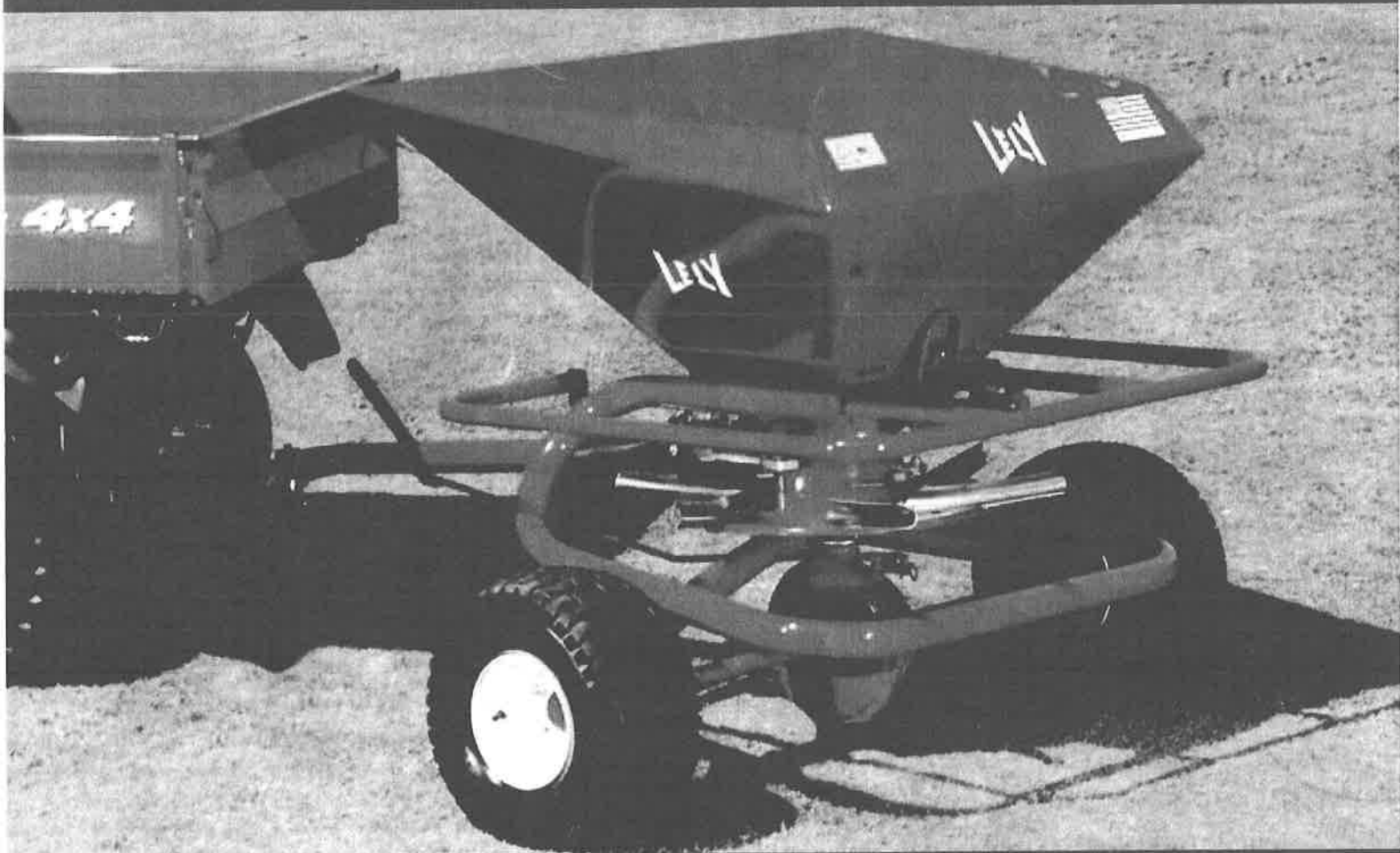
Sincerely,

Devin Murria

Devin Murrie
Territory Sales Representative
Jacobsen West,
A Textron Company
805-458-4681
E: dmurrie@jacobsenwest.com

LELY

Broadcast Spreaders



Accuracy and Dependability



www.leylusa.com

—partners in turfcare—

RTV

LINEUP

FEATURES

ACCESSORIES

SPECIFICATIONS

PHOTO GALLERY

RTV
SERIES
VHT PLUS2
DRIVE TRAIN
SYSTEM



LINEUP

■ GENERAL
PURPOSE

■ WORKSITE
(Orange)

■ UTILITY

■ WORKSITE
(Orange & Red)

■ WORKSITE
(Came)



KUBOTA 4WD UTILITY VEHICLE
RTV900XT

GENERAL PURPOSE

equipped with a 21.6HP Kubota
902 3-cylinder diesel engine
and exclusive Variable Hydro
transmission (VHT Plus2).
Standard 4-Wheel Drive

C&N TRACTORS-PASO2690 RAMADA DR
PASO ROBLES, CA 93446**Unit Quote for CITY OF PASO ROBLES**

page 1

Quote #4910.01

CITY OF PASO ROBLES

Customer #73973

Quote Date: 03/21/2014

1000 SPRING STREET

Customer phone: 805-237-3973

Expires: 04/21/2014

PASO ROBLES CA 93446

Salesman: JDS

PO:

Unit Sale: 2014 KUB RTV900XTW UTILITY

18514.00

stock number: TEMP

FOUR WHEEL DRIVE
VARIABLE HYDROSTATIC TRANSMISSION
POWER STEERING
22HP 3 CYLINDER KUBOTA DIESEL ENGINE
STEEL CAB W/ GLASS WINDOW
HEAVY LOAD STRUTS
DRIVER AND PASSENGER WINDSHIELD WIPERS
TWO FORWARD WORKLIGHTS / TWO REAR WORKLIGHTS
CAB HEATER
HYDRAULIC DUMP BED
DOES NOT HAVE AUXILARY HYDRAULIC SYSYTEM

Sales Tax

\$1481.12

THANK YOU FOR YOUR CONTINUED PATRONAGE
WE APPRECIATE YOU BUSINESS

Total Sale

\$18995.12



Quote Summary

Prepared For:
City Of Paso Robles
1000 Spring St
Paso Robles, CA 93446
Business: 805-237-3999

Prepared By:
Galen O'Reilly
Cal-coast Machinery, Inc.
3920 Ramada Drive
Paso Robles, CA 93446
Phone: 805-434-5566
galen@jdccm.com

The 997 is a 31hp diesel liquid cooled zero turn mower.

Quote Id: 9405449
Created On: 26 March 2014
Last Modified On: 26 March 2014
Expiration Date: 02 April 2014

| Equipment Summary | Selling Price | Qty | Extended |
|--|----------------|-----|---------------------|
| JOHN DEERE 997 Commercial L. C. Diesel Max-Frame Z-Trak with 60 In. Mulch On Demand 7-Gauge Deck | \$ 17,620.17 X | 1 = | \$ 17,620.17 |
| Equipment Total | | | \$ 17,620.17 |

Quote Summary

| | |
|---------------------|---------------------|
| Equipment Total | \$ 17,620.17 |
| SubTotal | \$ 17,620.17 |
| Sales Tax - (7.50%) | \$ 1,321.51 |
| Total | \$ 18,941.68 |
| Down Payment | (0.00) |
| Rental Applied | (0.00) |
| Balance Due | \$ 18,941.68 |

Salesperson : X _____

Accepted By : X _____

Confidential

**JOHN DEERE**

Selling Equipment

Quote Id: 9406449

Customer: CITY OF PASO ROBLES

JOHN DEERE 997 Commercial L. C. Diesel Max-Frame Z-Trak with 60 In. Mulch On Demand 7-Gauge Deck

Hours:

Stock Number:

| | | | Selling Price |
|---|-----|---------------------|---------------------|
| | | | \$ 17,620.17 |
| Description | Qty | Unit | Extended |
| 997 Commercial L. C. Diesel Max-Frame Z-Trak with 60 In. Mulch On Demand 7-Gauge Deck | 1 | \$ 21,199.00 | \$ 21,199.00 |
| Other Charges | | | |
| Freight | 1 | \$ 682.25 | \$ 682.25 |
| EnviroCrate | 1 | \$ 40.00 | \$ 40.00 |
| Other Charges Total | | | \$ 722.25 |
| Suggested Price | | | \$ 21,921.25 |
| Customer Discounts | | | |
| Customer Discounts Total | | \$ -4,301.08 | \$ -4,301.08 |
| Total Selling Price | | | \$ 17,620.17 |

Confidential