

Shew, Tammy

From: Timothy Donahue <tdonahue@airport.oshkoshcorp.com>
Sent: Friday, January 3, 2020 10:41 AM
To: Shew, Tammy; Dobson, Bryan C
Cc: Wilson, Nigel E.; Corley, Tommy
Subject: RE: [EXTERNAL] RE: Oshkosh Striker 4x4 Aircraft Rescue and Fire Fighting Vehicle
Attachments: Peachtree-Dekalb 4x4 HGAC 2020 Quote.pdf

Oshkosh Corporation Classification - Restricted

Tammy-

Thank you for letting me know. I did correct it in the attached quote. The base price of the truck with all of the options would be \$989,726 +\$2,000 HGAC Fee. This would be the list price of the truck then we discounted it an additional 20.3% for this opportunity.

From: Shew, Tammy <tgarmon@dekalbcountyga.gov>
Sent: Friday, January 3, 2020 9:25 AM
To: Dobson, Bryan C <BCDobson@dekalbcountyga.gov>; Timothy Donahue <tdonahue@airport.oshkoshcorp.com>
Cc: Wilson, Nigel E. <newilson@dekalbcountyga.gov>; Corley, Tommy <tcorley@dekalbcountyga.gov>
Subject: RE: [EXTERNAL] RE: Oshkosh Striker 4x4 Aircraft Rescue and Fire Fighting Vehicle

Attention: This email originated from outside of the organization.

Hi Timothy,

The total cost on your quote says: \$790,193.00. I thought the total cost before was: \$790,693.00. Please confirm which is the correct price now. Also, please confirm the total list price of the Striker and the discounted percentage rate if we buy off the contract so I'm sure I'm quoting it right.

Thanks

Tammy Garmon Shew
Senior Procurement Agent, CFP
DeKalb County
Department of Purchasing and Contracting
1300 Commerce Drive, 2nd Floor
Decatur, GA 30030
404-687-2796-ph
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Productivity, Accountability, Customer Service, Teamwork



CONTRACT PRICING WORKSHEET
For MOTOR VEHICLES Only

Contract No.:

FS12-19

Date Prepared:

01/02/20

*This Worksheet is prepared by Contractor and given to End User. If a PO is issued, both documents **MUST** be faxed to H-GAC @ 713-993-4548. Therefore please type or print legibly.*

Buying Agency:	Dekalb County Fire Rescue	Contractor:	Oshkosh Airport Products
Contact Person:	Bryan Dobson	Prepared By:	Tim Donahue
Phone:	404-808-0844	Phone:	920-570-5017
Fax:		Fax:	
Email:	BCDobson@dekalbcountyga.gov	Email:	tdonahue@airport.oshkoshcorp.com
Product Code:	FS19UF01	Description:	Oshkosh Stiker 4x4

A. Product Item Base Unit Price Per Contractor's H-GAC Contract: \$796,194.00

B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
OSK-1 110 Volt aux air compressor with autoject shore power	\$2,252.00	OSK-15 High output dual air conditioning	\$5,640.00
OSK-2 110 volt engine presheater with autoject shore power	\$584.00	OSK-16 Streamlight brand rechargeable flashlights QTY 2	\$474.00
OSK-3 Battery charger with autoject shore power	\$799.00	OSK-18 Medical Storage compartment in cab	\$1,977.00
OSK-4 Air inlet at the rear or side of cab with autoject	\$406.00	OSK-19 Power strip in cab with shore power provisions	\$682.00
OSK-5 Air outlet on either side of cab with 50' of hose/tire guag	\$159.00	OSK-21 Height adjustable roll-out shelf in lower compartment	\$763.00
OSK-6 Air hose reel in upper compartment with 150' of 1/2" ho	\$2,973.00	OSK-26 Driver and Turret operator foot switches	\$514.00
OSK-7 Alternating flashing feature for headlights "wig wag"	\$166.00	OSK-27 Rear vision camera system	\$2,854.00
OSK-8 Two driving and two fog lights	\$395.00	OSK-28 FLIR camera with pan and tilt	\$18,524.00
OSK-9 LED ground lighting	\$528.00	OSK-29 Digital recorder with forward facing camera	\$2,321.00
OSK-10 MADAS	\$8,176.00	OSK-31 Sapre tire and wheel	\$3,563.00
OSK-11 Two defroster fans in cab	\$137.00	Subtotal From Additional Sheet(s):	\$117,036.00
OSK-13 upgrade to Smartdock QTY 2	\$1,046.00	Subtotal B:	\$171,969.00

C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
UP1 TAK-4 Independent Suspension	\$9,632.00		
UP3 ECO EFP Foam Testing	\$10,309.00	Subtotal From Additional Sheet(s):	\$0.00
UP4 Guardian Back-up	\$1,622.00	Subtotal C:	\$21,563.00

Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: 2.23%

D. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C)

Quantity Ordered: 1 X Subtotal of A + B + C: 989726 = Subtotal D: \$989,726.00

E. H-GAC Order Processing Charge (Amount Per Current Policy) Subtotal E: \$2,000.00

F. Trade-Ins / Other Allowances / Special Discounts / Freight / Installation

Description	Cost	Description	Cost
Additional Customer Discounting	-\$140,796.00		
2019 Price Hold Discount	-\$60,237.00	Trade-in Allowance	
		Subtotal F:	-\$201,033.00

Delivery Date: 365 Days ARO **G. Total Purchase Price (D+E+F):** \$790,693.00

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Part Number	Description	Published Options	Unpublished Options
OSK-41	Swing-out feature for hosereel	\$611.00	
OSK-44	Structural panel with one 2-1/2" suction inlet, one 5" suction inlet and a priming pump on the LH side with "Fill from Draft" provisions	\$5,771.00	
OSK-45	One 2-1/2" foam / water producing discharge outlet with a bleeder valve on each side - 2 total	\$2,605.00	
OSK-48	Two 2-1/2" water tank fill connection one on each side	\$1,910.00	
OSK-49	550 lb. dry chemical system with fixed dual agent hosereel holding 100' of 1" twinned hose and a Hydro-Chem type nozzle in a lower compartment. Includes agent vessel and propellant system with system indicators in cab	\$26,896.00	
OSK-50	Spare nitrogen cylinder for dry chemical system.	\$1,407.00	
OSK-51	Foam transfer pump - electric	\$9,015.00	
OSK-53	Electronic foam proportioning system in place of standard fixed rate, around the pump foam proportioning system	\$19,993.00	
OSK-57	375/750 gpm high volume, dual rate, low-attack type bumper turret in place of standard 300 gpm bumper turret - 4x4 only	\$23,823.00	
OSK-58	Hydro-Chem type direct injection foam/water/dry chemical nozzle option added for any dual rate roof or bumper turret	\$6,087.00	
OSK-59	Exterior mounted water and foam tank level lights each side	\$587.00	
OSK-63	One LED spotlight on roof turret	\$662.00	
OSK-64	One LED spotlight on bumper turret	\$821.00	
OSK-71	Undertruck nozzles	\$2,647.00	
OSK-81	Two cab mounted LED worklights - 24 VDC	\$1,095.00	
OSK-83	Two LED worklights per side four total - 24VDC	\$2,046.00	
OSK-85	Two LED worklights at rear - 24VDC	\$1,022.00	
OSK-89	Four red LED mini light bars in place of standard red LED beacons on roof	\$7,876.00	
OSK-91	Premium lower perimeter red LED warning light system with two front facing, two rear facing and three lights per side	\$1,996.00	
OSK-92	Lower perimeter emergency warning switch to disable lower emergency lights when needed	\$166.00	

Base Bid	\$796,194.00	
Published Options	\$117,036.00	
Total Published Options	\$913,230.00	
Unpublished Options	\$0.00	0.00%
Total Options w/o HGAC Fee	\$913,230.00	