

FORM A
TOWN OF AYER CAPITAL BUDGET REQUEST FORM

Fire

FISCAL YEAR: 2024

Please list each capital request on this form with a dollar amount and in the appropriate year. Then complete a Form B for each request appearing on this sheet.

	Item Requested	FY24	FY25	FY26	FY27	FY28
1	Fire Department Vehicle	\$77,760				
2	Ladder Truck	\$1,434,156				
3	Lucas & IV Pumps		\$18,000			
4	Replace Cardiac Monitor		\$40,000			
5	Replace A-2		\$375,000			
6	Replace Kubota (RTV)		\$15,000			
7	Replace Service Truck (Pickup&Plow)			\$65,000		
8	Replace S.C.B.A.			\$200,000		
9	Radio Equipment			\$200,000		
10	Replace Thermal Imagers			\$15,000		
11	SCBA Cylinders				\$17,000	
12	Station Alerting				\$50,000	
13	Replace / Rechassis Forestry-1				\$300,000	
14	Fire Prevention				\$70,000	
15	Server					\$15,000
16	A-1 (2018 Replacement)					\$400,000
Yearly Totals		\$1,511,916	\$448,000	\$480,000	\$437,000	\$415,000

Department Head Signature: 

Date: 10/27/22

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2024

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2024

Item or Project: Chief's Car

Explanation of Request: The Fire Chief currently operates a 2013 Tahoe with a mileage of 65,000; While the milage anoumt appears moderate, the car has a higher number of engine hours as the vehicle idles during emergency incidents. This vehicle serves as the primary transportation for the administrative and emergency duties of the Chief. The car is outfitted with all the equipment the Chief needs, including bunker gear, SCBA, first responder medical equipment, radios, and all of the necessary equipment to set up a command post. This purchase will continue to provide reliable transportation for the Chief. The estimated cost of the vehicle, radios, thermal imaging camera, emergency lighting, and siren is \$72,000. Additionally, this request includes a 10% contingency of \$7,200. Therefore, the estimated cost to purchase and equip the Fire Chief's car is \$79,200.00.

Cost Justification: This is part of our 10 year capital replacement plan for administration vehicles.

Benefit to the Town: The fire chief would continue to have reliable transportation 24/7 for all duties.

Alternative: Continue to drive a 2013 vehicle.

Department Head Signature: 

Date: 10/27/22



Liberty Chevrolet



Ayer Fire Department
1 West Main Street
Ayer, Ma 01432
Attn: Chief Johnston

October 13, 2022

Per your request, I am writing to offer a proposal to supply your department with a new Chevrolet per our bid, with the Greater Boston Police Council. All vehicles offered under this contract come with a 5 year/100,000 mile powertrain warranty.

2022 Chevrolet Tahoe SSV, Four Door 4WD Utility Vehicle Model CK10706

5.3 Liter V8 with Active Fuel Management System 355 HP
E85 Flex Fuel Capable
10-Speed Automatic Transmission
Heavy Duty Engine and Transmission Oil Coolers
Heavy Duty 170 Amp Alternator
720 CCA Battery with Isolated 730 CCA Aux Battery
Rear Liftgate with rear Washer/Wiper
StabiliTrak, Stability Enhancement System (Proactive Roll Avoidance)
(5) P255/70R17 All Season Blackwall Radials
(5) 17"x 8" Steels Wheels
4 Wheel Disc Brakes with 4 Wheel ABS
Factory Skid Plate Package
Factory Running Boards
Trailer Package with Receiver Hitch
Deep Tinted Glass
Heated Electric Remote OSRV Mirrors
Automatic Headlamps with Daytime Running Lights Feature
Front Custom Cloth 40/20/40 Split Bench, 6 Way Power Driver's Seat
Second Row 60/40 Split Bench Seat, Vinyl Trim
Black Rubberized Vinyl Floor Covering
Tilt Steering Wheel and Cruise Control
Power Windows and Door Locks with Keyless Remote Entry
Full Factory Gauge Package with Tire Pressure Monitor
Front and Rear Air Conditioning and Heat
Electric Rear Window Defogger
AM/FM Stereo with Digital Clock

\$42,746.00

Liberty Chevrolet, Inc.

90 Bay State Road • Wakefield, MA 01880 • Main 781-246-1919 • Fax 781-245-8987 • www.libertychevy.com

Factory Options:

AMF	4 Additional Key Fobs (Programming Required)	\$75.00
A50	Front Bucket Seats with Center Console	\$350.00
BCV	Auto Door Lock Disable	\$50.00
B30	Color Keyed Floor Carpeting	\$195.00
TV	Remote Vehicle Start System	\$300.00
B58	Carpeted Floor Mats, 1 st / 2 nd Row	\$80.00
GNT	Radiant Red Tintcoat	\$495.00
PQA	Safety Package	\$395.00
	Forward Collision Alert	
	Lane Keep Assist w/Lane Depart Warning	
	Following Distance Indicator	
	Front Pedestrian Breaking	
	Automatic Emergency Breaking	
V76	Chassis Mounted Recovery Hooks	\$50.00
	Estimated Increase 2023 Model Year (4%)	\$1,789.44

Additional Contract Items

DI	Key Programming	\$250.00
TOTAL DELIVERED PRICE		\$46,775.44

Liberty Chevrolet currently has this truck on order with GM, (vin#PR153561, Color Radiant Red). Please note that this unit is subject to prior sale; therefore please contact me as soon as a purchase decision is made so that it may be secured for your department.

Thank you for your consideration of Liberty Chevrolet. If you have any questions concerning our proposal, please don't hesitate to contact me at (781) 287-7542.

Best Regards,
Jason Monahan
Municipal Sales Manager
Jason@LibertyChevrolet.com

Liberty Chevrolet, Inc.

90 Bay State Road • Wakefield, MA 01880 • Main 781-246-1919 • Fax 781-245-8987 • www.libertychevy.com

Adamson Industries Corp.
45 Research Dr.
HAVERHILL, MA 01832

Tel: 978-374-3300/1-800-232-0162
Fax: 978-975-7168

Quotation

Quote Number
 26217

Quote Date
 Oct 21, 2022

Page:
 1

Quoted to:
 AYER FIRE DEPT.
 1 WEST MAIN ST
 AYER, MA 01432

Customer ID		Good Thru	Payment Terms	Sales Rep	
AYE MA FD		11/20/22	Net 30 Days	ADAM/RICHARD	
Quantity	Item	Description	Unit Price	Extension	
1.00	DAL SIFMSx	STATE CONTRACT PSE01 - 2023 CHEVY TAHOE SSV - ***SP-SLICK22C PROMO PRICING*** FEDERAL SIGNAL SPECTRALUX ILS LOW-PROFILE INTERIOR WARNING LIGHTS, CENTER FOCUSED, FULL SET ALL RED/WHITE (SIFMJS-1666375257)	899.95	899.95	
1.00	DAL SIFMHx	FEDERAL SIGNAL SPECTRALUX ILS REAR HATCH INTERIOR WARNING LIGHTS, CENTER FOCUSED, B/A-B/A-R/A-R/A-R/A-R/A-R/A (SIFMJH-1666375351)	899.95	899.95	
1.00	SR PF200R	FEDERAL SIGNAL PATHFINDER SIREN WITH REMOTE SURFACE MOUNT CONTROLLER	919.95	919.95	
1.00	SR EXPMOD24	FEDERAL SIGNAL PATHFINDER EXPANSION MODULE - 24 OUTPUT	219.95	219.95	
1.00	SR OBDCABLE25-1	FEDERAL SIGNAL OBD CABLE FOR USE WITH PATHFINDER SIRENS	123.95	123.95	
1.00	SR ES100	FEDERAL SIGNAL ES100C DYNAMAX 100W SPEAKER	199.95	199.95	
1.00	MT ESB-U	FEDERAL SIGNAL ES100 UNIVERSAL BRACKET	24.95	24.95	
1.00	SR RBKIT2	FEDERAL SIGNAL PAIR OF RUMBLER WOOFERS	309.95	309.95	
1.00		RB-TAH21 FEDERAL SIGNAL TAHOE	42.95	42.95	
FREIGHT CANNOT BE ESTIMATED AT THIS TIME AND WILL BE ADDED TO INVOICE ONCE PRODUCT SHIPS. WOMAN OWNED SMALL BUSINESS			Subtotal	Continued	
			Sales Tax	Continued	
			Freight		
			Total	Continued	

Adamson Industries Corp.
45 Research Dr.
HAVERHILL, MA 01832

Tel: 978-374-3300/1-800-232-0162
Fax: 978-975-7168

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 AYER FIRE DEPT.
 1 WEST MAIN ST
 AYER, MA 01432

Customer ID		Good Thru	Payment Terms	Sales Rep	
AYE MA FD		11/20/22	Net` 30 Days	ADAM/RICHARD	
Quantity	Item	Description	Unit Price	Extension	
1.00	TR RUMBLER SYSTEM	RUMBLER BRACKETS, PAIR	150.00	150.00	
4.00	GLL MPS62U-RW	INSTALL RUMBLER SYSTEM	104.95	419.80	
4.00	MT MPSM6-LB	FEDERAL SIGNAL MICROPULSE ULTRA 6, DUAL COLOR RED/WHITE - MOUNTED IN GRILLE	9.95	39.80	
1.00	MT MPSMW9-TAH21MIR	FEDERAL SIGNAL MPS600 L-BRACKET (FOR ABOVE)	39.95	39.95	
2.00	GLL MPSW9X-RW	FEDERAL SIGNAL SIDE MIRROR BRACKETS FOR 2021+ TAHOE, PAIR	149.95	299.90	
1.00		FEDERAL SIGNAL MICROPULSE X WIDE ANGLE RED/WHITE - MOUNTED UNDER SIDE MIRRORS			
6.00	GLL MPS62U-RW	ACTIVATE FACTORY HEAD LIGHT FLASHER (WIG-WAG)	104.95	629.70	
3.00	MT MPSM6U-SPACRKT	FEDERAL SIGNAL MICROPULSE ULTRA 6, DUAL COLOR RED/WHITE - MOUNTED ON SIDE STEPS	15.95	47.85	
2.00	GLL MPS62U-RW	FEDERAL SIGNAL MPS600U 5 DEGREE SPACER WEDGE-4, PAIR (FOR ABOVE)	104.95	209.90	
2.00	MT MPSM6-LB	FEDERAL SIGNAL MICROPULSE ULTRA 6, DUAL COLOR RED/WHITE - MOUNTED IN REAR SIDE CARGO WINDOWS	9.95	19.90	
1.00		FEDERAL SIGNAL MPS600 L-BRACKET (FOR ABOVE)	213.95	213.95	
2.00	GLL 416300X-RW	PFSYNC-1 FEDERAL SIGNAL PATHFINDER SYNC MODULE	104.95	209.90	
		FEDERAL SIGNAL FLUSH MOUNT LIGHT			
FREIGHT CANNOT BE ESTIMATED AT THIS TIME AND WILL BE ADDED TO INVOICE ONCE PRODUCT SHIPS.			Subtotal	Continued	
			Sales Tax	Continued	
			Freight		
WOMAN OWNED SMALL BUSINESS			Total	Continued	

Adamson Industries Corp.
45 Research Dr.
HAVERHILL, MA 01832

Tel: 978-374-3300/1-800-232-0162
Fax: 978-975-7168

Quotation

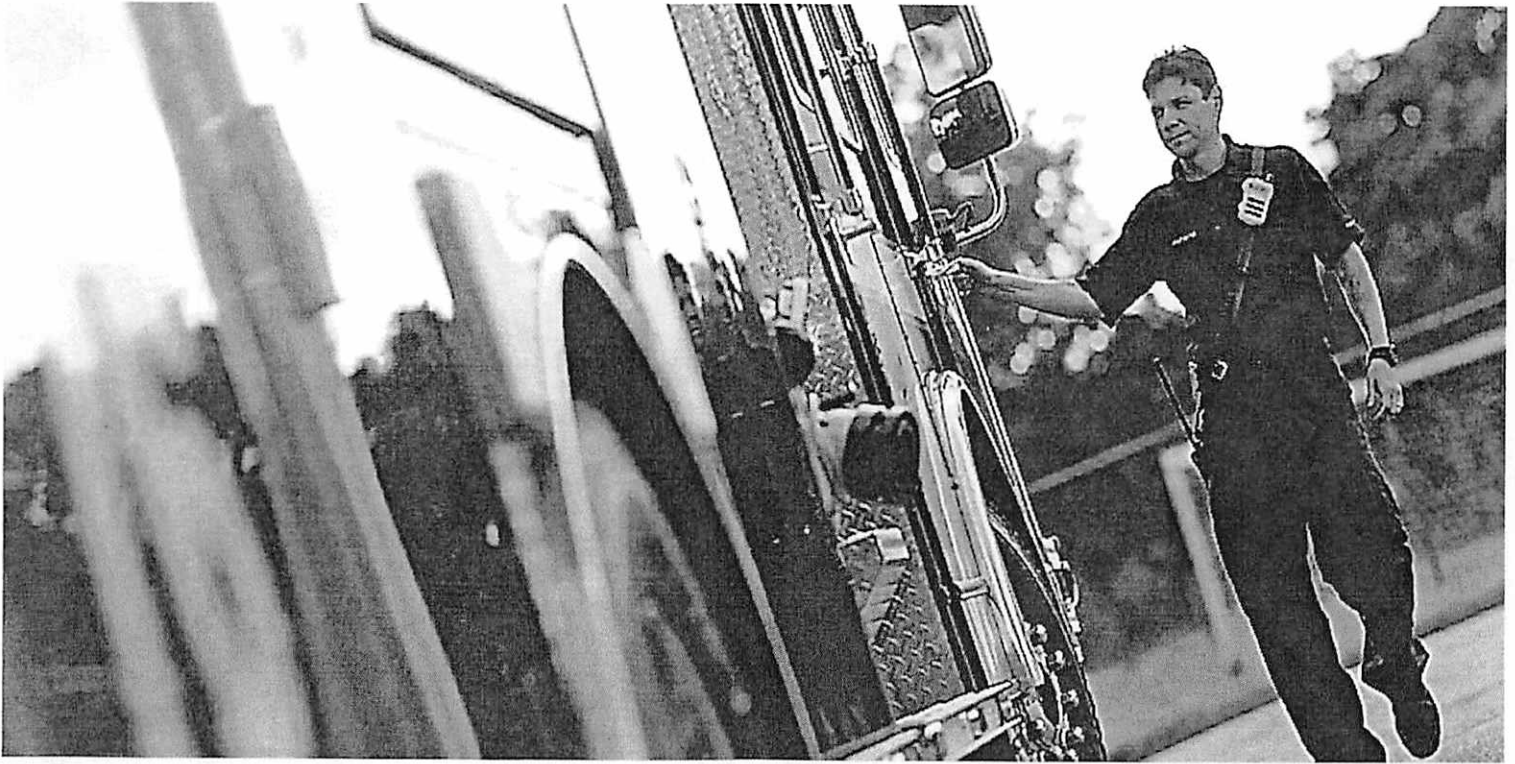
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 3

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 AYER FIRE DEPT.
 1 WEST MAIN ST
 AYER, MA 01432

Customer ID		Good Thru	Payment Terms	Sales Rep	
AYE MA FD		11/20/22	Net 30 Days	ADAM/RICHARD	
Quantity	Item	Description	Unit Price	Extension	
4.00	GLL 416900X2-RW	HEAD, DUAL COLOR RED/WHITE - MOUNTED UNDER REAR LICENSE PLATE TRIM			
		FEDERAL SIGNAL CORNER LED X, DUAL COLOR RED/WHITE - IN TAILLIGHTS	69.95	279.80	
1.00	MT 84273179	GM TAHOE CONSOLE TRIM PANELS - F BEZEL	78.95	78.95	
1.00	MT 84656774	GM TAHOE CONSOLE TRIM PANELS - F PANELS	47.95	47.95	
1.00	MT 84690976	GM TAHOE CONSOLE TRIM PANELS - F PANELS	47.95	47.95	
1.00	MT C-VS-1012-TAH - 1	HAVIS 9" WIDE ANGLED 22" VEHICLE SPECIFIC CONSOLE FOR 2021+ CHEVY TAHOE	504.95	504.95	
1.00	MT CUP2-1001	HAVIS SELF ADJUSTING DOUBLE CUP HOLDER	55.95	55.95	
1.00	MT C-ARM-103	HAVIS FLIP UP CONSOLE MNT ARM REST	119.95	119.95	
1.00	TR MISC WIRE & SUPPLIES	MISC. WIRE, CONNECTORS & SHOP SUPPLIES	275.00	275.00	
1.00	TR EQUIP-SUV	INSTALL OF EMERGENCY EQPT	1,995.00	1,995.00	
Chief Tim Johnston: 978-772-8231, tjohnston@ayer.ma.us					
FREIGHT CANNOT BE ESTIMATED AT THIS TIME AND WILL BE ADDED TO INVOICE ONCE PRODUCT SHIPS. WOMAN OWNED SMALL BUSINESS			Subtotal	9,327.70	
			Sales Tax		
			Freight		
			Total	9,327.70	



AYER FIRE DEPARTMENT

Command Radios

10/12/2022

The design, technical, pricing, and other information ("Information") furnished with this submission is confidential proprietary information of Motorola Solutions, Inc. or the Motorola Solutions entity providing this quote ("Motorola") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola. MOTOROLA, MOTO, MOTOROLA SOLUTIONS, and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2020 Motorola Solutions, Inc. All rights reserved.



QUOTE-1916446

10/12/2022

AYER FIRE DEPARTMENT
AYER FIRE DEPT
1 W MAIN ST
AYER, MA 01432

RE: Motorola Quote for Command Radios
Dear Tim Johnston,

Motorola Solutions is pleased to present AYER FIRE DEPARTMENT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide AYER FIRE DEPARTMENT with the best products and services available in the communications industry. Please direct any questions to George Voorhees at gvoorhees@cybercomminc.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

George Voorhees
Account Executive

Motorola Solutions Manufacturer's Representative

**MOTOROLA SOLUTIONS**QUOTE-1916446
Command Radios

Billing Address:
 AYER FIRE DEPARTMENT
 AYER FIRE DEPT
 1 W MAIN ST
 AYER, MA 01432
 US

Quote Date:10/12/2022
 Expiration Date:12/11/2022
 Quote Created By:
 George Voorhees
 Account Executive
 gvoorhees@cybercomminc.com
 508 561 1515

End Customer:
 AYER FIRE DEPARTMENT
 Tim Johnston
 tjohnston@ayer.ma.us
 +1.978.772.8231

Contract: Massachusetts State Contract
 PSE-01

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8500					
1	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,667.00	\$4,250.25	\$4,250.25
1a	G48BB	ENH: CONVENTIONAL OPERATION APX	1	\$880.00	\$660.00	\$660.00
1b	GA01575AA	ADD: MINI-U TO QMA ADAPTER CABLE	1	\$28.00	\$21.00	\$21.00
1c	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
1d	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	1	\$0.00	\$0.00	\$0.00
1e	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$49.50	\$49.50
1f	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
1g	G67EH	ADD: REMOTE MOUNT E5 MP	1	\$327.00	\$245.25	\$245.25
1h	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

**MOTOROLA SOLUTIONS**QUOTE-1916446
Command Radios

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1i	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
1j	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$425.25	\$425.25
1k	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
1l	W22BA	ADD: STD PALM MICROPHONE APX	1	\$79.00	\$59.25	\$59.25
1m	G89AC	ADD: NO RF ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
2	EQ000103A02	MULTIPLEXER,_ALL BAND, APX8500, VEHICLE	1	\$214.92	\$148.29	\$148.29
3	HAE6016A	ANT LOW PROFILE 450-512 MHZ	1	\$129.60	\$89.42	\$89.42
4	HAF4016A	UNITY GAIN ANTENNA QUARTERWAVE 762-870MHZ - ROOF MOUNT	1	\$24.84	\$17.14	\$17.14
5	HAD4009A	UNITY GAIN ANTENNA QUARTERWAVE VHF 162-174 - ROOF MOUNT	1	\$25.92	\$17.88	\$17.88
6	CB000091A02	CABLE, COAXIAL,CABLE, COAXIAL,QMA PLUG TO QMA PLUG CONNECTOR	1	\$38.40	\$28.80	\$28.80
Product Services						
7	LSV00Q00202A	DEVICE PROGRAMMING	1	\$178.57	\$178.57	\$178.57
8	LSV00Q00203A	DEVICE INSTALLATION	1	\$1,071.43	\$1,071.43	\$1,071.43
APX™ 8000 Series		APX8000XE				
9	H91TGD9PW5AN	APX 8000 ALL BAND PORTABLE MODEL 1.5	1	\$6,863.00	\$5,147.25	\$5,147.25
9a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$425.25	\$425.25
9b	QA02006AC	ENH: APX8000XE RUGGED RADIO	1	\$880.00	\$660.00	\$660.00
9c	QA05100AA	ENH: STD 1 YR WARRANTY APPLIES NO SFS	1	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60551 - #: 35-1115800



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
9d	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
9e	H35BT	ADD: CONVENTIONAL OPERATION	1	\$880.00	\$660.00	\$660.00
9f	QA01427AG	ALT: APX8000/XE HOUSING GREEN	1	\$28.00	\$21.00	\$21.00
10	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	1	\$509.76	\$351.73	\$351.73
11	PMMN4132A	ACCESSORY KIT,XVE500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITH KNOB	1	\$680.40	\$469.48	\$469.48
Product Services						
12	LSV00Q00202A	DEVICE PROGRAMMING	1	\$178.57	\$178.57	\$178.57
13	LSV00Q00203A	DEVICE INSTALLATION	1	\$200.00	\$200.00	\$200.00

Grand Total**\$15,913.06(USD)****Notes:**

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)

FORM B
TOWN OF AYER CAPITAL BUDGET REQUEST BACKUP DOCUMENTATION

DEPARTMENT:

FISCAL YEAR: 2024

Please provide written explanation and justification and any appropriate backup materials that would be necessary to understand and consider this request.

Fiscal Year of Request: 2024

Item or Project: Ladder Truck

Explanation of Request: The current truck is a 1996 E-One with a 1250 pump and a 75' aerial ladder. In 2018 a refurbishment of the apparatus was completed, which has allowed the truck's service life to be extended. Current build times for a replacement truck will keep the current ladder in service until around the 30 years mark. L-1 serves as the second fire apparatus responding to all fire calls, with its primary roles being rescue, ventilation, and forcible entry. The truck has seen front-line service with few issues for almost 27 years, but as the truck ages, items will continue to break down more frequently, and parts and repairs become difficult. The truck is inspected and certified annually to ensure its safety, and this past year's inspection revealed substantial repairs totaling \$30,000 plus to keep it in service. NFPA recommends replacing fire apparatus over 25 years old because they no longer meet the design requirements for fire apparatus. The current order time for a ladder truck is 26 months. Estimated cost of truck, radio's, equipment \$1,303,779.00 Add a 10% contingency \$130,377. The total cost to purchase and equip the new ladder truck is \$1,434,156.00


Cost Justification: The purchase of a new ladder truck would continue to support the mission of the fire department. The new ladder truck would provide members with the most up to date enhancements in design, safety, and technology. All purchases associated with the truck would be through a state bid list.

Benefit to the Town: Provide a new and reliable aerial ladder truck for emergency responses. The ladder truck would have an expected service life up to 20-25 years.

Alternative: Continue to use the ladder truck that is 26 years old.

Department Head Signature:

Date:


10/22/24

GREENWOOD EMERGENCY VEHICLES, LLC.

**530 John Dietsch Boulevard
North Attleboro, Massachusetts 02763
(508) 695-7138**

FIRE APPARATUS MAPC PROPOSAL

OCTOBER 25, 2022

THIS PROPOSAL HAS BEEN PREPARED FOR:

**AYER FIRE DEPARTMENT
1 WEST MAIN STREET
AYER, MA 01432**

WE HEREBY PROPOSE TO FURNISH TO YOU, SUBJECT TO PROPER EXECUTION OF THE ATTACHED AGREEMENT BY YOU AND BY AN OFFICER OF THIS COMPANY, THE FOLLOWING VEHICLE AND EQUIPMENT TO BE BUILT IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS:

QUANTITY: ONE (1)

**MODEL: E-ONE HR-100' LADDER TRUCK TANDEM AXLE QUINT
PRE-PIPE WATER (SHOP ORDER 145767)**

PRICE: \$1,348,779.00

**TRADE IN LADDER TRUCK— (-45,000)
MULTIPLE TRUCK ORDER-----(-30,000)**

TOTAL COST OF LADDER TRUCK-\$ 1,273,779.00

PRICE INCLUDES:

**\$ 25,000.00 MOUNTING ALLOWANCE
\$ 15,000.00 EQUIPMENT ALLOWANCE
PREP
LETTERING
TRANSPORT
(2) WHEEL CHOCKS
TURTLE TILE FOR COMPARTMENTS
ASSORTMENT OF GROUND LADDERS
PLYMOVENT
INSTALL ONE DEPARTMENT SUPPLIED RADIO**

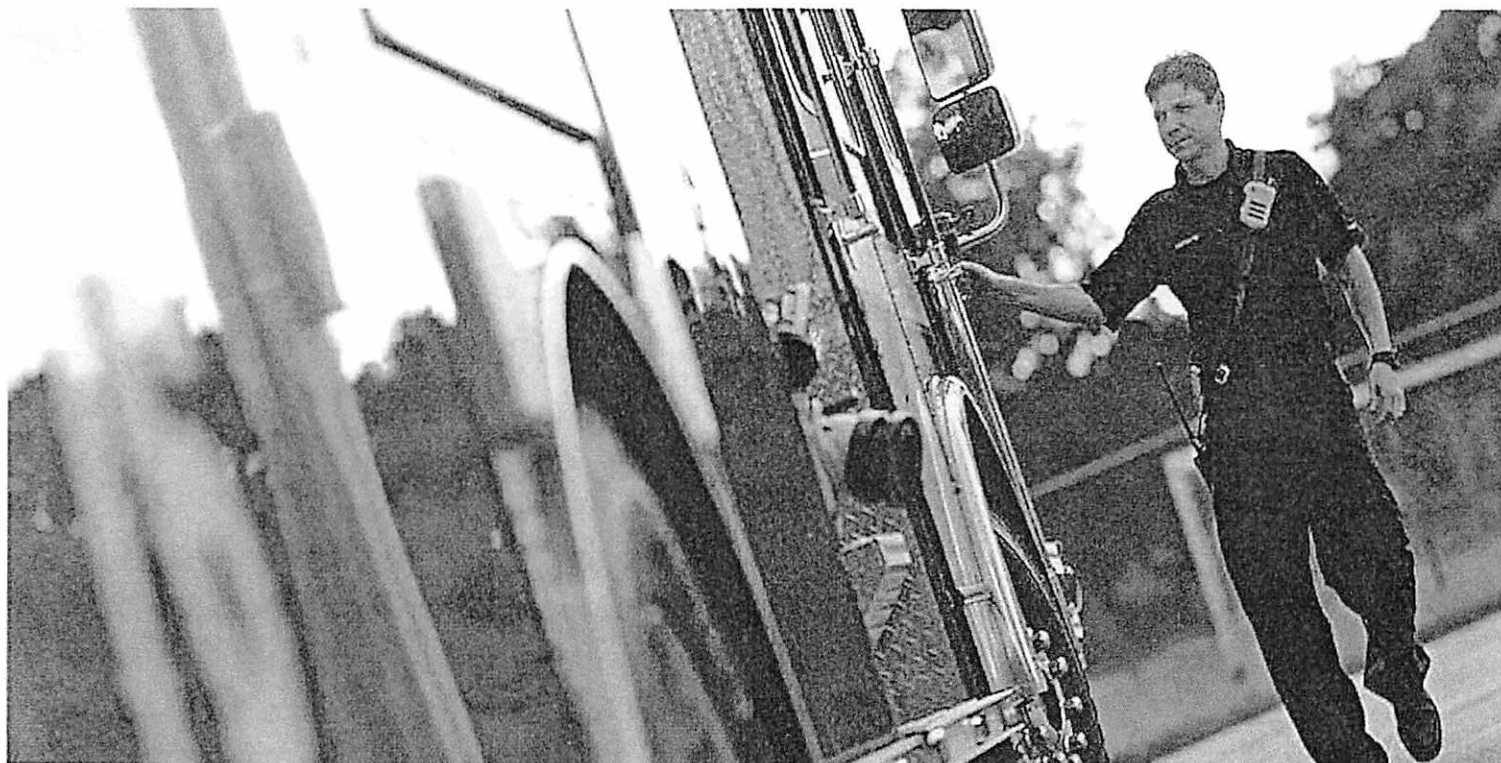
DELIVERY WILL BE F.O.B. AYER MA, FIRE DEPARTMENT AND WILL BE MADE APPROXIMATELY 780 DAYS (SUBJECT TO CHANGE DEMO MODEL) AFTER RECEIPT AND PROPER EXECUTION OF THE ATTACHED AGREEMENT BY BOTH PARTIES

THIS PROPOSAL SHALL EXPIRE UNLESS ACCEPTED WITHIN THIRTY (30) DAYS AND MAY BE EXTENDED, IN WRITING, AT THE DISCRETION OF THE COMPANY.

THE UNDERSIGNED CERTIFIES UNDER PENALTIES OF PERJURY THAT THIS BID OR PROPOSAL HAS BEEN MADE AND SUBMITTED IN GOOD FAITH AND WITHOUT COLLUSION OR FRAUD WITH ANY OTHER PERSON. AS USED IN THIS CERTIFICATION, THE WORD "PERSON" SHALL MEAN ANY NATURAL PERSON, BUSINESS, PARTNERSHIP, CORPORATION, UNION, COMMITTEE, CLUB OR OTHER ORGANIZATION, ENTITY OR GROUP OF INDIVIDUALS.

GREENWOOD EMERGENCY VEHICLES, LLC.

**BRIAN ZARLENGA
REGIONAL SALES MANAGER
CELL: 401-451-6063**



AYER FIRE DEPARTMENT

Ladder Radios

10/27/2022

The design, technical, pricing, and other information ("Information") furnished with this submission is confidential proprietary information of Motorola Solutions, Inc. or the Motorola Solutions entity providing this quote ("Motorola") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola. MOTOROLA, MOTO, MOTOROLA SOLUTIONS, and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2020 Motorola Solutions, Inc. All rights reserved.



MOTOROLA SOLUTIONS

QUOTE-1933264

10/27/2022

AYER FIRE DEPARTMENT
AYER FIRE DEPT
1 W MAIN ST
AYER, MA 01432

RE: Motorola Quote for Ladder Radios
Dear Tim Johnston,

Motorola Solutions is pleased to present AYER FIRE DEPARTMENT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide AYER FIRE DEPARTMENT with the best products and services available in the communications industry. Please direct any questions to George Voorhees at gvoorhees@cybercomminc.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

George Voorhees
Account Executive

Motorola Solutions Manufacturer's Representative

**MOTOROLA SOLUTIONS**QUOTE-1933264
Ladder Radios

Billing Address:
 AYER FIRE DEPARTMENT
 AYER FIRE DEPT
 1 W MAIN ST
 AYER, MA 01432
 US

Quote Date:10/27/2022
 Expiration Date:12/26/2022
 Quote Created By:
 George Voorhees
 Account Executive
 gvoorhees@cybercomminc.com
 508 561 1515

End Customer:
 AYER FIRE DEPARTMENT
 Tim Johnston
 tjohnston@ayer.ma.us
 +1.978.772.8231

Contract: 22564 - ITT57 MA STATE

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000XE				
1	H91TGD9PW5AN	APX 8000 ALL BAND PORTABLE MODEL 1.5	1	\$6,863.00	\$5,147.25	\$5,147.25
1a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$425.25	\$425.25
1b	QA02006AC	ENH: APX8000XE RUGGED RADIO	1	\$880.00	\$660.00	\$660.00
1c	QA05100AA	ENH: STD 1 YR WARRANTY APPLIES NO SFS	1	\$0.00	\$0.00	\$0.00
1d	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
1e	H35BT	ADD: CONVENTIONAL OPERATION	1	\$880.00	\$660.00	\$660.00
1f	QA01427AG	ALT: APX8000/XE HOUSING GREEN	1	\$28.00	\$21.00	\$21.00
2	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	1	\$509.76	\$351.73	\$351.73
3	PMMN4106D	XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT GREEN	1	\$665.28	\$459.04	\$459.04



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

**MOTOROLA SOLUTIONS**QUOTE-1933264
Ladder Radios

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
Product Services						
4	LSV00Q00202A	DEVICE PROGRAMMING	1	\$64.29	\$64.29	\$64.29
5	LSV00Q00203A	DEVICE INSTALLATION install charger	1	\$178.57	\$178.57	\$178.57
APX™ 8500						
6	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,667.00	\$4,250.25	\$4,250.25
6a	G48BB	ENH: CONVENTIONAL OPERATION APX	1	\$880.00	\$660.00	\$660.00
6b	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8V/U)	1	\$105.00	\$78.75	\$78.75
6c	GA01575AA	ADD: MINI-U TO QMA ADAPTER CABLE	1	\$28.00	\$21.00	\$21.00
6d	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
6e	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	1	\$0.00	\$0.00	\$0.00
6f	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$49.50	\$49.50
6g	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
6h	G67EH	ADD: REMOTE MOUNT E5 MP	1	\$327.00	\$245.25	\$245.25
6i	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00
6j	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
6k	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$425.25	\$425.25
6l	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
6m	W22BA	ADD: STD PALM MICROPHONE APX	1	\$79.00	\$59.25	\$59.25
Product Services						



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**MOTOROLA SOLUTIONS**QUOTE-1933264
Ladder Radios

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
7	LSV00Q00202A	DEVICE PROGRAMMING	1	\$64.29	\$64.29	\$64.29
8	LSV00Q00203A	DEVICE INSTALLATION	1	\$785.71	\$785.71	\$785.71
	APX™ 6500 / Enh Series	APX6500/LI				
9	M25SSS9PW1AN	APX6500 UHF R2 MID POWER MOBILE	1	\$2,896.00	\$2,172.00	\$2,172.00
9a	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$49.50	\$49.50
9b	G510AB	ADD: ANT LOW PROFILE 450-512 MHZ	1	\$55.00	\$41.25	\$41.25
9c	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	1	\$0.00	\$0.00	\$0.00
9d	G67EG	ADD: REMOTE MOUNT E5 MID POWER	1	\$327.00	\$245.25	\$245.25
9e	G444AE	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
9f	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	1	\$0.00	\$0.00	\$0.00
9g	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
9h	W22BA	ADD: STD PALM MICROPHONE APX	1	\$79.00	\$59.25	\$59.25
9i	Q811BS	ENH: DIGITAL CONVENTIONAL	1	\$715.00	\$536.25	\$536.25
9j	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	1	\$0.00	\$0.00	\$0.00
	Product Services					
10	LSV00Q00202A	DEVICE PROGRAMMING	1	\$64.29	\$64.29	\$64.29
11	LSV00Q00203A	DEVICE INSTALLATION	1	\$785.71	\$785.71	\$785.71

Grand Total

\$19,635.38(USD)

Notes:



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800



MOTOROLA SOLUTIONS

QUOTE-1933264
Ladder Radios

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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Motorola Solutions, Inc.; 500 West Monroe, United States - 60651 - #: 36-1115800



MOTOROLA SOLUTIONS

Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)