

1240 E. Locust Street, Suite 203, Ontario, CA 91761

**Four (4) CCL150 TYPE III AMBULANCES  
FORD E350 4x2 GASOLINE-POWERED CUTAWAY VANS**

**June 29, 2022**

Brent Turner, Captain  
City of Costa Mesa  
77 Fair Dr.  
Costa Mesa, CA 92626

Dear Brent:

Thank you very much for giving us the opportunity to propose four additional CCL150 Type IIIs for the City of Costa Mesa. We appreciate this and would welcome the opportunity to provide you with more ambulances to match your first two. Below are a few highlights of the proposed ambulances:

- 150" long x 96" wide with 72" headroom
- All aluminum extruded body, inc. cabinetry
- Recessed bulkhead for extra seat recline and comfort in the cab for your people.
- Two-step side entry for easy access
- Power locks for entry and compartment doors
- Power inverter with 15 amp auto-eject shoreline outlet
- O2 to Go oxygen loading system with detachable ramp
- Anti-theft system
- Backup camera with in-cab monitor
- Floor mount console with lid and cup holders
- Dual backboard storage with two shelves for equipment bags in rear curbside compartment
- CrestCoat antimicrobial coating on interior
- Locking drug cabinet above ALS cabinets
- Powder-coated interior for durability and no chipping
- Proven multiplex electrical system with high reliability and remote factory diagnostics
- California Title 13 compliant siren and steady burn red warning light
- Three glove box holder above side entry door
- Aluminum restocking cabinets on streetside interior
- 3<sup>rd</sup> Battery & Battery slide-out tray
- Child safety seat in attendant's seat
- Grey upholstery
- LED Emergency lights with colored lenses
- Halogen scene and load lights
- Net at end of squad bench
- CPR Seat with 6-point harness
- Stryker universal floor plate with 6370 antlers
- Chassis & module painted red to match Costa Mesa fleet
- Graphics & Diamond Grade Chevron striping
- Knox MedVault installed in module
- USB ports in driver compartment and module
- Antenna bases prewired to front
- Opticom Infrared Emitter/GPS
- Exhaust routed to driver's side of vehicle

**CCL150 Warranties**

- Bumper to Bumper: 3 years / 55,000 miles
- Electrical: 5 years / 95,000 miles
- Structural: Lifetime

We are pleased to extend the below pricing:

**Pricing:**

Description	Unit Price	Total Price
<b>Four (4) CCL150 Type III Ambulances, Ford E350 Gasoline-Driven Cutaway Vans, per the attached summary specifications</b>	\$195,900.00*	\$783,600.00
<b>Multi-Unit discount (4-Unit Minimum)</b>		<b>\$4,000.00</b>
<i>Sub total</i>		<i>\$779,600.00</i>
Sales Tax, Orange County, Costa Mesa, 7.75%		\$60,419.00
California Tire Fee, \$1.75 / Tire	\$12.25	\$49.00
Estimated DMV fees, assumes the City of Costa Mesa is exempt from registration fees		<u>\$00.00</u>
HGAC Contract Fee		<u>\$1,000.00</u>
<b>Total</b>		<b>\$841,068.00</b>

*\*Includes estimated Ford discount of -\$3,500 per unit based on City of Costa Mesa GPC code QA683. Registration location must be listed in Ford system. Pricing is subject to change if the chassis price from Ford changes or if the rebate/GPC amount changes or becomes unavailable.*

**Terms:**

**Payment Terms:** Payment shall be made directly to RedSky Emergency Vehicles or as directed by RedSky at time of delivery.

**Delivery:** 20 – 24 month estimated delivery. Please note that this estimate is based on Ford E-Series deliveries occurring within an extended but reasonable time frame.

Seller shall not be liable for failure to deliver or for any delay in delivering the motor vehicles covered by this agreement where such failure or delay is due, in whole or in part, to any cause beyond the control or without the fault or negligence of the Seller. Delays from the chassis manufacturer will result in extended delivery time, as will changes to this contract once the order has been placed with Demers Ambulance. Additions or deletions may be made if the vehicle has not passed that point in production at the time of change.

**Delivery Terms:** FOB City of Costa Mesa, CA

**Sales & Use Taxes:** The price for the motor vehicle specified in this agreement does not include Use Taxes (Federal, State, or Local) unless expressly stated. Purchaser assumes and agrees to pay, unless prohibited by law, and such Use, or Occupational Taxes imposed on or applicable to the transaction covered by this agreement, regardless of which party may have primary tax liability.

**Validity:** July 15, 2022

**Special Note:** Unfortunately, we have no choice but to inform you of the very real possibility of price escalations, discount program reductions, delivery delays, and model year cancellations being passed on by the chassis and ambulance manufacturers. These are unprecedented inflationary times and prices are subject to adjustment by the manufacturers without advance notice. Such adjustment(s) may be reflected dollar for dollar on final invoice from RedSky Emergency Vehicles to the customer.

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**Thank you again for this opportunity. Please don't hesitate to contact us with any questions you may have.**

Respectfully,  
**Charlotte Young**  
Charlotte Young  
Account Manager