



ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL

TO: DANA SAFETY SUPPLY, INC. ORIGINAL DATE ISSUED: NOVEMBER 18, 2021
8520 CINDER BED RD., STE. 600 CONTRACT NO: 22-DES-R-680
LORTON, VA 22079 CONTRACT TITLE: EMERGENCY UPFITTING VEHICLES AND RELATED GOODS AND SERVICES

THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No.22-DES-R-680 including any attachments or amendments thereto.

EFFECTIVE DATE: MARCH 24, 2022

EXPIRES: MARCH 23, 2023

RENEWALS: THIS IS THE 2nd YEAR RENEWAL OF A POSSIBLE 5 YEAR CONTRACT.

COMMODITY CODE(S): PROVIDE AT LEAST ONE COMMODITY CODE

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: TIM MILLICAN VENDOR TEL. NO.: (703)569-440
EMAIL ADDRESS: TMILLICAN@DANASAFETYSUPPLY.COM
COUNTY CONTACT: PEACHES STURGE-CORDNER COUNTY TEL. NO.: (703) 228-6473
COUNTY CONTACT EMAIL: PSTURGE@ARLINGTONVA.US

CONTRACT AUTHORIZATION

THE COUNTY BOARD OF ARLINGTON COUNTY, VIRGINIA

DANA SAFETY SUPPLY, INC.

PRINT: Dr. Sharon T. Lewis

PRINT: Marcus A. Jones

SIGNATURE: Dr. Sharon T. Lewis

SIGNATURE: Marcus A. Jones

TITLE: Purchasing Agent

TITLE: General Manager

DATE: 4/1/2022

DATE: 4/1/2022

DATE OF AWARD: 3/24/2021

ACCEPTANCE AGREEMENT

Prince William County, Virginia (County), hereby accepts the Solicitation response submitted by the Contractor in response to the County's Solicitation. This Acceptance Agreement constitutes a Contract between the Contractor and the Board of County Supervisors of Prince William County, Virginia, or the Approving Authority identified below.

CONTRACTOR:

Dana Safety Supply, Inc.

7335 Lockport Pl.

Lorton, VA 22079

Telephone: **703-569-4400** Email: **timillican@danasafetysupply.com**

Representative and Title: **Tim Millican, General Manager**

CONTRACT TITLE: **Emergency Vehicle Upfitting, and related Goods and Services**

CONTRACT NUMBER: **5064133**

CONTRACT PERIOD: **One (1) year from Date of Award**

RENEWAL OPTIONS: **4**

CONTRACT TYPE: **Fixed price for products and hourly rates for installation services.**




COUNTY CONTRACT ADMINISTRATOR: **Kymerly Porter, Facilities & Fleet Management (FFM)**

THIS CONTRACT CONSISTS OF THE FOLLOWING DOCUMENTS AND ARE IN THE ORDER OF PRECEDENCE IN THE EVENT OF AN INCONSISTENCY:

1. Prince William County Procurement Regulations.
2. This Acceptance Agreement.
3. The County's Solicitation No. 7181111 for Emergency Vehicle Upfitting, and related Goods and Services issued October 13, 2020 and issued Amendments 1 & 2.
4. The Contractor's Solicitation Response dated October 15, 2020 and clarifying letter dated February 10, 2021.

CONTRACT ITEMS: Pricing based on the response and negotiation.

The County shall issue a Purchase Order to the Contractor to provide the goods and/or services identified in the Contract. The Purchase Order indicates sufficient funds are budgeted and appropriated and shall act as the Contractor's Notice to Proceed. Contractor shall not deliver goods and services prior to receiving an approved Purchase Order.

| APPROVAL | SIGNATURE | PRINT NAME AND TITLE | DATE |
|--|---|--|-----------|
| Dana Safety Supply, Inc. |  T. millican (Mar 24, 2021 10:06 EDT) | Tim Millican General Manager, Dana Safety Supply, Inc. | 3/24/2021 |
| PWC Dept. of Facilities and Fleet Management (FFM) |  Matthew F. Villareale (Mar 24, 2021 10:10 EDT) | Matthew F. Villareale Director of Facilities and Fleet Management (FFM) | 3/24/2021 |
| Head of Procurement Services |  Adam Manne (Mar 24, 2021 10:13 EDT) | Adam Manne Asst. Director of Finance for Procurement Services | 3/24/2021 |



RFP7181111

Emergency Vehicle Upfitting and Related Goods & Services

**Maen Abu Hamden
Procurement Officer
Prince William County**

**Re: Negotiation Memo
RFP7181111 - Emergency Vehicle Upfitting and Related Goods & Services**

Dear Mr. Hamden,

Please see the foregoing attached documents for both Scheduling Timetables and Pricing Breakdowns by vehicle type. This submission is amendable as necessary pending the outcome of the questions that Dana Safety Supply submitted earlier today. If you have any questions, please feel free to contact any of the persons attached to this project listed below.

Thank you,

Jonathan Sizemore
813-348-4866
jsizemore@danasafetysupply.com

| | | | |
|---------------------|---------------------|--|----------------------|
| Tim Millican | 703-569-4400 | tmillican@danasafetysupply.com | Gen Mgr – VA |
| Mark Sevigny | 813-348-4866 | msevigny@danasafetysupply.com | Bid Mgr – DSS |
| David Russo | 850-624-5450 | drusso@danasafetysupply.com | CEO |



RFP7181111
Emergency Vehicle Upfitting and Related Goods & Services

Full Price Breakdown by Upfitting Type

| Vehicle Type | Price | Description |
|--|--------------|---|
| Patrol (Police) | \$ 13,300.26 | Includes all items specified in Bid Attachment VI.4, as well Tint, Paint, and Graphics. This price does not include pricing for vehicle partition. |
| Patrol (Sheriff) | \$ 9,705.26 | Includes all items specified in Bid Attachment VI.4, as well as Tint, and Graphics. This price does not include pricing for vehicle partitions or paint. |
| Slick Top | \$ 6,528.64 | Includes all items specified in Bid Attachment VI.4, as well Tint. This does not include pricing for graphics, paint or vehicle partitions. |
| Marked Suburban (Police) | \$ 11,627.41 | Includes all items specified in Bid Attachment VI.4, as well Tint, Paint, and Graphics. This price does not include pricing for vehicle partitions. |
| Marked Suburban (Sheriff) | \$ 8,032.41 | Includes all items specified in Bid Attachment VI.4, as well Tint and Graphics. This price does not include pricing for vehicle partitions. |
| Unmarked Patrol | \$ 6,380.05 | Includes all items specified in Bid Attachment VI.4, as well Tint. Graphics, Paint, and pricing for vehicle partitions are not included in this price schedule. |
| Decommissioning Services (Patrol, Slick Top, Suburban) | \$ 600.00 | This pricing includes decommissioning services for vehicles with prisoner partitions. |
| Decommissioning Services (Unmarked Patrol) | \$ 500.00 | This pricing includes decommissioning services for vehicles that do not have a prisoner partition. |

Jonathan Sizemore
Digitally signed by Jonathan Sizemore
 DN: cn=Jonathan Sizemore, o=Dana Safety Supply, ou=Dana Safety Supply, email=sizemore@danasafetysupply.com, c=US
 Date: 2021.02.10 15:21:18 -0500

Jonathan Sizemore



RFP7181111
Emergency Vehicle Upfitting and Related Goods & Services

Timetable for Production:

Patrol

| | |
|--------|--|
| Day 01 | Vehicle Arrives |
| Day 02 | Vehicle Inspected & Entered into Tracking System |
| Day 03 | Vehicle Tint & Sent to Paint |
| Day 09 | Vehicle Returns from Paint |
| Day 10 | Vehicle Upfit Begins |
| Day 14 | Graphics Installed & QC Started |
| Day 15 | QC and Vehicle Complete |

Sgt/Slick Top

| | |
|--------|--|
| Day 01 | Vehicle Arrives |
| Day 02 | Vehicle Inspected & Entered into Tracking System |
| Day 03 | Vehicle Tint |
| Day 04 | Vehicle Upfit Begins |
| Day 09 | Graphics Installed & QC Started |
| Day 10 | QC and Vehicle Complete |

Unmarked Patrol

| | |
|--------|--|
| Day 01 | Vehicle Arrives |
| Day 02 | Vehicle Inspected & Entered into Tracking System |
| Day 03 | Vehicle Tint |
| Day 04 | Vehicle Upfit Begins |
| Day 09 | Graphics Installed & QC Started |
| Day 10 | QC and Vehicle Complete |

Marked Suburban

| | |
|--------|--|
| Day 01 | Vehicle Arrives |
| Day 02 | Vehicle Inspected & Entered into Tracking System |
| Day 03 | Vehicle Tint & Sent to Paint |
| Day 09 | Vehicle Returns from Paint |
| Day 10 | Vehicle Upfit Begins |
| Day 14 | Graphics Installed & QC Started |
| Day 15 | QC and Vehicle Complete |

Jonathan Sizemore



Cover Sheet

Pricing Proposal

Prince William County

RFP 7181111

**Emergency Upfitting Vehicles, and Related
Goods & Services**

**Dana Safety Supply, Inc
9335 Lockport PL
Lorton, VA 22079**



Prince William County PD Slicktop

| Whelen | | | | |
|---|------------------|---|----------|------------|
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | AVW23RBC | Whelen Dual Avenger TRIO four wire Light head, Red/Blue with White. Mounted in passenger headliner area | \$219.49 | \$219.49 |
| 1 | AVBKT5D | Whelen Dual Avenger Headliner Bracket. | \$11.93 | \$11.93 |
| 2 | AVW12J | Whelen Single Avenger DUO, Red/Blue. One mounted to the top and behind rear hatch door window. One driver / One passenger. | \$106.70 | \$213.41 |
| 2 | AVBKT5S | Whelen Single Avenger Headliner Bracket. | \$11.93 | \$23.87 |
| 1 | C399 | Whelen Cencom Core siren control system. | \$528.37 | \$528.37 |
| 1 | CCTL6 | Whelen Cencom Core Rotary Knob Control Head. (included with C399) | \$0.00 | \$0.00 |
| 1 | CCTLMIC | Whelen Cencom Core Microphone. (included with C399) | \$0.00 | \$0.00 |
| 1 | CEM8 | WeCanX Eight Outlet expansion module. | \$83.77 | \$83.77 |
| 1 | CEM16 | WeCANX Sixteen Outlet expansion module. | \$108.58 | \$108.58 |
| 1 | C399K1 | Whelen CANport for Ford 2020 PIU. (included with C399) | \$0.00 | \$0.00 |
| 1 | CV2V | Whelen Cencom CORE Vehicle to Vehicle Sync Module. | \$138.06 | \$138.06 |
| 2 | IONR | Whelen ION Red, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 2 | IONB | Whelen ION Blue, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 1 | LINSV2B | Whelen LINV2 Under Mirror Warning Light, Blue. Mounted under Pass side view mirror. | \$114.66 | \$114.66 |
| 1 | LINSV2R | Whelen LINV2 Under Mirror Warning Light, Red. Mounted under Driver side view mirror. | \$114.66 | \$114.66 |
| 1 | LSVBKT50 | Whelen LINV2 Under Mirror Warning Light Bracket kit for 2020 Ford PIU. Pair. | \$11.70 | \$11.70 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, Clear. One mounted in each pre-drilled headlight assembly. | \$52.88 | \$105.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. One mounted in each side cargo window. | \$76.28 | \$152.57 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, clear. One mounted in each taillight turn signal assembly. | \$52.88 | \$105.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. Mounted to rear hatch under lip above license plate. One each side of license plate. | \$76.28 | \$152.57 |
| 2 | TLI2J | Whelen T-Series DUO ION Red, Blue, Mounted to under side of rear hatch facing rear. One mounted on each side of rear hatch latch. | \$68.37 | \$136.73 |
| Havis | | | | |
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | C-VS-1400-INUT-1 | Havis 14" Angled Console for 2020 Ford PIU. | \$180.15 | \$180.15 |
| 1 | C-LP2-PS1-USB | Havis dual cigar plug outlet and Dual USB outlet. | \$67.69 | \$67.69 |
| 1 | C-HDM-204 | Havis Side mount computer pole | \$100.64 | \$100.64 |
| 1 | C-MD-119 | Havis Computer motion device | \$187.53 | \$187.53 |
| 1 | C-ARM-104 | Havis Trak-Mount Arm rest | \$88.17 | \$88.17 |
| 1 | C-CUP2-E-C | Havis Dual Cup Holders | \$22.04 | \$22.04 |
| 1 | C-AP-0325 | Havis 3" accessory pocket. | \$27.40 | \$27.40 |
| 1 | C-EB25-XTL-1P | Havis Equip Bracket for Motorola XTL2500 Remote (included with C-VS-1400-INUT-1) | \$0.00 | \$0.00 |
| 1 | C-EB40-CCS-1P | Havis Equip Bracket for Whelen Carbide (included with C-VS-1400-INUT-1) | \$0.00 | \$0.00 |
| 1 | C-TTP-INUT-1201 | Havis Premium Lift up platform | \$465.09 | \$465.09 |
| 1 | C-TTP-INUT-4 | Havis Electronics Tray | \$166.53 | \$166.53 |
| 2 | C-MCB | Havis Mic Clip Bracket | \$8.34 | \$16.67 |
| 2 | MMSU-1 | MAG MIC | \$23.13 | \$46.26 |
| Total for Prince William County Police Slick Top Vehicles | | | | \$3,852.14 |



Prince William County PD Unmarked Patrol

| Whelen | | | | |
|---|-----------------|---|----------|------------|
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | AVW22DE | Whelen Dual Avenger DUO three wire Light head, Red/Blue with White. Mounted in passenger headliner area | \$181.12 | \$181.12 |
| 1 | AVBKT5D | Whelen Dual Avenger Headliner Bracket. | \$11.93 | \$11.93 |
| 2 | AVW12J | Whelen Single Avenger DUO, Red/Blue. One mounted to the top and behind rear hatch door window. One driver / One passenger. | \$106.70 | \$213.41 |
| 2 | AVBKT5S | Whelen Single Avenger Headliner Bracket. | \$11.93 | \$23.87 |
| 1 | C399 | Whelen Cencom Core siren control system. | \$528.37 | \$528.37 |
| 1 | CCTL6 | Whelen Cencom Core Rotary Knob Control Head. (included with C399) | \$0.00 | \$0.00 |
| 1 | CCTLMIC | Whelen Cencom Core Microphone. (included with C399) | \$0.00 | \$0.00 |
| 1 | CEM8 | WeCanX Eight Outlet expansion module. | \$83.77 | \$83.77 |
| 1 | CEM16 | WeCANX Sixteen Outlet expansion module. | \$108.58 | \$108.58 |
| 1 | C399K1 | Whelen CANport for Ford 2020 PIU. (included with C399) | \$0.00 | \$0.00 |
| 1 | CV2V | Whelen Cencom CORE Vehicle to Vehicle Sync Module. | \$138.06 | \$138.06 |
| 2 | IONR | Whelen ION Red, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 2 | IONB | Whelen ION Blue, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 1 | LINSV2B | Whelen LINV2 Under Mirror Warning Light, Blue. Mounted under Pass side view mirror. | \$114.66 | \$114.66 |
| 1 | LINSV2R | Whelen LINV2 Under Mirror Warning Light, Red. Mounted under Driver side view mirror. | \$114.66 | \$114.66 |
| 1 | LSVBKT50 | Whelen LINV2 Under Mirror Warning Light Bracket kit for 2020 Ford PIU. Pair. | \$11.70 | \$11.70 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, Clear. One mounted in each pre-drilled headlight assembly. | \$52.88 | \$105.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. One mounted in each side cargo window. | \$76.28 | \$152.57 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, clear. One mounted in each taillight turn signal assembly. | \$52.88 | \$105.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. Mounted to rear hatch under lip above license plate. One each side of license plate. | \$76.28 | \$152.57 |
| 2 | TLI2J | Whelen T-Series DUO ION Red, Blue, Mounted to under side of rear hatch facing rear. One mounted on each side of rear hatch latch. | \$68.37 | \$136.73 |
| Havis | | | | |
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | C-VS-1012-INUT | Havis 22" Angled Console for 2020 Ford PIU. | \$279.74 | \$279.74 |
| 1 | C-PM-124 | Havis printer mount for PocketJet Printer | \$120.04 | \$120.04 |
| 1 | CM009785-1 | Havis HVAC relocation bracket. NOTE ONLY NEEDED IF VEHICLE IS EQUIPPED WITH REAR HVAC. | \$32.57 | \$32.57 |
| 1 | C-USB-2 | Havis Dual USB | \$41.49 | \$41.49 |
| 1 | C-AP-0325 | Havis accessory pocket | \$27.40 | \$27.40 |
| 1 | C-MD-119 | Havis Computer motion device | \$187.53 | \$187.53 |
| 1 | C-ARM-108 | Havis side mount arm rest | \$97.65 | \$97.65 |
| 1 | CUP2-1001 | Havis Dual Cup Holders | \$34.97 | \$34.97 |
| 1 | C-EB25-XTL-1P | Havis Equip Bracket for Motorola XTL2500 Remote (included with C-VS-1012-INUT) | \$0.00 | \$0.00 |
| 1 | C-EB40-CCS-1P | Havis Equip Bracket for Whelen Carbide (included with C-VS-1012-INUT) | \$0.00 | \$0.00 |
| 1 | C-TTP-INUT-1201 | Havis Premium Lift up platform | \$465.09 | \$465.09 |
| 1 | C-TTP-INUT-4 | Havis Electronics Tray | \$166.53 | \$166.53 |
| 2 | C-MCB | Havis Mic Clip Bracket | \$8.34 | \$16.67 |
| 2 | MMSU-1 | MAG MIC | \$23.13 | \$46.26 |
| Total for Prince William County Police Patrol Unmarked Vehicles with cage | | | | \$3,961.55 |



Prince William County PD Patrol

| Whelen | | | | |
|--|-----------------|---|------------|------------|
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | EB2PWC | Whelen 54" Legacy WeCanX Lightbar | \$2,520.65 | \$2,520.65 |
| 1 | C399 | Whelen Cencom Core siren control system. | \$528.37 | \$528.37 |
| 1 | CCTL6 | Whelen Cencom Core Rotary Knob Control Head. (included with C399) | \$0.00 | \$0.00 |
| 1 | CCTLMIC | Whelen Cencom Core Microphone. (included with C399) | \$0.00 | \$0.00 |
| 1 | CEM8 | WeCanX Eight Outlet expansion module. | \$83.77 | \$83.77 |
| 1 | CEM16 | WeCANX Sixteen Outlet expansion module. | \$108.58 | \$108.58 |
| 1 | C399K1 | Whelen CANport for Ford 2020 PIU. (included with C399) | \$0.00 | \$0.00 |
| 1 | C399VVS | Whelen Cencom CORE Vehicle to Vehicle Sync Module. | \$138.06 | \$138.06 |
| 2 | IONR | Whelen ION Red, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 2 | IONB | Whelen ION Blue, Mounted in lower section of grille. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 1 | LINSV2B | Whelen LINV2 Under Mirror Warning Light, Blue, Mounted under Pass side view mirror. | \$114.66 | \$114.66 |
| 1 | LINSV2R | Whelen LINV2 Under Mirror Warning Light, Red, Mounted under Driver side view mirror. | \$114.66 | \$114.66 |
| 1 | LSVBKT50 | Whelen LINV2 Under Mirror Warning Light Bracket kit for 2020 Ford PIU, Pair, | \$11.70 | \$11.70 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, Clear. One mounted in each pre-drilled headlight assembly. | \$52.88 | \$105.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. One mounted in each side cargo window. | \$76.28 | \$152.57 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, clear. One mounted in each taillight turn signal assembly. | \$52.88 | \$105.77 |
| 1 | OEWS50 | Whelen Rear Outer Edge for 2020 Ford PIU. Shall include: (4)OEIONB, (2)OEIONR | \$476.89 | \$476.89 |
| 2 | I2J | Whelen DUO ION, Red, Blue. Mounted to rear hatch under lip above license plate. One each side of license plate. | \$76.28 | \$152.57 |
| 2 | TLI2J | Whelen T-Series DUO ION Red, Blue. Mounted to under side of rear hatch facing rear. One mounted on each side of rear hatch latch. | \$68.37 | \$136.73 |
| Havis | | | | |
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | C-VS-1012-INUT | Havis 22" Angled Console for 2020 Ford PIU. | \$279.74 | \$279.74 |
| 1 | C-PM-124 | Havis Printer Mount for PocketJet Printer. | \$120.04 | \$120.04 |
| 1 | CM009785-1 | Havis HVAC relocation bracket. NOTE ONLY NEEDED IF VEHICLE IS EQUIPPED WITH REAR HVAC | \$32.57 | \$32.57 |
| 1 | C-USB-2 | Havis Dual USB | \$41.49 | \$41.49 |
| 1 | C-AP-0325 | Havis Accessory Pocket | \$27.40 | \$27.40 |
| 1 | C-MD-119 | Havis Computer motion device | \$187.53 | \$187.53 |
| 1 | C-ARM-108 | Havis Side mount armrest | \$97.65 | \$97.65 |
| 1 | CUP2-1001 | Havis Dual Cupholders | \$34.97 | \$34.97 |
| 1 | C-EB25-XTL-1P | Havis Equip Bracket for Motorola XTL2500 Remote (included with C-VS-1012-INUT) | \$0.00 | \$0.00 |
| 1 | C-EB40-CCS-1P | Havis Equip Bracket for Whelen Carbide (included with C-VS-1012-INUT) | \$0.00 | \$0.00 |
| 1 | C-TTP-INUT-1201 | Havis Premium Lift up platform | \$465.09 | \$465.09 |
| 1 | C-TTP-INUT-4 | Havis Electronics Tray | \$166.53 | \$166.53 |
| 2 | C-MCB | Havis Mic Clip Bracket | \$8.34 | \$16.67 |
| 2 | MMSU-1 | MAG MIC | \$23.13 | \$46.26 |
| Total for Prince William County Police Patrol Vehicles | | | | \$6,528.76 |



Prince William County PD Marked Suburban

| Whelen | | | | |
|---|-----------|---|-----------------|-------------------|
| Qty | PN | Specification | Price Ea | Ext Price |
| 1 | GB2WXPWC | Whelen 54" Legacy WeCanX Lightbar | \$2,520.65 | \$2,520.65 |
| 1 | C399 | Whelen Cencom Core siren control system. | \$528.37 | \$528.37 |
| 1 | CCTL6 | Whelen Cencom Core Rotary Knob Control Head. (included with C399) | \$0.00 | \$0.00 |
| 1 | CCTLMIC | Whelen Cencom Core Microphone. (included with C399) | \$0.00 | \$0.00 |
| 2 | CEM8 | WeCanX Eight Outlet expansion module. | \$83.77 | \$167.54 |
| 1 | V2V | Whelen Vehicle to Vehicle Sync Module | \$138.06 | \$138.06 |
| 1 | CEM16 | WeCANX Sixteen Outlet expansion module. | \$108.58 | \$108.58 |
| 1 | C399K2 | Whelen CANport for 2020 Chevy Suburban. (included with C399) | \$0.00 | \$0.00 |
| 1 | SA315P | Whelen 100watt Speaker | \$139.98 | \$139.98 |
| 1 | SAK63P | Whelen Suburban/Tahoe Speaker Bracket for passenger side (included with SA315P) | \$0.00 | \$0.00 |
| 2 | IONR | Whelen ION Red, Mount to IONBKT7 Brkt. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 2 | IONB | Whelen ION Blue, Mount to IONBKT7 Brkt. Config from Dr=>Pass: R/B/R/B. | \$65.52 | \$131.04 |
| 1 | IONBKT7 | Whelen Grille Bracket for Chevy Suburban/Tahoe | \$14.04 | \$14.04 |
| 1 | LINSV2B | Whelen LINV2 Under Mirror Warning Light, Blue. Mounted under Pass side view mirror. | \$114.66 | \$114.66 |
| 1 | LINSV2R | Whelen LINV2 Under Mirror Warning Light, Red. Mounted under Driver side view mirror. | \$114.66 | \$114.66 |
| 1 | LSVBKT45 | Whelen LINV2 Under Mirror Warning Light Brkt kit for 2020 Tahoe/Suburban. Pair. | \$11.70 | \$11.70 |
| 2 | VTX609C | Whelen Vertex Super LED Light Head, Clear. One mounted in each fog light area on front fascia. (Final mounting to be determined by PWC). | \$52.88 | \$105.77 |
| 2 | VTXFB | Whelen Vertex Flange, Black. For Clear Vertex on front fascia. | \$4.21 | \$8.42 |
| 4 | IONJ | Whelen Split Super LED Lighthead, R/B. Two mounted on each side cargo window. | \$65.52 | \$262.08 |
| 1 | OEWS45 | Whelen Rear Outer Edge for 2020 Chevy Suburban. Shall include: (4)OEI2M, (2)OEI2K | \$668.77 | \$668.77 |
| 2 | I2J | Whelen DUO ION, Red, Blue. Mounted to rear hatch under lip above license plate. One each side of license plate. | \$76.28 | \$152.57 |
| 2 | TLI2J | Whelen T-Series DUO ION Red, Blue. Mounted to under side of rear hatch facing rear. One mounted on each side of rear hatch latch. | \$68.37 | \$136.73 |
| Magnetic Mic | | | | |
| Qty | PN | Specification | Price Ea | Ext Price |
| 2 | MMSU-1 | MAG MIC | \$23.13 | \$46.26 |
| Total for Prince William County Police Patrol Vehicles | | | | \$5,500.91 |



Installation Price Guide

2020 Ford Interceptor Utility (SGT/Slicktop)

| Installation | Bid Section | Hours/Section | Hourly Rate | Hourly Total |
|--------------------|---------------------------|---------------|-------------------|-------------------|
| Lighting Equipment | Whelen Lighting Equipment | 25 | \$64.50 | \$1,612.50 |
| Havis Equipment | Havis Equipment | 8 | \$64.50 | \$516.00 |
| Total Hours | | 33 | Total Rate | \$2,128.50 |

2020 Ford Interceptor Utility (Patrol/Unmarked with Cage)

| Installation | Bid Section | Hours/Section | Hourly Rate | Hourly Total |
|--------------------|--|---------------|-------------------|-------------------|
| Lighting Equipment | Whelen Lighting Equipment | 25 | \$64.50 | \$1,612.50 |
| Havis Equipment | Havis Equipment | 7 | \$64.50 | \$451.50 |
| Cage Equipment | Miscellaneous partition equipment to be quoted later | 5 | \$64.50 | \$322.50 |
| Total Hours | | 37 | Total Rate | \$2,386.50 |

2020 Ford Interceptor Utility Patrol

| Installation | Bid Section | Hours/Section | Hourly Rate | Hourly Total |
|--------------------|--|---------------|-------------------|-------------------|
| Lighting Equipment | Whelen Lighting Equipment | 25 | \$64.50 | \$1,612.50 |
| Havis Equipment | Havis Equipment | 7 | \$64.50 | \$451.50 |
| Cage Equipment | Miscellaneous partition equipment to be quoted later | 5 | \$64.50 | \$322.50 |
| Total Hours | | 37 | Total Rate | \$2,386.50 |

2020 Chevrolet Suburban

| Installation | Bid Section | Hours/Section | Hourly Rate | Hourly Total |
|--------------------|---------------------------|---------------|-------------------|-------------------|
| Lighting Equipment | Whelen Lighting Equipment | 27 | \$64.50 | \$1,741.50 |
| Total Hours | | 27 | Total Rate | \$1,741.50 |

Total installation for above listed sections

\$8,643.00



Manufacturers List of MSRP Discounts

| Manufacturer | Pricing notes | Discount from MSRP |
|----------------------|---|--------------------|
| Ace K9 | Discount for AceK9 Vehicle Safety Electronics | 5.00% |
| American Aluminum | Discount for American Aluminum K9 Transport Solutions | 15.50% |
| Bayco/ Nightstick | Discount for Bayco/Nightstick Lighting Solutions | 42.00% |
| Brooking Industries | Discount for Brooking Industries Lighting Solutions | 40.20% |
| Havis | Discount includes all Havis products as priced on https://customers.havis.com/ | 40.20% |
| Gamber Johnson | All Gamber branded products with exception of electronics, i.e. docks, antenna, Kerr, Kussmaul, AFS and Brother products | 45.20% |
| Gamber Johnson | Gamber listed electronics, i.e. docks, antennae, Kerr, Kussmaul, AFS and Brother products | 38.90% |
| Jotto Desk | Discount for Jotto Desk includes Patriot Vehicle Solutions and Kodiak Computer Docks | 25.00% |
| OPS | Discount for OPS Cargo Storage Solutions | 22.00% |
| ProGard | Discount for Progard includes AOI and Safestop branded equipment | 29.60% |
| Setina | Discount for Setina includes Lighted Push Bumpers and Blac-Rac Gun Locks | 31.50% |
| Soundoff Signal | Discount for Soundoff Signal Lighting Equipment | 49.00% |
| Streamlight | Discount for Streamlight Flashlights and Accessories | 42.00% |
| Troy | Discount for Troy Items is all-inclusive | 35.00% |
| Truckvault | Discount for TruckVault Secure Storage Solutions | 15.00% |
| Whelen | All Whelen items with exception of Whelen Repair Parts and Cencom Core related products | 53.20% |
| Whelen | Repair Parts and Cencom Core related products | 40.20% |