

CITY OF SMYRNA
PURCHASING DEPARTMENT
2800 KING STREET
SMYRNA, GEORGIA 30080
678-631-5406

TO: Chief David Lee
Capt. Joe Bennett

FROM: Kelly Brown, Purchasing Buyer *YB*

DATE: September 22, 2016

SUBJECT: Recommendation – Purchase of Outfitted Police Department Vehicles Under Contracts

The Police Department budgeted to purchase six (6) vehicles, all 2017 Ford Explorer Pursuit Utility Vehicles. The vehicles will be purchased off the State Contract from Wade Ford while other needed equipment will come from Insight Public Sector and Diversified Electronics, all of which have state, county contract or cooperative contract pricing. Reflective graphic kits will be purchased from Grafix Shoppe which is a sole source vendor.

TOTAL COST FOR VEHICLES: \$239,021.84

- Includes \$205,370.16 for Wade Ford and Diversified Electronics for vehicles and equipment installation
- Includes \$32,221.68 for equipment from Insight
- Includes \$1,430.00 for reflective graphic kits

Please prepare any necessary paperwork to present to Mayor and Council for approval. We will then prepare a Purchase Requisition and complete contract work/purchase order for these services.

Wade Ford

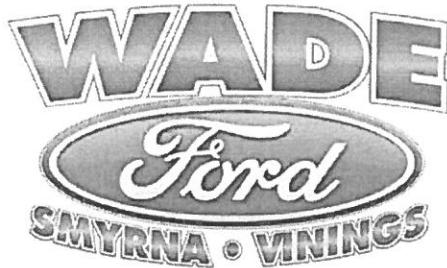
Government Sales
3860 South Cobb Drive
Smyrna, GA 30080

678-460-3881 phone
770-433-2412 fax

Bill To:

City of Smyrna

Smyrna, GA 30080



Invoice

DATE: September 14, 2016
INVOICE # GOV0914201601
FOR: Pursuit Vehicles

Make all checks payable to **Wade Ford**

If you have any questions concerning this invoice, contact
Roger Moore, Government Sales
678-460-3881 phone
rmoore@wade.com

THANK YOU FOR YOUR BUSINESS!



GA Statewide Contract ES-RFR-40199-409
Pursuit Utility Vehicle (Explorer) All Wheel Drive

3.7L V6, CLOTH FRONT/VINYL REAR, POWER WINDOWS/LOCKS/MIRRORS/DRV SEAT, PURSUIT RATED TIRES

WADE FORD, Inc. Government Sales 3860 South Cobb Dr Smyrna, GA 30080

Roger Moore PHONE (678) 460-3881 FAX (770) 433-2412 email: rogermoore@wade.com

UNIFORM VEH'S

| Code | Vehicle Options | Total | Code | Added Equipment | Total | | |
|-------|-----------------------------|----------|------|--|---|----------|------|
| 99T | 3.5L V6 EcoBoost Engine | 3,270.00 | 0.00 | 66A | Head Light Solution | 810.00 | 0.00 |
| 86L | Automatic Headlights | 109.00 | 0.00 | 66B | Tail Light Solution | 405.00 | 0.00 |
| ✓ 86P | Headlight Housing | 120.00 | 0.00 | 66C | Rear Lighting Solution | 434.00 | 0.00 |
| ✓ 86T | Taillight Housing | 59.00 | 0.00 | 67G | Cargo Wiring Upfit Pkg | 1,275.00 | 0.00 |
| 51P | Spotlight Prep (1,2) | 133.00 | 0.00 | 67H | Ready for Road Pkg | 3,249.00 | 0.00 |
| 51Y | Regular Spot Light (1,2) | 205.00 | 0.00 | 67U | Ultimate Wiring Pkg | 525.00 | 0.00 |
| ✓ 51T | LED Spot Light (1,2) | 400.00 | 0.00 | ✓ 60A | Pre Wire Grille | 49.00 | 0.00 |
| 43D | Dark Car | 20.00 | 0.00 | 47C | Front Wire Connector Kit | 99.00 | 0.00 |
| ✓ 17T | Red Cargo Dome Lamp | 49.00 | 0.00 | 21P | Rear Wire Connector Kit | 124.00 | 0.00 |
| 65U | Interior Upgrade | 372.00 | 0.00 | 63L | Marker Lights | 528.00 | 0.00 |
| 16C | Carpet w/ Mats | 120.00 | 0.00 | 63B | Side Marker Lights | 277.00 | 0.00 |
| 88F | 2nd Row Cloth Seats | 59.00 | 0.00 | 21L | Front Aux Warn Light | 547.00 | 0.00 |
| 87P | Power Passenger Seat | 310.00 | 0.00 | 21W | Front Pocket Warn Light | 609.00 | 0.00 |
| 17A | Dual AC/Heat | 581.00 | 0.00 | 96W | Windshield Warning Lights | 1,061.00 | 0.00 |
| ✓ 64E | Painted Aluminum Wheels | 453.00 | 0.00 | 18X | 100 Watt Siren Speaker | 286.00 | 0.00 |
| 65L | Full Wheel Covers | 59.00 | 0.00 | 52B | Enhanced TPU Cooler | 2,784.00 | 0.00 |
| ✓ 53M | SYNC Hands Free System | 282.00 | 0.00 | PW1 | Speaker, 2 Grill LED, 4 Rear LED, 4 Corner Strobes, req 86P/86T | 1,353.00 | 0.00 |
| ✓ 61* | Steering Wheel Switches | 148.00 | 0.00 | | | 0.00 | |
| ✓ 595 | Keyless Remote | 249.00 | 0.00 | CB1 | Standard Cop Box Installed | 2,395.00 | 0.00 |
| ✓ 59* | Keyed Alike (NA w/595) | 49.00 | 0.00 | | | 0.00 | |
| 87R | Camera Monitor in Mirror | 0.00 | 0.00 | | | 0.00 | |
| 19L | Lockable Gas Cap | 20.00 | 0.00 | Call for pricing on below Dealer installed options | | | 0.00 |
| ✓ 76R | Reverse Sensing | 262.00 | 0.00 | | | 0.00 | |
| ✓ 60R | Noise Suppression Bonds | 95.00 | 0.00 | | | 0.00 | |
| 549 | Heated Mirrors | 57.00 | 0.00 | | | 0.00 | |
| 55B | BLIS (Blind Spot Alert) | 519.00 | 0.00 | | | 0.00 | |
| 63V | Cargo Storage Vault | 233.00 | 0.00 | | | 0.00 | |
| 942 | Daytime Running Lights | 43.00 | 0.00 | | | 0.00 | |
| 68Z | Roof Rack | 148.00 | 0.00 | | | 0.00 | |
| 68G | Rear Door Handle/Lock Inop | 34.00 | 0.00 | | | 0.00 | |
| 52P | Hidden Lock Plunger | 153.00 | 0.00 | PRO | 12 GGE STAG Propane Fuel System. Installed Complete | 9,990.00 | 0.00 |
| ✓ 18W | Rear Window Inop | 24.00 | 0.00 | | | 0.00 | |
| 90D | Ballistic Doors Lvl 3 (1,2) | 1,510.00 | 0.00 | CNG | 8.2 GGE STAG CNG Fuel System. Installed complete | 9,990.00 | 0.00 |
| 90F | Ballistic Doors Lvl 4 (1,2) | 2,297.00 | 0.00 | | | 0.00 | |
| 593 | Perimeter Alarm | 116.00 | 0.00 | | | 0.00 | |
| ✓ 91* | Two Tone Vinyl | 799.00 | 0.00 | | | 0.00 | |
| 41H | Engine Block Heater | 86.00 | 0.00 | | | 0.00 | |
| 16D | Badge Delete | 0.00 | 0.00 | | | 0.00 | |
| | | | | | DELIVERY | | |

Base Vehicle \$25,623.00

Total Chassis Options \$0.00

Total Body Options \$0.00

VSO Paint 0.00

Delivery Zone \$0.00

Total \$25,623.00

Agency Contact _____

Phone _____

Agency _____

Address _____

| PAINT COLORS | | | |
|--------------|----------------------------|--------------------------|------|
| YZ | Oxford White | Royal Blue | LM |
| ✓ G1 | Black | Light Blue Metallic | LN |
| 4650 | Fire Engine Red (VSO) | Ultra Blue Metallic | MM |
| BU | Medium Brown Metallic | Blue Jeans Metallic | N1 |
| E3 | Arizona Beige Clearcoat | Silver Gray Metallic | TN |
| HG | Smokestone Metallic | Sterling Gray Metallic | UJ |
| J1 | Kodiak Brown Metallic | Ingot Silver Metallic | UX |
| JL | Dark Toreador Red Metallic | Medium Titanium Metallic | YG |
| KR | Norsea Blue Metallic | Dark Forest Green (VSO) | 7606 |
| LK | Dark Blue | Emerald Green (VSO) | 7862 |

rev 6.27.16

VSO Special Paint add 950.00



GA Statewide Contract ES-RFR-40199-409

Pursuit Utility Vehicle (Explorer) All Wheel Drive

3.7L V6, CLOTH FRONT/VINYL REAR, POWER WINDOWS/LOCKS/MIRRORS/DRV SEAT, PURSUIT RATED TIRES

WADE FORD, Inc. Government Sales 3860 South Cobb Dr Smyrna, GA 30080

Roger Moore PHONE (678) 460-3881 FAX (770) 433-2412 email: rogermoore@wade.com

| | Code | Vehicle Options | Total | | Code | Added Equipment | Total | | |
|---|------|-----------------------------|----------|--------|--|---|-----------------|----------|-------|
| | 99T | 3.5L V6 EcoBoost Engine | 3,270.00 | 0.00 | 66A | Head Light Solution | 810.00 | 0.00 | |
| | 86L | Automatic Headlights | 109.00 | 0.00 | 66B | Tail Light Solution | 405.00 | 0.00 | |
| 1 | 86P | Headlight Housing | 120.00 | 120.00 | 66C | Rear Lighting Solution | 434.00 | 0.00 | |
| 1 | 86T | Taillight Housing | 59.00 | 59.00 | 67G | Cargo Wiring Upfit Pkg | 1,275.00 | 0.00 | |
| | 51P | Spotlight Prep (1,2) | 133.00 | 0.00 | 67H | Ready for Road Pkg | 3,249.00 | 0.00 | |
| | 51Y | Regular Spot Light (1,2) | 205.00 | 0.00 | 67U | Ultimate Wiring Pkg | 525.00 | 0.00 | |
| 1 | 51T | LED Spot Light (1,2) | 400.00 | 400.00 | 1 | 60A | Pre Wire Grille | 49.00 | 49.00 |
| | 43D | Dark Car | 20.00 | 0.00 | 47C | Front Wire Connector Kit | 99.00 | 0.00 | |
| 1 | 17T | Red Cargo Dome Lamp | 49.00 | 49.00 | 21P | Rear Wire Connector Kit | 124.00 | 0.00 | |
| | 65U | Interior Upgrade | 372.00 | 0.00 | 63L | Marker Lights | 528.00 | 0.00 | |
| | 16C | Carpet w/ Mats | 120.00 | 0.00 | 63B | Side Marker Lights | 277.00 | 0.00 | |
| | 88F | 2nd Row Cloth Seats | 59.00 | 0.00 | 21L | Front Aux Warn Light | 547.00 | 0.00 | |
| | 87P | Power Passenger Seat | 310.00 | 0.00 | 21W | Front Pocket Warn Light | 609.00 | 0.00 | |
| 1 | 17A | Dual AC/Heat | 581.00 | 581.00 | 96W | Windshield Warning Lights | 1,061.00 | 0.00 | |
| | 64E | Painted Aluminum Wheels | 453.00 | 0.00 | 18X | 100 Watt Siren Speaker | 286.00 | 0.00 | |
| | 65L | Full Wheel Covers | 59.00 | 0.00 | 52B | Enhanced TPU Cooler | 2,784.00 | 0.00 | |
| 1 | 53M | SYNC Hands Free System | 282.00 | 282.00 | PW1 | Speaker, 2 Grill LED, 4 Rear LED, 4 Corner Strobes, req 86P/86T | 1,353.00 | 0.00 | |
| 1 | 61* | Steering Wheel Switches | 148.00 | 148.00 | | | | 0.00 | |
| 1 | 595 | Keyless Remote | 249.00 | 249.00 | CB1 | Standard Cop Box Installed | 2,395.00 | 0.00 | |
| 1 | 59* | Keyed Alike (NA w/595) | 49.00 | 49.00 | | | | 0.00 | |
| | 87R | Camera Monitor in Mirror | 0.00 | 0.00 | Call for pricing on below Dealer installed options | | | 0.00 | |
| | 19L | Lockable Gas Cap | 20.00 | 0.00 | | | | 0.00 | |
| 1 | 76R | Reverse Sensing | 262.00 | 262.00 | Patrol Ready w/ graphics | | | 0.00 | |
| 1 | 60R | Noise Suppression Bonds | 95.00 | 95.00 | Slick Top Patrol | | | 0.00 | |
| | 549 | Heated Mirrors | 57.00 | 0.00 | Undercover / Detective | | | 0.00 | |
| | 55B | BLIS (Blind Spot Alert) | 519.00 | 0.00 | K-9 Support Package | | | 0.00 | |
| | 63V | Cargo Storage Vault | 233.00 | 0.00 | K9/Transport Dual Purpose | | | 0.00 | |
| | 942 | Daytime Running Lights | 43.00 | 0.00 | Command Center Package | | | 0.00 | |
| | 68Z | Roof Rack | 148.00 | 0.00 | | | | 0.00 | |
| | 68G | Rear Door Handle/Lock Inop | 34.00 | 0.00 | 1 | Equipment Pkg installed | 5,439.36 | 5,439.36 | |
| | 52P | Hidden Lock Plunger | 153.00 | 0.00 | by Diversified Electronics | | | 0.00 | |
| 1 | 18W | Rear Window Inop | 24.00 | 24.00 | | | | 0.00 | |
| | 90D | Ballistic Doors Lvl 3 (1,2) | 1,510.00 | 0.00 | | | | 0.00 | |
| | 90F | Ballistic Doors Lvl 4 (1,2) | 2,297.00 | 0.00 | PRO | 20 GGE STAG Propane Fuel System. Installed Complete | 9,990.00 | 0.00 | |
| | 593 | Perimeter Alarm | 116.00 | 0.00 | | | | 0.00 | |
| 1 | 91* | Two Tone Vinyl | 799.00 | 799.00 | CNG | 8.2 GGE STAG CNG Fuel System. Installed complete | 9,990.00 | 0.00 | |
| | 41H | Engine Block Heater | 86.00 | 0.00 | | | | 0.00 | |
| | 16D | Badge Delete | 0.00 | 0.00 | | DELIVERY | | 0.00 | |

| PAINT COLORS | | | | |
|--------------|------|----------------------------|--------------------------|------|
| | YZ | Oxford White | Royal Blue | LM |
| 1 | G1 | Black | Light Blue Metallic | LN |
| | 4650 | Fire Engine Red (VSO) | Ultra Blue Metallic | MM |
| | BU | Medium Brown Metallic | Blue Jeans Metallic | N1 |
| | E3 | Arizona Beige Clearcoat | Silver Gray Metallic | TN |
| | HG | Smokestone Metallic | Sterling Gray Metallic | UJ |
| | J1 | Kodiak Brown Metallic | Ingot Silver Metallic | UX |
| | JL | Dark Toreador Red Metallic | Medium Titanium Metallic | YG |
| | KR | Norsea Blue Metallic | Dark Forest Green (VSO) | 7606 |
| | LK | Dark Blue | Emerald Green (VSO) | 7862 |

VSO Special Paint add 950.00

| | |
|-----------------------|--------------|
| Base Vehicle | \$25,623.00 |
| Total Chassis Options | \$3,117.00 |
| Total Body Options | \$5,488.36 |
| VSO Paint | 0.00 |
| Delivery Zone | \$0.00 |
| Total | \$34,228.36 |
| x6 | \$205,370.16 |
| Agency Contact | Maj Black |
| Phone | |
| Agency | |
| Address | |

1290 Field Parkway Marietta, GA 30066 Phone 770-427-8181 FAX 770-427-3069

EQUIPMENT / INSTALLATION PROPOSAL

QUOTE
NUMBER

160729-1228



MOTOROLA

SOLUTIONS

Premier Service Partner

DIVERSIFIED
ELECTRONICS
INCORPORATED

CUSTOMER Smyrna Police Department

rblack@smyrnaga.gov

Contact Capt Black
Phone 678-631-5102
Date August 4, 2016

MATERIALS

Prepared By

Scott Seed

| LINE ITEM | QTY | PART NUMBER | DESCRIPTION | UNIT PRICE | EXTENDED PRICE |
|-----------|-----|-------------------|--|------------|----------------|
| 1 | 6 | WHE-SL0BBB | Whelen Liberty REFURBISHED 48" light bar all blue LEDs with take down and alley lights | \$ 882.35 | \$ 5,294.10 |
| 2 | 24 | WHE-VTX609B | Whelen vertex hideaway LEDs blue | \$ 65.88 | \$ 1,581.12 |
| 3 | 12 | WHE-MCRNSB | Whelen Micron LEDs blue (for each side of license plate) | \$ 99.11 | \$ 1,189.32 |
| 4 | 6 | WHE-MCRNB2 | Whelen Micron license plate bracket | \$ 22.94 | \$ 137.64 |
| 5 | 6 | WHE-RP34 | Whelen Outer Edge rear pillar lights for 2016 Interceptor SUV all blue LEDs | \$ 748.24 | \$ 4,489.44 |
| 6 | 6 | SET-10XL | Setina prisoner partition for Ford Interceptor SUV | \$ 632.94 | \$ 3,797.64 |
| 7 | 6 | PRG-WB47NPUINT13 | ProGard steel window bars for Ford Interceptor SUV | \$ 192.71 | \$ 1,156.26 |
| 8 | 6 | SET-12VS-E-INTSUV | Setina ABS steel cargo barrier | \$ 328.24 | \$ 1,969.44 |
| 9 | 6 | WHE-295SLSA6 | Whelen light and siren control | \$ 351.76 | \$ 2,110.56 |
| 10 | 6 | WHE-SA315P | Whelen siren speaker | \$ 165.93 | \$ 995.58 |
| 11 | 6 | 7160-0412 | Gamber Johnson console for Ford Interceptor SUV | \$ 223.13 | \$ 1,338.78 |
| 12 | 6 | MCS-INTCUP | Gamber Johnson cup holder | \$ 35.00 | \$ 210.00 |
| 13 | 6 | 7160-0430 | Gamber Johnson armrest/printer mount | \$ 231.25 | \$ 1,387.50 |
| 14 | 6 | 7160-0220 | Gamber Johnson motion attachment for computer | \$ 198.13 | \$ 1,188.78 |
| 15 | 6 | | misc installation supplies | \$ 75.00 | \$ 450.00 |
| 16 | 6 | | shipping | \$ 150.00 | \$ 900.00 |
| 17 | | | | | |
| 18 | | | | | |
| 19 | 6 | 7140-0385 | face plate for Federal PA640 | | |
| 20 | 6 | 7140-1034 | face plate for Motorola APX control head | | |
| 21 | 6 | 3130-0152 | 1/2" blank | | |
| 22 | 6 | 3130-0154 | 2" blank | | |
| 23 | 6 | 3130-0155 | 3" blank | | |
| 24 | 6 | 3130-0156 | 4" blank | | |
| 25 | | | | | |

MOTOROLA SOLUTIONS

RADIO SOLUTIONS
CHANNEL PARTNER

SUB TOTAL \$ 28,196.16

TAX

TOTAL PARTS \$ 28,196.16

LABOR

| DESCRIPTION | PRICE |
|---|-------------|
| Install emergency equipment into 6- Ford Interceptor SUV's \$640 each | \$ 3,840.00 |
| decal installation \$100 each | \$ 600.00 |
| | |
| | |
| | |

LABOR TOTAL \$ 4,440.00

PARTS TOTAL \$ 28,196.16

JOB TOTAL \$ 32,636.16

NOTE: Unless otherwise stated, prices are effective for
90 days, thru November 2, 2016



INSIGHT PUBLIC SECTOR SLED
6820 S HARL AVE
TEMPE AZ 85283-4318
Tel: 800-467-4448

Page 1 of 2

SOLD-TO PARTY 10344437

CITY OF SMYRNA
3180A ATLANTA RD SE
SMYRNA GA 30080-8256

SHIP-TO PARTY

CITY OF SMYRNA
3180A ATLANTA RD SE
SMYRNA GA 30080-8256

We deliver according to the following terms:

Payment Terms : Credit Card
Ship Via : Insight Assigned Carrier/Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

In order for Insight to accept Purchase Orders against this contract and honor the prices on this quote, your agency must be registered with U.S. Communities. Our sales teams would be happy to assist you with your registration. Please contact them for assistance -- the registration process takes less than five minutes.

| Material | Material Description | Quantity | Unit Price | Extended Price |
|-----------------|---|-------------------|------------|----------------|
| ARB-KIT-HD | ARBITRATOR MK3 HD CAMERA 256 GB SSD WIRELESS 1 INTEGRATED OPTION U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400006644) | 6 | 4,258.86 | 25,553.16 |
| ARB-M24 | 2.4 GHZ WIRELESS MICROPHONE U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400006644) | 6 | 551.33 | 3,307.98 |
| CF-SVCARB2AMA1Y | PANASONIC ARBITRATOR 360 SW MAINT AGREEMENT-1Y U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400006644) | 6 | 285.83 | 1,714.98 |
| TGS-3DP | G-FORCE SENSOR / ARBITRATOR VEHICLE U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400006644) | 6 | 239.15 | 1,434.90 |
| ARB-SSDREAD | MK3 SSD READER U.S. COMMUNITIES IT PRODUCTS & SERVICES(# 4400006644) | 1 | 210.66 | 210.66 |
| | | Product Subtotal | 30,506.70 | |
| | | Services Subtotal | 1,714.98 | |
| | | TAX | 0.00 | |
| | | Total | 32,221.68 | |

PURCHASE ORDER REQUIREMENTS:

Quote Number: 218145760

Purchase Order Number: _____

Authorized by/Title: _____ (please print)

Authorized Signature: _____ Date: _____

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Melissa Sanchez
678-794-3924
MELISSA.SANCHEZ@INSIGHT.COM

Katherine Scozzafave
4804096827
KATHERINE.SCOZZAFAVE@INSIGHT.COM
Fax 4807609161

U.S. Communities IT Products, Services and Solutions Contract No. 4400006644

Insight Public Sector (IPS) is proud to be a contract holder for the U.S. Communities Technology Products, Services, Solutions & Related Products and Services Contract.

This competitively solicited contract is available to participating agencies of the U.S. Communities Government Purchasing Alliance. U.S. Communities assists local and state government agencies, school districts (K-12), higher education, and nonprofits in reducing the cost of purchased goods by pooling the purchasing power of public agencies nationwide. This is an optional use program with no minimum volume requirements and no cost to agencies to participate.

Thanks for choosing Insight!

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at: http://www.insight.com/en_US/help/terms-of-sale-products-ips.html



3240 Mike Collins Drive
Eagan, MN 55121
888-683-9665 Toll free
651-683-9740 Fax

Quotation

| Date | Estimate # |
|-----------|------------|
| 9/21/2016 | 03751 |

Bill To

City of Smyrna
Accounts Payable
2800 King Street
Smyrna, GA 30080

Ship To

City of Smyrna
Randy Black
2646 Atlanta Road
Smyrna, GA 30080

| Terms | Est. Delivery from art approval | Rep | Project Name | |
|--------|--|------|------------------|----------|
| Net 30 | 1-2 weeks | Dani | Vehicle Graphics | |
| Qty | Description | | Price | Total |
| 6 | ULT-2114 Reflective Graphic Kits (MODIFIED W/O STRIPES) for 2017 BLACK & WHITE Ford PI SUV Explorers (No #'s), No Badge. *SMYRNA lettering to be BLACK for white doors. | | 230.00 | 1,380.00 |
| | Estimated Shipping/Handling | | 50.00 | 50.00 |

This estimate is based on plans and specifications provided at the time the estimate was given. Changes requested by the customer may cause a change in the quoted price. Freight will be added to the invoice unless other arrangements are made. This quote is valid for 30 days.

Authorization Signature and Date

X _____

| | |
|-------------------------|-------------------|
| Subtotal | \$1,430.00 |
| Sales Tax (0.00) | \$0.00 |
| Total | \$1,430.00 |