

Customer Quote



1/13/2022 5:17:03 PM

Estimate No: Q2442-0001
Quote Date: 6/10/2021
Expiration Date: 9/2/2021
Salesperson: PB

Invoice To: 10365
Fort Bend County EMS
Fort Bend County Auditor
301 Jackson Street
Richmond TX 77469
US

Deliver To:
Fort Bend County EMS
Fort Bend County Auditor
301 Jackson Street
Richmond TX 77469
US

No.	Item	Description	Quantity	U/M	Unit Price	Net Amount	
1	MODULE	Type I 12' Module	1.00000000	EA	146,350.00000	146,350.00	USD
2	CHASSIS	2022 RAM 3500 Diesel	1.00000000	EA	55,116.00000	55,116.00	USD
3	DELIVERY	Customer pick up-FOB Frazer	1.00000000	M	0.00000	0.00	USD
4	BUY-BOARD	Buy Board Fee	1.00000000	EA	800.00000	800.00	USD

Buyboard fee per contract Ambulance 570-18

Sale Amount: 202,266.00
Order Disc(0.0000%): 0.00
Surcharge: N/A
Sales Tax: 0.00

Misc Charges: 0.00
Total Amount: 202,266.00

Net 30



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For your convenience, all pricing has been itemized below per quote Q2442-0001 for Fort Bend County EMS

Base Module	\$ 95,900.00
Chassis Exterior	\$ 14,450.00
Module Exterior	\$ 22,525.00
Chassis Interior	\$ 4,200.00
Module Interior	\$ 9,275.00
Total \$	146,350.00

Items included in above totals:

1. Type I 12' Module	\$ incl
2. This is a Triple K Unit	\$ incl

Chassis Exterior:

3. Heat Shielding for Diesel Chassis	\$ 1,575.00
4. Chassis : 2021 RAM 3500, Diesel, 4x2, Regular Cab, 84" Cab to Axle, Dodge White (PW7)	\$ incl
5. Suspension: LiquidSpring	\$ 11,550.00
6. Wheel type: Factory Aluminum	\$ incl
7. Road Force Elite tire and wheel balancing	\$ incl
8. Siren Amplifier: Howler	\$ 1,325.00
9. Passenger's side Grille Light: Whelen M4 Red Light	\$ incl
10. Driver's side Grille Light: Whelen M4 Amber Light	\$ incl
11. Passenger's side Intersect Light: Whelen M4 Red Light	\$ incl
12. Driver's side Intersect Light: Whelen M4 Red Light	\$ incl
Chassis Exterior Subtotal \$	14,450.00

Module Exterior:

13. Power Source: MEPS	\$ 15,000.00
14. Module Paint Layout: White - Frazer White (Frazer White)	\$ incl
15. Placards x3:	\$ 525.00
16. Body Drop on the Passenger's Side Forward of Rear Wheels	\$ incl
17. Hidden Switch Behind the Driver's Side Rear Bumper End Cap	\$ 225.00
18. Ground Lights: Entry Doors	\$ 1,050.00
19. Shore Power: Single 30 Amp on Front Wall	\$ incl
20. Pigtail/Plug Option: Pigtail	\$ incl
21. Install Ignition Kill Switch	\$ 275.00
22. Coax 1: Run coax from location 1 to Chassis terminated to Motorola 05 self	\$ incl



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contained.

23. Coax 2: Run coax from location 2 to Chassis	\$	incl
24. Coax 3: Run coax from location 3 to Electrical Compartment	\$	incl
25. Coax 4: Run coax from location 4 to Electrical Compartment	\$	incl
26. *Note to Graphics: Placards to be 12" x 6" magnetic (20956), painted to match module. Also seal around placards.	\$	incl
27. Front Scene: Whelen Pioneer Plus Dual Panel LED (Recessed)	\$	2,000.00
28. Front Wall Light Layout: Lower 5 Lights	\$	incl
29. Front Wall Light #1: Whelen M6 Red Light	\$	incl
30. Front Wall Light #2: Whelen M6 Blue Light	\$	incl
31. Front Wall Light #3: Whelen M6 Clear Light	\$	incl
32. Front Wall Light #4: Whelen M6 Blue Light	\$	incl
33. Front Wall Light #5: Whelen M6 Red Light	\$	incl
34. Front Wall Driver Side Box Light: Whelen M9 Red Light	\$	125.00
35. Front Wall Passenger Box Light: Whelen M9 Red Light	\$	125.00
36. Driver Wall Front Box Light: Whelen M9 Red Light	\$	125.00
37. Driver Wall Rear Box Light: Whelen M9 Red Light	\$	125.00
38. Driver Wheel Well Light: Whelen M6 Red Light	\$	incl
39. Scene Light Option: Spectra SPA900	\$	incl
40. O2 Compartment Style: Laydown O2 with Adjustable Shelf	\$	incl
41. O2 Rollers for an H Cylinder	\$	incl
42. 3 high D Cylinder Holder in the O2 Compartment Next to Laydown	\$	325.00
43. Electrical Compartment Style: Standard Electrical Compartment	\$	incl
44. Lower Storage Style: Standard Lower Storage	\$	incl
45. Compartment Above Wheel Well Style: Standard Compartment Above Wheel Well	\$	incl
46. Dometic Self-Contained A/C with Exhaust Fan	\$	incl
47. Rear Storage Compartment Style: Rear Storage with divider and shelf with I/O access	\$	500.00
48. Module Window Option: Sliding Window	\$	incl
49. Upper Rear Wall Light Layout: 3 Across	\$	incl
50. Upper Light #1: Whelen M6 Load Light	\$	incl
51. Upper Light #2: Whelen M6 Amber Light	\$	incl
52. Upper Light #3: Whelen M6 Load Light	\$	incl
53. Lower Light #1: Whelen M6 Brake/Tail/Turn Red Light	\$	incl



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54. Lower Light #2: Whelen M6 Brake/Tail/Turn Red Light	\$	incl
55. Lower Light #3: Whelen M6 Red Light	\$	incl
56. Lower Light #4: Whelen M6 Red Light	\$	incl
57. Rear Wall Driver Box Light: Whelen M9 Red Light	\$	125.00
58. Rear Wall Passenger Box Light: Whelen M9 Red Light	\$	125.00
59. Rear Backboard: 5" Compartment Shelf	\$	225.00
60. Lower BTTs: 2 Grote Lights on each side	\$	incl
61. Rear Bumper	\$	incl
62. Door Grabbers	\$	incl
63. License Plate Light	\$	incl
64. Passenger Wall Front Box Light: Whelen M9 Red Light	\$	125.00
65. Passenger Wall Rear Box Light: Whelen M9 Red Light	\$	125.00
66. Passenger Wheel Well Light: Whelen M6 Red Light	\$	incl
67. Interior Step Option: Double Step Well	\$	incl
68. Passenger Rear Compartment Style: Passenger Side Storage Compartment	\$	incl
69. Door Locks on Entry Doors and Front I/O	\$	1,400.00
Module Exterior Subtotal		\$ 22,525.00
Chassis Interior:		
70. Siren Speakers: 2 CAST Speakers	\$	600.00
71. Tap-2 on Primary Siren	\$	incl
72. Siren Option: Whelen C9 Siren in Console	\$	incl
73. Mic 1 on passenger's side slot 1	\$	incl
74. Slot 1: Extended MDT plate - no swivel, no fuel gauge	\$	75.00
75. Slot 2: Single Slot Switch Panel	\$	incl
76. Slot 3: Radio Plate: 7.06 L X 2 W opening dims	\$	incl
77. Slot 4: Siren 1	\$	incl
78. Console Switch Layout : Primary - Secondary - Blank - Front Scene - Side Scene (Driver's Side) - Side Scene (Passenger's Side) - Rear Load - Interior Lights - Howler -	\$	incl
79. New Armrest	\$	225.00
80. Console Layout: 4-Slot Console	\$	incl
81. Floor in Front of Console: Gamber Johnson Heavy Dual Cup Holder	\$	175.00
82. Rear of Console: Single Mapholder	\$	225.00
83. Camera System: Voyager 7" Monitor with Back-Up Camera	\$	1,700.00



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84. White Back-up Camera	\$	incl
85. Tremco Anti-Theft System	\$	500.00
86. UNOC-???- Furnish and install single on/off switch on center console position 3 to activate siren .	\$	50.00
87. UNOC-???- Install customer supplied readio equipoment. -Motorola 05 self contained radio in console slot 3. -Speaker on rear wall of chassis.. -Mic on D/S slot 1. Hook to antena on roof of mod.	\$	300.00
88. UNOC-428-Install customer provided Sierra wireless on the front of the console (wired battery hot) w/ GPS antenna on the chassis roof	\$	250.00
89. UNOC-???- Install customer supplied streamlight stinger on rear wall of chassis wired battery hot	\$	100.00
Chassis Interior Subtotal		\$ 4,200.00
Module Interior:		
90. Protek Cushions	\$	incl
91. Blue Interior	\$	incl
92. Stainless Steel Countertops	\$	incl
93. Safety Yellow Powdercoated Grab Rails	\$	175.00
94. Front I/O with Lexan Doors	\$	incl
95. Additional Shelf in the Front I/O	\$	75.00
96. Duplex Outlet in the Front I/O	\$	incl
97. 15 Qt. Engel Fridge	\$	950.00
98. Duplex Outlet on the Front Wall	\$	incl
99. Customer Provided Medvault	\$	475.00
100. Netting at the Front Corner Area	\$	incl
101. Location 1: 4 Switch w/Thermostat	\$	incl
102. Location 2: Double O2 Outlet	\$	incl
103. Location 3: Blank	\$	incl
104. Location 4: Blank	\$	incl
105. Location 6: Suction	\$	incl
106. Location 7: Quad 120 VAC	\$	incl
107. Location 8: None	\$	incl
108. Location 9: Blank	\$	incl



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109. Door Lock Switch at Action Wall	\$	125.00
110. Action Wall Switch Layout : Interior Lights; Dimmer; Ventilation Fan; Unlock/Lock;	\$	incl
111. Technimount ZOLL X Monitor Mount (Heavy Duty) on the Action Wall Countertop	\$	1,525.00
112. Acrylic Holder at the Action Wall Cabinet	\$	incl
113. New 6pt Harness at the CPR Seat	\$	525.00
114. Acrylic Holder Aft CPR Seat	\$	incl
115. Rear Door Switch Layout : Blank; Blank; Dump/Bypass (Suspension); Rear Load;	\$	incl
116. Two Seating Positions at the Squad Bench - 2 and 3	\$	incl
117. Harness Type for Seat Position 2: New 6pt Harness	\$	525.00
118. Harness Type for Seat Position 3: New 6pt Harness	\$	525.00
119. 22 Pocket Acrylic Holder	\$	650.00
120. New Cargo Net at the Head of the Squad Bench	\$	800.00
121. Trashcan With Lid at the Head of the Squad Bench	\$	incl
122. O2 Outlet at the Squad Bench Wall	\$	incl
123. O2 Outlet in Ceiling Raceway	\$	325.00
124. IV Hanger on Ceiling Raceway	\$	incl
125. Overhead Grabrails on Driver Side Only	\$	incl
126. IV Hanger on Squad Bench Ceiling	\$	incl
127. In-Module Camera at the Rear Position	\$	600.00
128. Stryker cot tower only (no antler and bar)	\$	incl
129. Floor Options: Customer Provided Stryker Power-LOAD	\$	1,750.00
130. Loncoin II Onyx Floor	\$	incl
131. Captain's Chair Type: Standard Captain's Chair with 4pt. Harness	\$	incl
132. Customer Provided Items Processing Fee	\$	250.00
Module Interior Subtotal		\$ 9,275.00

All new Frazer EMS Vehicles come standard with the following features:

- 120V generator-powered electrical system independent of the chassis electrical
- 120V self-contained module heater & proprietary best-in-class air conditioner
- Easily accessible electrical compartment located on exterior of vehicle
- All aluminum module construction - No wood products!
- Shear-plate method of attachment securing the module to the chassis
- All aluminum powder-coated 12" deep interior cabinetry



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Seamless cushions

All LED emergency warning and scene lighting

All LED interior ceiling lights

120VAC outlets conveniently located throughout unit

Three oxygen outlets

Action area with hinged service access panel to back of oxygen outlets and switches

January 14, 2022

Chief Brian Petrilla,

This is to inform you that due to unforeseen, unexpected and unprecedented price increases from Stellantis (formerly known as Fiat/Chrysler), the previously estimated price for the 2022 RAM chassis is no longer valid. We have provided you with the new pricing for the chassis which was provided to us after your order was originally submitted. Below is some context to how we got here:

- In June 2022 Frazer learned from our RAM chassis ordering dealer, Mac Haik Dodge Chrysler Jeep RAM, that 2022 pricing would likely increase from the 2021 model year and in addition, discounts awarded to government customers would likely be reduced.
- At this time Stellantis (parent company of RAM) would not formally comment on pricing, production/build timing, or government discounts and would also not comment on when more information would be forthcoming so we were forced to do our best with zero information.
- Based on the above information, we adjusted our pricing to compensate for the potential increases.
- Fast forward to November 2022, the week that the 2022 order bank was to close, Stellantis formally announced that zero discounts would be awarded for Government ordered chassis cabs, in addition, they would not build chassis/cabs for government orders.
- In order to have any chance that trucks that have been on order (some since March of 2022) be built, Mac Haik advised that the trucks could be ordered and built through the retail “channel” of Stellantis.
- Like the government channel of Stellantis, zero discounts were awarded any chassis/cab orders resulting in last minute and unprecedented price increases for many of our customers.

Please email me at lgriffin@frazerbilt.com or call my cell at 832-250-6951 with any questions or if you need further information.

Sincerely,

Laura Griffin | CEO

Frazer.Ltd. | lagriffin@frazerbilt.com

O: (713) 772-5511 **M:** (832) 250-6951



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