

Certification of Nondiscrimination

As suppliers of goods or services to the City of Palo Alto, the firm and individuals listed below certify that they do not discriminate in employment of any person because of race, skin color, gender, age, religion, disability, national origin, ancestry, sexual orientation, housing status, marital status, familial status, weight or height of such person; that they are in compliance with all Federal, State and local directives and executive orders regarding nondiscrimination in employment.

1. If Proposer is INDIVIDUAL/Sole Proprietorship, sign here:

Date: June 3, 2008

Proposer's Signature

Proposer's typed name and title

2. If Proposer is PARTNERSHIP or JOINT VENTURE, at least (2) Partners or each of the Joint Venturers shall sign here:

Partnership or Joint Venture Name (type or print)

Date:

Member of the Partnership or Joint Venture signature

Date:

Member of the Partnership or Joint Venture signature

3. If Proposer is a CORPORATION, the duly authorized officer(s) shall sign as follows:

The undersigned certify that they are respectively:

Vice President of National Sales and Director of Contract Mgt
Title Title

Of the corporation named below; that they are designated to sign the Proposal Cost Form by resolution (attach a certified copy, with corporate seal, if applicable, notarized as to its authenticity or Secretary's certificate of authorization) for and on behalf of the below named CORPORATION, and that they are authorized to execute same for and on behalf of said CORPORATION.

Pierce Manufacturing, Inc.
Corporation Name (type or print)

By: [Signature] Date: June 3, 2008

Title: Vice President of National Sales

By: [Signature] Date: June 3, 2008

Title: Director of Contract Management

RFP121410 1500 GPM Fire Pumper

Summary

July 1, 2008 (Revised 10-09-08)

A: Base Price Proposal:

ITEM	QTY	U/M	DESCRIPTION	KME Fire Apparatus Unit Price	KME Fire Apparatus Total	Golden State Fire Apparatus Unit Price	Golden State Fire Apparatus Total
1.	6	ea	1500 GPM Fire Pumper	\$462,456.00	\$2,774,736.00	\$501,911.78	\$3,011,470.68

B: Add Alternate Items:

ITEM	QTY	U/M	DESCRIPTION	KME Fire Apparatus Unit Price	KME Fire Apparatus Total	Golden State Fire Apparatus Unit Price	Golden State Fire Apparatus Total
1.	6	ea	Furnish and install lagging materials manufactured by Storm King Mountain™ Technologies:	\$3,210.00	\$19,260.00	\$1,600.00	\$9,600.00
2-A	6	ea	Furnish and install one (1) Streamlight® Fire Vulcan® in the crew cab area:	\$122.00	\$732.00	\$181.27	\$1,087.62
2-B	6	ea	Furnish and install four (4) Streamlight® SL-20XP LED incandescent/LED rechargeable flashlights:	\$372.00	\$2,232.00	\$675.82	\$4,054.92
3-A	6	ea	Ladders:	\$1,022.00	\$6,132.00	\$1,271.92	\$7,631.52
3-B	6	ea	Hose attachments:	\$231.00	\$1,386.00	\$325.00	\$1,950.00
4.	6	ea	Furnish and install a Safety Vision® model SV-CLCD-65-620 color rear vision system:	\$1,404.00	\$8,424.00	\$1,465.25	\$8,791.50
TOTAL					\$38,166.00		\$33,115.56

C: Trade-in Credit:

ITEM	QTY	U/M	DESCRIPTION	KME Fire Apparatus Unit Price	KME Fire Apparatus Total	Golden State Fire Apparatus Unit Price	Golden State Fire Apparatus Total
1.	2	ea	Trade-in: 1999 Spartan/Hi-Tech Type 1 Pumper Engine:	\$40,000.00	\$80,000.00	\$0.00	\$0.00

A: Base Proposal total:	\$2,774,736.00	A: Base Proposal total:	\$3,011,470.68
B: Add Alternate total:	\$38,166.00	B: Add Alternate total:	\$33,115.56
C: Trade-in credit total:	-\$80,000.00	C: Trade-in credit total:	\$0.00
8.25% Sales Tax:	\$225,464.42	8.25% Sales Tax:	\$251,178.36
Grand Total:	\$2,958,366.42	Grand Total:	\$3,295,764.60