

# Customer Quote



2/14/2023 1:07:02 PM

**Estimate No:** Q2781-0001  
**Quote Date:** 2/14/2023  
**Expiration Date:** 3/31/2023  
**Salesperson:** KS  
**Payment Terms:** Due on Delivery

**Invoice To:** 10796  
 Dale Skinner  
 City of Seguin Fire Department  
 City of Seguin  
 P. O. Box 591  
 Seguin TX 78156  
 US

**Deliver To:**  
 Dale Skinner  
 City of Seguin Fire Department  
 City of Seguin  
 P. O. Box 591  
 Seguin TX 78156  
 US

**Order Instructions:**

\*Chassis only must be paid for at time of arrival to dealership. Balance will be invoiced 30 days prior to unit completion and will be due at time of delivery.\*

Limited Edition Discount Applied changed to the specification may effect this discount.

No.	Item	Qty	U/M:		Unit Price		Net Amount
1	MODULE Type I 12' XT Module	1.00	EA	\$	231,200.00	\$	231,200.00
2	CHASSIS 2023 International CV 515 Diesel	1.00	EA	\$	95,000.00	\$	95,000.00
3	DELIVERY Customer Pick Up - FOB Frazer	1.00	M	\$	0.00	\$	0.00
5	BUY-BOARD Contract No. Ambulances 650-21	1.00	EA	\$	400.00	\$	400.00
6	SpecDoc Configurable item to create the SpecDoc	1.00	EA	\$	0.00	\$	0.00

*Frazer will accept returns on parts up to 180 days after shipment. No restocking fee will be charged if the item is returned within 90 days of the original invoice date. All parts returns should be shipped back freight prepaid and require prior approval with a "Returns Material Authorization" (RMA) clearly displayed on the exterior of the shipping package. A credit will be issued towards the customer's account within approximately 7 business days of receipt of the item. If a part is returned after 90 days of the original invoice date a 15% restocking fee will be applied. Frazer Ltd reserves the right to accept returned items at its sole discretion based upon the condition of the item to be placed back into stock. :*

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## Order Instructions:

No.	Item	Qty	U/M:	Unit Price	Net Amount
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Sale Amount: 326,600.00  
Order Disc( 3.0618%): -10,000.00  
Surcharge: N/A  
Sales Tax: 0.00  
Misc Charges: 0.00  
Total Amount: 316,600.00

*Frazer will accept returns on parts up to 180 days after shipment. No restocking fee will be charged if the item is returned within 90 days of the original invoice date. All parts returns should be shipped back freight prepaid and require prior approval with a "Returns Material Authorization" (RMA) clearly displayed on the exterior of the shipping package. A credit will be issued towards the customer's account within approximately 7 business days of receipt of the item. If a part is returned after 90 days of the original invoice date a 15% restocking fee will be applied. Frazer Ltd reserves the right to accept returned items at its sole discretion based upon the condition of the item to be placed back into stock. :*



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For your convenience, all pricing has been itemized below per quote Q2781-0001 for City of Seguin Fire Department

Base Module	\$ 128,000.00
Chassis Exterior	\$ 12,625.00
Module Exterior	\$ 34,775.00
Chassis Interior	\$ 4,925.00
Module Interior	\$ 50,875.00
<b>Total \$</b>	<b>231,200.00</b>

**Items included in above totals:**

- 1. Type I 12' XT Module \$ incl
- 2. This is a CAAS GVS v2.0 Unit \$ incl

**Chassis Exterior:**

- 3. Heat Shielding for Diesel Chassis \$ 2,025.00
- 4. Chassis Options: \*Ordered w/OEM back-up camera & Aluminum wheels\* \$ incl
- 5. Chassis Paint Layout: Paint All One Color - Red \$ 6,650.00
- 6. Chassis : 2023 International CV 515 (Class 4), Diesel, 4x2, Regular Cab, 84" Cab to Axle, Cameo White (NAV 9218) \$ incl
- 7. Suspension: Factory Liquid Spring \$ incl
- 8. Wheel type: Factory Aluminum \$ incl
- 9. Dual Dynamics Valve Stem Extender with Equalization and Pressure Indicator \$ 375.00
- 10. Road Force Elite tire and wheel balancing \$ incl
- 11. Grille Guard: Grille Guard with Wraparounds \$ 1,150.00
- 12. 10" and 12" Air Horns \$ 1,450.00
- 13. Compressor Type: Standard \$ 850.00
- 14. Switching Options: Momentary \$ 125.00
- 15. Passenger's side Grille Light: Whelen M4 Blue Light \$ incl
- 16. Driver's side Grille Light: Whelen M4 Blue Light \$ incl
- 17. Passenger's side Intersect Light: Whelen M4 Red Light \$ incl
- 18. Driver's side Intersect Light: Whelen M4 Red Light \$ incl
- 19. \*Note to engineering\* Install airhorns in grille gaurd, in lieu of standard position on CV 515. (Like X-1469) \$ incl
- 20. \* Paint to be International Red ( FLNA 3042 ) \* \$ incl

**Chassis Exterior Subtotal \$ 12,625.00**

**Module Exterior:**



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21. Power Source: MEPS	\$ 18,950.00
22. Module Paint Layout: Non-White One Tone - Red	\$ 2,675.00
23. Rear Wall 3M Conspicuity Layout - Chevron : Fluorescent Yellow/Green Base Color and Red - Translucent Overlay	\$ 2,025.00
24. Entry Door Conspicuity Layout - Squares : White Base Color	\$ 450.00
25. Placards x4:	\$ 1,000.00
26. Frazer Provided Graphics	\$ 3,000.00
27. Body Drop on the Passenger's Side Forward of Rear Wheels	\$ incl
28. Hidden Switch Behind the Driver's Side Front Corner Stone Guard	\$ 300.00
29. Shore Power: Single 30 Amp on Front Wall	\$ incl
30. Pigtail/Plug Option: Pigtail	\$ incl
31. Install Ignition Kill Switch	\$ 375.00
32. Coax 1: Run coax from location 1 to Chassis	\$ incl
33. Coax 2: Run coax from location 2 to Chassis	\$ incl
34. Coax 3: Run coax from location 3 to Electrical Compartment	\$ incl
35. Coax 4: Run coax from location 4 to Electrical Compartment	\$ incl
36. Front Scene: Whelen Pioneer Plus Dual Panel LED (Recessed)	\$ 2,525.00
37. Front Wall Light Layout: Lower 5 Lights	\$ incl
38. Front Wall Light #1: Whelen M6 Blue Light	\$ incl
39. Front Wall Light #2: Whelen M6 Red Light	\$ incl
40. Front Wall Light #3: Whelen M6 Clear Light	\$ incl
41. Front Wall Light #4: Whelen M6 Red Light	\$ incl
42. Front Wall Light #5: Whelen M6 Blue Light	\$ incl
43. Front Wall Driver Side Box Light: Whelen M6 Red Light	\$ incl
44. Front Wall Passenger Box Light: Whelen M6 Red Light	\$ incl
45. Driver Wall Front Box Light: Whelen M6 Red Light	\$ incl
46. Driver Wall Rear Box Light: Whelen M6 Red Light	\$ incl
47. Driver Wheel Well Light: Whelen M6 Blue Light	\$ incl
48. Side Scene Lights: Spectra SPA900	\$ incl
49. O2 Compartment Style: Laydown O2 with Divider and Adjustable Shelf	\$ 275.00
50. O2 Rollers for an H Cylinder	\$ incl
51. 2 high D Cylinder Holder in the O2 Compartment Above Shelf	\$ 250.00
52. O2 Cylinder Changing Wrench	\$ 125.00



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53. O2 Regulator - Ship Loose	\$	250.00
54. Electrical Compartment Style: Standard Electrical Compartment	\$	incl
55. Lower Storage Style: Standard Lower Storage	\$	incl
56. Compartment Above Wheel Well Style: Standard Compartment Above Wheel Well	\$	incl
57. Dometic Self-Contained A/C with Exhaust Fan	\$	incl
58. Rear Storage Compartment Style: Rear Storage with Flatbars for SCBA Brackets	\$	300.00
59. Module Window Option: Sliding Window	\$	incl
60. Window Tint (5% VLT) on Rear and Side Entry Doors	\$	375.00
61. Upper Rear Wall Light Layout: 3 Across	\$	incl
62. Upper Light #1: Whelen M6 Load Light	\$	incl
63. Upper Light #2: Whelen M6 Amber Light	\$	incl
64. Upper Light #3: Whelen M6 Load Light	\$	incl
65. Lower Light #1: Whelen M6 Brake/Tail/Turn Red Light	\$	incl
66. Lower Light #2: Whelen M6 Brake/Tail/Turn Red Light	\$	incl
67. Lower Light #3: Whelen M6 Blue Light	\$	incl
68. Lower Light #4: Whelen M6 Blue Light	\$	incl
69. Rear Wall Driver Box Light: Whelen M6 Red Light	\$	incl
70. Rear Wall Passenger Box Light: Whelen M6 Red Light	\$	incl
71. Rear Backboard Options: No Shelf	\$	incl
72. Lower BTTs: 2 Grote Lights on each side	\$	incl
73. Rear Bumper	\$	incl
74. Door Grabbers	\$	incl
75. License Plate Light	\$	incl
76. Passenger Wall Front Box Light: Whelen M6 Red Light	\$	incl
77. Passenger Wall Rear Box Light: Whelen M6 Red Light	\$	incl
78. Passenger Wheel Well Light: Whelen M6 Blue Light	\$	incl
79. Interior Step Option: Double Step Well	\$	incl
80. Passenger Rear Compartment Style: Passenger Side Storage Compartment	\$	incl
81. Door Locks on Entry Doors and Front I/O	\$	1,900.00
<b>Module Exterior Subtotal</b>	<b>\$</b>	<b>34,775.00</b>
<b>Chassis Interior:</b>		
82. Siren Speakers: Whelen SA 315 Speakers	\$	incl
83. Tap-2 on Primary Siren	\$	incl



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84. Siren Option: Whelen C9 Siren in Console	\$	incl
85. Mic 1 on passenger's side slot 1	\$	incl
86. HAAS Alert System: HAAS Alert Responder to Vehicle - 3 Year Sub	\$	incl
87. Slot 1: Radio Plate: 6.7 L X 2 W opening dims	\$	incl
88. Slot 2: Double Slot Switch Panel	\$	incl
89. Slot 3: Joined with 2	\$	incl
90. Slot 4: Siren 1	\$	incl
91. Slot 5: Double Blank Insert	\$	250.00
92. Slot 6: Joined with 5	\$	incl
93. COMP OPEN / DOOR OPEN Warning Buzzer	\$	325.00
94. Kussmaul USB at Console	\$	300.00
95. Console Switch Layout : Primary - Secondary - Front Scene - Air Horn - Blank - Blank - Kussmaul USB - Rear Load - Interior Lights - Side Scene (Driver's Side) - Side Scene (Passenger's Side) - Blank -	\$	incl
96. New Armrest	\$	300.00
97. Console Layout: 6-Slot Console	\$	incl
98. Floor in Front of Console: Gamber Johnson Heavy Dual Cup Holder	\$	250.00
99. Rear of Console: Double Mapholder	\$	500.00
100. Chassis Rear Wall: 2 High Glove Box Holder	\$	250.00
101. Camera System: Chevrolet OEM Back-up Camera System	\$	700.00
102. Map Light: Light on passenger side	\$	300.00
103. Tremco Anti-Theft System	\$	650.00
104. Aftermarket Vinyl Seats	\$	1,100.00
	<b>Chassis Interior Subtotal \$</b>	<b>4,925.00</b>

**Module Interior:**

105. Protek Cushions	\$	incl
106. Cobalt Blue Interior	\$	incl
107. Stainless Steel Countertops	\$	incl
108. Safety Yellow Powdercoated Grab Rails	\$	250.00
109. Front I/O with Lexan Doors	\$	incl
110. Duplex Outlet in the Front I/O	\$	incl
111. Module Heater : New	\$	1,150.00
112. Duplex Outlet on the Front Wall	\$	incl
113. Netting at the Front Corner Area	\$	incl



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114. Medvault w/ Wifi	\$ 3,625.00
115. Location 1: 4 Switch w/Thermostat	\$ incl
116. Location 2: Double O2 Outlet	\$ incl
117. Location 3: Dual USB receptacles	\$ 300.00
118. Location 4: Blank	\$ incl
119. Location 6: Suction	\$ incl
120. Location 7: Quad 120 VAC	\$ incl
121. Location 8: Blank	\$ incl
122. Location 9: Blank	\$ incl
123. Action Wall Switch Layout : Interior Lights; Dimmer; Ventilation Fan; Module Heater - Hi/Off/Low;	\$ incl
124. Sharps Container at Action Wall	\$ incl
125. Acrylic Holder at the Action Wall Cabinet	\$ incl
126. New 6pt Harness at the CPR Seat	\$ 700.00
127. Acrylic Holder Aft CPR Seat	\$ incl
128. Rear Door Switch Layout : Blank; Blank; Dump/Bypass (Suspension); Rear Load;	\$ incl
129. Two Seating Positions at the Squad Bench - 1 and 3	\$ incl
130. Harness Type for Seat Position 1: New 6pt Harness	\$ 700.00
131. Harness Type for Seat Position 3: New 6pt Harness	\$ 700.00
132. Double Squad Bench Cabinet	\$ 850.00
133. Trashcan With Lid at the Head of the Squad Bench	\$ incl
134. O2 Outlet at the Squad Bench Wall	\$ incl
135. Install Evergreen UV-C air and surface disinfection lamp in ceiling raceway with control unit in electrical compartment	\$ 6,000.00
136. IV Hanger on Ceiling Raceway	\$ incl
137. Overhead Grabrails on Both Sides	\$ 300.00
138. IV Hanger on Squad Bench Ceiling	\$ incl
139. Stryker cot tower only ( no antler and bar )	\$ incl
140. Floor Options: New Stryker Power-LOAD System	\$ 35,350.00
141. Loncoin II Onyx Floor	\$ incl
142. Captain's Chair Type: Captain's Chair with Child Safety Seat and 4pt. Harness	\$ 950.00
<b>Module Interior Subtotal</b>	<b>\$ 50,875.00</b>



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Email this quote along with your PO  
to Kalyn Salsman at [ksalsman@frazerbilt.com](mailto:ksalsman@frazerbilt.com)

**Remit To:**

**Standard Terms and Conditions**

**INVOICING AND PAYMENT TERMS:** Vendor shall submit one (1) original invoice per payment due. The invoice(s) shall include the items listed in accordance with the quote mentioned in the Sale Agreement with reference to the Customer's Purchase Order Number.

If the Sale Agreement provides for any progress (or advance) payments based on specific milestones or activities, Vendor's invoice shall certify to the accomplishment or performance by Vendor of said milestone or activity, and that Customer has obtained a security interest in such Products to the extent of such payment.

Payment shall be due upon receipt of the invoice and delivery of the unit to the Customer unless previously negotiated.

**CANCELLATION POLICY:** Cancellation of orders must be received 120 days prior to the agreed upon delivery date. If the order is cancelled within the 120 day window, a fee of 25% of the total purchase order price will apply.

**DELIVERY TERMS:** The products listed in the estimate are to be delivered Free On Board (FOB) Destination to Houston, TX. Customer representative(s) will pick up the unit at upfitter location, 7219 Rampart St., Houston, TX 77081 and transport it to their final destination at customer expense unless otherwise specified in the Vendor quote.

**TERMINATION FOR CAUSE:** Customer may terminate this Sale Agreement and any corresponding Purchase Order, or any part thereof, for cause including, but not limited to the following Vendor actions: (1) any default or breach of any of the terms and conditions of the Sale Agreement, (2) failure to provide Customer, upon request, a reasonable assurance of future performance, or (3) bankruptcy, dissolution, or suspension of payments by judicial decree. If Vendor does not cure such failure within a period of five (5) days or such a



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longer period as Customer may authorize in writing after the date such notice is sent to Vendor, then termination may proceed.

Vendor may also terminate this Sale Agreement and any corresponding Purchase Order for cause, and Vendor will not be in breach of same, in the event any supplier to Vendor fails to deliver Products and/or component parts in a timely fashion and Vendor cannot make alternate accommodations in order to comply with the Parties' agreed upon completion and delivery dates.

**CHANGE ORDERS:** Vendor has the right to modify the Purchase Order requirements and conditions as needed and will advise Customer in writing of such requested changes. Vendor shall not proceed with any changes without Customer's written authorization. Any request by Customer to change the terms or conditions of the Purchase Order, including product specifications, options, and price, must be made in advance of the production job order release. Any changes made after the release of the production job order will incur a \$350 fee per change order made in a 24 hour period and will be included on a secondary invoice. Vendor reserves the right to refuse changes requested by the Customer.

**PROPRIETARY INFORMATION, CONFIDENTIALITY AND ADVERTISING:** All commercial, financial or technical information in any form that Vendor provides to Customer shall be deemed proprietary and confidential and Customer shall not disclose such information to third parties without Vendor's written consent. Termination of the Sale Agreement shall not relieve Customer of this confidentiality obligation. Upon Vendor's request, Customer shall return all confidential information to Vendor along with any reproductions, in whole or in part. The confidentiality obligation does not apply to information that is in the public domain through no fault of Customer or to information lawfully within Customer's possession prior to the date of the Purchase Order, as evidenced by Customer's written records.

**INDEMNIFICATION:** Customer shall fully release, indemnify, defend and hold harmless Vendor, its co-venturers, its contractors, and their respective affiliates, and Vendor's and their respective directors, officers and employees (including agency personnel) ("Vendor Group") from and against any and all claims arising out of the Customer's purchase, use, sale or incorporation of any Products purchased from Vendor into Customer's products or equipment wherein it is claimed or alleged that Vendor's Products are defective or violate any warranty, standard of care, industry standard or governmental regulation or term or condition of any Purchase Order without regard to any allegation of negligence on the part of the Vendor Group as it pertains to Vendor's Products.

Vendor shall fully release, indemnify, defend and hold harmless Customer, its co-venturers, its contractors, and their respective affiliates, and the Customer's and their respective directors, officers and employees (including



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agency personnel) (“Customer Group”) from and against any and all claims arising out of the Customer’s purchase, use, sale or incorporation of any Products purchased from Vendor into Customer’s products or equipment wherein it is claimed or alleged that Vendor’s Products are defective or violate any warranty, standard of care, industry standard or governmental regulation or term or condition of any Purchase Order without regard to any allegation of negligence on the part of the Customer Group as it pertains to Vendor’s Products.

**Customer Initials:** \_\_\_\_\_

**LIMITATIONS ON DAMAGES:** In the event of any dispute, disagreement or breach alleged by Customer on the part of Vendor, Customer’s exclusive and sole remedy shall be repair or replacement, if practical, of the module, or component part, by Vendor. If Vendor is not able to effectuate a repair, replacement, or cure that brings the module, or component part, into compliance with the Parties’ agreement, then Vendor shall refund the sale price to Customer. In no event shall Vendor be liable to Customer, or to any third-party acting through Customer, for any additional, consequential or punitive damages, or damages for lost sales, revenue or profits claimed by Customer or any third-party acting through Customer.

**FORCE MAJEURE:** A force majeure delay shall mean any delay or other unforeseeable causes beyond the reasonable control of the party affected, provided that any such delay is not caused, in whole or in part, by the acts or omissions of the party so delayed and further provided that such party is unable to make up for such delay with reasonable diligence and speed. If any such cause delays Vendor’s performance, the delivery date or time for completion may be extended by a period of time reasonably necessary to overcome the effect of such delay; however, Vendor shall take all reasonable measures to mitigate the effects of the force majeure event and to minimize such delay. A party affected by a force majeure event shall notify the other party of such force majeure event within forty-eight (48) hours of its knowledge of such event for the event to be considered a bona fide force majeure event.

**TITLE AND RISK OF LOSS:** Title to the Products shall transfer to Customer upon receipt of Products by Customer or its agent unless otherwise stated in the Sale Agreement. Notwithstanding the above, risk of loss of the Products shall remain with Vendor until delivered to Customer.

**WAIVER:** Vendor’s failure to exercise or enforce any right in the Purchase Order, or any other right or privilege under law, or Vendor’s waiver of any breach by Customer shall not constitute a waiver or modification of any terms, conditions, privileges or rights whether of the same or similar type, unless Vendor gives such waiver in writing.



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**LIENS:** Vendor waives and relinquishes all existing and future liens and claims (statutory or otherwise) for the Products specified in the Purchase Order, and warrants that the Products will be free and clear of all liens, claims or encumbrances of any kind.

**INSPECTION, REVIEW AND WITNESSING:** Customer and/or the ultimate owner of the Products have the right to inspect and attend testing of the Products at Vendor's premises (or its supplier's or subcontractor's premises) with reasonable advance notice. If any inspection is made on the premises of Vendor or its supplier, Vendor, without additional charge, shall provide all reasonable facilities and assistance for the safety and convenience of the inspectors in the performance of their duties.

**APPLICABLE LAW AND VENUE:** The Sale Agreement shall be governed and interpreted in accordance with the laws of the State of Texas, without reference to any principle of conflict of laws. Customer and Vendor expressly exclude the application of the Convention on International Sale of Goods to the Sale Agreement. Venue for all judicial, administrative, or regulatory proceedings shall be Houston, Harris County, Texas.

**OWNERSHIP OF DOCUMENTS:** Title to all drawings, specifications, calculations, technical data and other documents that Customer submits in accordance with the Purchase Order shall vest with Vendor. Vendor shall have the right to use such documents for any purpose pertaining to the manufacture, assembly, and delivery of the Products.

Title to all drawings, specifications, calculations, technical data, and other documents that Vendor submits to the Customer shall vest with the Customer. Customer shall have the right to use such documents for any purpose pertaining to the installation, operation, and maintenance of the Products.

**INSURANCE:** Vendor shall comply with the project insurance requirements for which the Products are being provided. Customer shall provide specific reasonable levels required as soon as such levels are available, which shall not exceed \$1,000,000 for any non-statutory category other than excess liability umbrella, which shall not exceed \$4,000,000. When requested by Customer, Vendor shall provide certificates of insurance as proof of same.

**SURVIVAL:** The provisions of the following Paragraphs of these Terms and Conditions shall survive any cancellation or termination of the Purchase Order: (Proprietary Information, Confidentiality and Advertising), (Indemnification), (Liens), and (Applicable Law and Venue).