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February 17, 2017

Mr. Mike Perkins, Street Division Manager
Mr. David Kraus, Field Supervisor/Street Maintenance
City of Lawrence
P.O. Box 708
Lawrence, Kansas 66044-0708



Gentlemen:

Thank you for meeting with me recently discussing your specifications for your next CCTV van, I appreciate the opportunity to work with you.

As almost all of this equipment is listed on the NJPA Contract, I am providing you with a pricing quote with product enhancements based on the equipment and options we have discussed priced off of that contract.

We are supplying a turn-key proposal equipped with a Gas-powered Ford Transit van being drop shipped to our build-out center in Pittsburgh PA. (specifications attached) The van will then have an office space and work area built out with all equipment installed. We will have it shipped to our facility in Kansas City Kansas where we will have our factory certified technicians do the final touches before we deliver to you complete and ready for your staff. Pricing is as follows:

Part # per NJPA contract	Description	Pricing
2017 Ford Transit RX3	2017 Ford Transit Cargo Van T-250 148" High Roof 9000 FVWR Sliding RH Door. 3.7L TI-VCT V6 Gas Engine, 6-Speed Automatic with OD and Select Shift Transmission	\$ 35,444.25
E-RX-SYS-Truck-Basic	Standard Rovver X System with VC200 Pendant Controller with Desk Mount and US -Connector PC-VC, RCX90 Camera, RX130 Crawler with Backeye Camera, Inclination, Sonde & Clutch included, RAX300 Cable Reel with Wireless Remote and 300M of Orange Gore Cable. Additional Accessories include Emergency Stop cable for Reel, Mounting Frame for Reel, Pressurization Kit. Wheel Sets include, 6 small standard Quick Change rubber wheels, 4 Medium Quick Change rubber wheels, 4 Large Rubber Quick Change Wheels, and two Quick Change Climber Wheels	\$ 69,305.60
E-569-0900-00	Rovver 130X Large Diameter Carriage RCR1000 - Extends the use of the Rovver 130X Crawler for Pipes from 24" Diameter and Larger	\$ 10,192.00
E-080-0555-00	Qty 4 XXL Quick Change Wheel for RX130	\$ 1,341.28

E-564-0900-00	Remote Lift Accessory, Camera Elevator Kit for RX130 – For Pipes with 12" Diameter and Larger. Raises the RCX90 on the RX130 Crawler	\$ 12,230.40
E-Win-Ultimate	WinCan VX Expert License Includes: Section/Lateral/Manhole, Basic Reporting, Report Generator, Data Viewer, 3D, All Languages & Standards, Map Expert/ArcGIS, Photo Assistant, Drawing function, Meta DB, Data Transfer Tool, SQL & Oracle database option. Multiple Inspection, Grading, Software Encoding, MPEG 1/2/4 Recording, NASSCO Validator, Text Generator, Inclination, Local Deformation & Crack Width with Laser. Work Order Management, Statistics, and GIS Queries	\$ 22,422.40
E-Aver-Card	Aver Media Card for Digital Capture	\$ 150.00
E-WinCan-Service	Expert Enterprise Infinity Support Plan Includes: Unlimited Phone, Email, and Remote Internet Technical Support. Unlimited	\$ 3,057.60
E-WinCan-Training	Maintenance Upgrades and Version Upgrades to WinCan VX, 5 Hours per year of Web Ex Training Same Day Support and Service Maintenance for both Truck and Office Licenses.	
1004	2-Days of Onsite Training. Includes the trainers time and expenses	\$ 3,393.94

Pricing and options for Ford Transit Van build out

Ford Transit Build out with all following standard and optional items.

Detailed Standard Features of "Build Out" of Supplied Van:

Solid bulkhead wall with smoked window • Formica desk with wall outlets above and below • overhead LED lighting • pass-through door with kick plate • Tru-Vu monitor • operator chair • black treaded rubber floor • safety light switches in truck cab • wall file • video distribution booster built-in 2-drawer file cabinet with butcher-block top • butcher block work surfaces • built-in heavy-duty storage/tool chest • slide-out crawler tray under cable reel • wash-down system (on-demand pump, lighted switch, 18-gallon water tank with exterior fill, 25' retractable hose reel) • ceiling-mounted LED lights • rear-facing Tru-Vu monitor • white FRP throughout van • black treaded rubber floor • aluminum storage shelf and caddy • wheel drawer • rubber glove dispenser, shore power cord • breaker box • auto-transfer switch • 12V fuse block

Transit Build out	Build out to customer supplied vehicle	\$ 16,027.00
MEPS	6.3Kw MEPS Power Unit Package	\$ 11,904.00
Arrow Board	Rear roof mounted arrow board	\$ 1,042.00
Corner Mounted Spotlights	2 corner mounted LED Work lights, rear mounted	\$ 226.00
Backup alarm	Rear Mounted Back up Alarm	\$ 290.00

Rear Strobe	Rear Roof Mounted Strobe	\$ 148.00
Computer Mount Rack	Rack for installation of computer	\$ 501.15
Computer Monitor	19" Computer Monitor	\$ 652.00
Roof A/C	Roof Mounted AC Unit	\$ 1,323.00
Tool Package	Shovel, Pick, Sledge Hammer & Manhole Hook, Back door	\$ 237.00

Non-NJPA Contract items

Top Manhole Roller	Top Manhole Roller for cable	\$ 367.00
2" Tyger Tail	2" Cable Protector	\$ 66.62
GNSS FR2	Trimble R2 GNSS Receiver GPS	\$ 5,700.00
Rack Mount Computer System	Rack Mount Computer system installed and wired for system compatibility. All supplied software will be installed in computer system. Software installation and configuration will be in conjunction with the City of Lawrence IT department and Wincan LLC.	\$ 4,850.00
Shipping, handling and Transportation	Certified, insured, trailered transport from Envirosight build out facility in Evans City Pa to your location at the City of Lawrence, Kansas.	\$ 3,200.00
Total Price		\$204,071.24

Optional Safety Equipment

SCH 305	Wireless DECT7 Portable Comhub	\$ 2,195.00
APX377-BH	(3) Apex Wireless DECT Headsets-Behind Head	\$ 2,535.00

After completion, we will deliver the new unit and perform a full day of Operator safety, operational and maintenance training. If you have any additional questions, please feel free to contact me anytime.

Thank you for the opportunity to be of service to you and the City of Lawrence!

Steve Williams

Steve Williams
Territory Manager
Key Equipment & Supply Company

