

Bidder Response Section

Delivery: Estimated delivery time required after receipt of order: 180 days after receipt of chassis.
(Please be as accurate as possible.)

Estimated fleet order cut-off date: Not Applicable

Indicate miles and/or length of warranty offered: 3 years/36,000 miles bumper to bumper

Manufacturer's initial production date: 100 days after receipt of chassis.

Delivery to be made within 180 calendar days after production of said vehicle.

The SPC may accept the bid at any time within 45 days of bid opening and such acceptance shall bind the bidder to perform in accordance with the terms and conditions contained in or referenced in the invitation.

Prompt Payment Discount: 0% 30 calendar days after receipt of shipment or properly executed invoice voucher, whichever is received later.

Federal Employer Identification Number 36-2839132

Certification by Bidder

By submitting a signed bid (unsigned bids will not be considered) the bidder certifies that he or she:

- a. Has read and understands the requirements of the invitation for bids and offers to provide the requested goods and services, and
- b. Is not barred from being awarded a contract or subcontract under section 10.1 or 10.3 of the Illinois Purchasing Act (see IL. Statutes 30 ILCS 505/10.1 and 30ILCS 505/10.3. Nor is it barred from contracting with unit of state or local government as a result of a violation of section 33e-4 of the criminal code of 1961 (see IL. Statutes 720 ILCS 5/33e3 and 720 ILCS 5/33-e4).

SUBURBAN PURCHASING COOPERATIVE
REQUEST FOR PROPOSAL
TYPE I ADDITIONAL DUTY AMBULANCE

Please Note: You must sign this bid in ink. Please provide all of the information requested.

The undersigned acknowledges and agrees that each of the certifications shall be incorporated into and made part of the Request for Proposal agreement, contract, amendment, renewal or other similar document to which these certifications are attached.

Bidder or Firm: FOSTER COACH SALES, INC.

Bid Submitted by (signature in ink):



Title: PRESIDENT

Street Address: 903 PROSPERITY DRIVE

City, State, Zip Code: STERLING, ILL 61081

Telephone Number: 800-369-4215

(*) () Check here if billing is to be made from address other than one shown and type or print same in the blanks:

Note: Please provide a telephone number that the SPC may use to contact your firm:

(Phone): 800-369-4215 (Fax): 815-625-7222

Please print contact person's name: STEVE FOSTER

Email address: steve@fostercoach.com

The SPC contract awarded vendor agrees to submit the pricing enclosed herein to any unit of local government submitting a bid. This means that if a municipality/township submits a separate bid to the dealer, the dealer must quote the SPC price. In addition, the dealer must inform the unit of local government that the dealer is the SPC approved vendor.

Exceptions to this policy must be approved by the SPC.

SUBURBAN PURCHASING COOPERATIVE
REQUEST FOR PROPOSAL
TYPE I ADDITIONAL DUTY AMBULANCE

MFG: Medtec

MODEL: M170 Custom


ENGINE
CID: 6.7 liter

TYPE: Cummins 6.7 ISB 280HP/OHV/Diesel

Is the bid strictly in accordance with our specification? (Yes or No) YES

If not, bidder shall state clearly any and all deviations from the specifications or bid may be disqualified. If no exceptions are noted, the SPC will assume complete compliance with the specifications.

See attached "NOTATIONS AND EXCEPTIONS TO BID" next three [3] pages



Signature of bidder

8-26-11

Date



NOTATIONS AND EXCEPTIONS TO SUBURBAN PURCHASING COOPERATIVE

- Page 22 1.1.8&9** Medtec Ambulance Corporation has been in business since 1974 and has been owned and operated by Oshkosh Corporation since 2000. The plant recently moved to Bradenton, Florida from Goshen, Indiana where they now are ISO:9001 certified. Both Medtec and Foster Coach are in position to supply parts for the ambulances for 10 years. Foster Coach Sales, Inc. has been in business since 1957 and a Medtec dealer since 1985.
- Page 26 1.13.2** Please note that ECK will be used to separate hinges and latches in addition to 3M Flex-clear to eliminate moisture and air between the metals to help prevent
- Page 27 1.14.1** Additional two year extension on conversion warranty provided at no cost to Conference Members only. It is listed in our options and credited out.
- Page 27 1.14.3** Paint Warranty - As part of this quote a copy of the standard 10 year/50,000 mile Medtec paint warranty. It is a five year pro-rated warranty for corrosion, in lieu of a five year non pro-rated warranty. Please note that Foster Coach Sales, Inc. has always covered the pro-rated portions of the published warranty, so there has been no expense to the Municipality.
- Page 28 1.14.5** Please note that the electrical warranty is for the life of the vehicle, parts and labor if the standard electrical system is provided. If the Wheldon V-Mux multiplex system is used the wire harness has a Lifetime warranty and the system is covered by the Weldon manufacturers warranty with their extended warranty package.
- Page 28 1.14.6** Lifetime body warranty provided exceeds 15 year warranty.
- Page 29 2.3** Chassis provided has a 20,500 GVW.
- Page 29 2.4.2** OEM chassis belts are provided.
- Page 30 2.7** Rear differential ratio is 4.11 to 1 in lieu of 4.10.
- Page 31 2.12** DEF tank is on the driver side, not on passenger side.
- Page 32 2.16** Superior Excalibur deluxe 6 way power driver seat provided and passenger seat in vinyl.
- Page 32 2.18.4** OEM chassis Nomex hoses are provided. Medtec uses Nomex hoses for their additional plumbing to the rear heater.
- Page 32 2.19** The heated power remote Velvac mirrors come only in chrome or powder coated heads with powder coated painted arms, not polished aluminum or chrome.
- Page 33 2.22.1** All three (3) batteries will be located under the ALS door in the P-2 compartment.
- Page 33 2.23.1** A Leece Neville 320 amp alternator will be provided.
- Page 34 2.26** DEF tank is on the driver side, not on passenger side.
- Page 35 2.27.7** Dual-Tec flasher no longer available.
- Page 35 2.27.8** Manual reset circuit breakers are included at a cost of \$640.00 additional.
- Page 36 2.28.3** Touch pad locks provided by Medtec.
- Page 36 2.28.5** Gibson tail pipe provided for Nederman System adaptation.

- Page 38 3** Module construction details and drawings are provided in Section 6 of our bid manual.
- Page 39 3.2.2** Side sheets are slid into an extrusion and welded in place, no rivets are used.
- Page 39 3.2.5** Roof corner caps are continuous welded in place an interlock on all sides.
- Page 39 3.3.2** Side door size exceeds specification. It is 32" x 74" in lieu of 30" x 70", making for easier access.
- Page 39 3.3.3** Rear doors size exceeds specification. They are 50" x 63" in lieu of 48" x 60", making for easier access.
- Page 40 3.3.6** The door will have the gasket on it on the inside of the frame. Gaskets are on the door itself to keep rotary latches clean and inside the weather.
- Page 40 3.3.12** Medtec's power door lock system will be wired thru the OEM cab door switches, a switch in the patient area, a hidden switch in the rear license insert, and a touch pad on the driver's door.
- Page 41 3.6.2** We will be offering our standard module body mounting system. Our system has 1/4" steel brackets that are bolted to the OEM chassis frame. We then use [12] Ford OEM mounting pucks and hardware to mount the body to the chassis. The puck hardware is bolted through the 3/4" thick by 6" wide solid aluminum bar stack that runs the length of the body. Each 2" x 2" cross frame rail [they are 12" on center] is welded on both sides to the massive mounting rail. This type of construction of tying everything together makes our floor structure extremely rigid and strong. See the drawing of our system in our documentation section {7} of our quote.
- Page 42 3.7** Cab to module access will be provided by a pass thru sliding window. Opening to be 16" high x 17.5" wide. A hinged door can be provided, however there is some confusion on the specification. Either way will be at no additional cost and can be done, however the cab to body height makes it inconvenient for the door as it is too low for easy access.
- Page 42 3.9.2** We offer spray foam insulation in the complete body, top, sides, and undercarriage for a quieter tighter unit, rather than foam planking that cannot fill the voids.
- Page 43 3.11** Our fenderettes are solid steel.
- Page 44 3.16** Cab to module is thru a flexible rubber replaceable bellows attached to the back of the cab flange and to the front of the module flanges we installed.
- Page 44 3.17.3** Compartment gasket is affixed to the door, hence not having to drag equipment over the gasket when pulling it out of a compartment.
- Page 48 3.20.6c** Option 1 – for deleting exterior compartment P-3 [just in front of the backboard compartment] enlarging P-4 [backboard] compartment by 4" wider and having a Lexan interior access door to the exterior compartment.
COST ADDITIONAL -- No extra charge
- Page 48 3.20.7** 20.75" in lieu of 20" needed and provided in this compartment to store a stair chair.
- Page 49 3.21.1** Cabinets are aluminum.
- Page 49 3.21.2** The Formica cannot be anti-microbial.
- Page 50 3.22.1** We would suggest that the interior adjustable shelves be 1/2" Sintra with laminated Formica in lieu of .063" aluminum. We find that aluminum is very thin for shelves and will bow if anything heavy is placed on it. It does not rattle like aluminum either. We will use .125" aluminum on the ALS shelves however, and if the customer prefers, we will do the other cabinets as well.
- Page 51 3.24.1** We would suggest interior paneling be Sintra with laminated Formica in lieu of .063" aluminum, however we will do the aluminum if the customer prefers.

- Page 51 3.25.1** We would like to suggest our standard gloss white aluminum powder coated insulated headliner instead of the soft vinyl specified. The headliner will wear and clean much better and take more abuse than the padded vinyl. Padded vinyl is quoted however - we are not taking exception. The cost of [\$165.00] will be deducted if the standard is chosen.
- Page 54 3.32** An EVS 5 point #1850 seat will be provided.
- Page 55 3.33.10** Squad bench cabinet is located 43" above the squad bench in lieu of 32" to meet KKK specification.
- Page 56 4.0** Our standard electrical system has proven over the years to be very reliable, hence we have backed it with the Lifetime warranty, parts and labor as standard. Multiplex is still not as reliable as our standard electrical system. Outside suppliers subject to going out of business is too risky to trust for future replacement of defective parts. Our system is easy to understand, effective, and simple. During the last seven years that we have had the contract, only one customer chose the Multiplex system. Multiplex is quoted however and a deduction of [\$1,000.00] may be deducted for the standard system if chosen. There is a Lifetime electrical warranty on our optional Weldon V-Mux system with the exception of the LCD screens that have a five (5) year warranty. I have included the V-Mux system as part of the bid. Parts and labor are included.
- Page 62 4.16.2** Handheld spotlight is 400,000 CP, in lieu of 200,000, exceeds spec.
- Page 63 4.19.4** Whelen Ultra Freedom 72" NFPA will be provided on the cab with 8 super LED modules, 2 LED take down lights, and alley lights on each side. It is the largest one that will fit on the cab roof, but does hang over the cab roof a little. The rear bar can be a Whelen Ultra Freedom 72" bar mounted over the rear doors with Cost Products brackets.
- Page 63 4.19.4** GTT opticom will be mounted below the condenser of the front of the box.
- Page 65 4.20.2** Siren speakers will be Federal AS 124 with Federal BP200 FF covers provided in the front grill.
- Page 68 6.4.1** A SSCOR suction unit is provided as per spec.
- Page 68 7.1** Credit to delete the repaint on the Ford cab would be \$2,176.00



Steve Foster
President

SUBURBAN PURCHASING COOPERATIVE
REQUEST FOR PROPOSAL
TYPE I ADDITIONAL DUTY AMBULANCE

CERTIFICATION OF COMPLIANCE

By signing this document, the proposer hereby certifies to the following:

The undersigned, hereby acknowledges having received the full set of contract documents and addenda.

That the individual whose name is shown below has the authority and consent to make this certification on behalf of the bidder:

Foster Coach Sales, Inc.
NAME OF COMPANY)

That the bidder is not barred from bidding on the aforementioned contract as a result of a violation of Sections 33E-3 or 33E-4 of the Illinois Criminal Code of 1961 as amended.

That pursuant to Illinois Compiled Statutes, 65 ILCS 5/11-42-1, the bidder is not delinquent in the payment of any tax administered by the Department of Revenue.

The Contractor (either an individual or company) agrees to provide a drug free workplace as provided for in the Drug Free Workplace Act, 30 ILCS 580/1 et seq.



Authorized Signature

Steve Foster
Print or Type Name

President
Title

8-26-11
Date

Foster Coach Sales, Inc.
Business Name

36-2839132
Federal Employer Identification No (F.E.I.N.)

800-369-4215
Telephone Number

815-499-0125
Mobile Number

815-625-7222
Facsimile Number

steve@fostercoach.com
E-Mail Address

903 Prosperity Drive PO Box 700
Street Address

Sterling, IL 61081
City/State/Zip

SUBURBAN PURCHASING COOPERATIVE
REQUEST FOR PROPOSAL
TYPE I ADDITIONAL DUTY AMBULANCE

o **BID REPRESENTATIVE:**

BUSINESS NAME: FOSTER COACH SALES, INC.

BUSINESS ADDRESS: 903 PROSPERITY DRIVE
STERLING, IL. 61081

BUSINESS TELEPHONE NUMBER: (800) 369-4215

BUSINESS FAX NUMBER: (815) 625-7222

TITLE: Steve Foster President Foster Coach sales, Inc.

EMAIL ADDRESS: steve@fostercoach.com

MOBILE PHONE NUMBER: (815) 499-0125

o **VEHICLE MANUFACTURER (IF DIFFERENT FROM BID REPRESENTATIVE):**

BUSINESS NAME: MEDTEC AMBULANCE CORPORATION

BUSINESS ADDRESS: 1512 38TH AVENUE EAST
BRADENTON, FL 34208

BUSINESS TELEPHONE NUMBER: (941) 748-3900

BUSINESS FAX NUMBER: (941) 749-9453

TITLE: Jeff Park Medtec Ambulance, National Sales Manager

EMAIL ADDRESS: jpark@medtecambulance.com

MOBILE PHONE NUMBER: (920) 750-8517

SUBURBAN PURCHASING COOPERATIVE
REQUEST FOR PROPOSAL
TYPE I ADDITIONAL DUTY AMBULANCE

o **BID PRICING:**

- **BID PRICE (AS SPECIFIED): \$217,739.00**

(THIS IS THE DELIVERED PRICE FOR THE VEHICLE AS PRESENTED IN THE SPECIFICATIONS)

PROJECTED GROSS VEHICLE WEIGHT: 14,420 POUNDS

o **BID ALTERNATIVES:**

- **CHASSIS ALTERNATIVE # 1 – FORD F450:**

\$-17,031.00 (DECREASE)

PROJECTED GROSS VEHICLE WEIGHT: 14,020 POUNDS

- **CHASSIS ALTERNATIVE # 2 – NAVISTAR/INTERNATIONAL 4300 LO-PROFILE:**

\$18,195.00 (INCREASE)

PROJECTED GROSS VEHICLE WEIGHT: 15,580 POUNDS

- **ALTERNATE CABINET CONSTRUCTION MATERIAL (WOOD/LAMINATE):**

\$-2,725.00 (DECREASE)

- **ALTERNATE BID FOR DEDUCTION OF KUSSMAUL AUTO-EJECT INTERRUPTER:**

\$-633.00 total for two (DECREASE)

o **BID CERTIFICATION:**

SUBURBAN PURCHASING COOPERATIVE
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THIS BID IS SUBMITTED IN FULL COMPLIANCE WITH ALL CONDITIONS OUTLINED WITHIN THE SPECIFICATIONS PREPARED BY THE SUBURBAN PURCHASING COOPERATIVE AND ARE ATTACHED TO THIS PROPOSAL. ANY AND ALL EXCEPTIONS ARE HEREBY ATTACHED, IN WRITING, AND NO FURTHER EXCEPTIONS ARE TAKEN.

I/WE HEREBY CERTIFY THAT I/WE AM/ARE AUTHORIZED TO SUBMIT THIS BID PROPOSAL TO THE SUBURBAN PURCHASING COOPERATIVE, AS AUTHORIZED AGENTS OF THE PARTIES AFOREMENTIONED AND THAT SAID PROPOSED VEHICLE CAN BE CONSTRUCTED AND DELIVERED IN ACCORDANCE WITH THE TERMS AND CONDITIONS OUTLINED WITHIN THE SPECIFICATIONS.

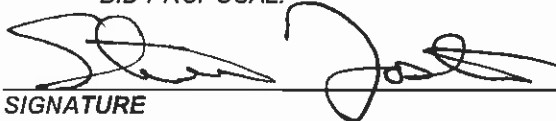
I/WE CERTIFY THAT NEITHER THE BIDDER AND/OR MANUFACTURER ARE BARRED FROM BIDDING OR CONTRACTING WITH ANY UNIT OF STATE OR LOCAL GOVERNMENT AS A RESULT OF A VIOLATION OF EITHER SECTION 33E-3 OR 33E-4 OF ARTICLE 33E OF THE ILLINOIS CRIMINAL CODE OR ANY SIMILAR STATUTE OF ANOTHER STATE OR OF A FEDERAL STATUTE CONTAINING THE SAME OR SIMILAR ELEMENTS.

I/WE CERTIFY THAT ANY CONTRACT ENTERED INTO SHALL BE PERFORMED IN FULL COMPLIANCE WITH ALL REQUIREMENTS OF THE ILLINOIS HUMAN RIGHTS ACT, 775 ILCS 5/1-101 ET. SEQ. AND THAT ANY CONTRACTOR OR SUBCONTRACTORS SHALL NOT ENGAGE IN ANY PROHIBITED FORM OF DISCRIMINATION IN EMPLOYMENT AS DEFINED BY THE ACT. THE BIDDER FURTHER CERTIFIES THAT THEY AND ANY OF ITS SUBCONTRACTORS SHALL MAINTAIN A POLICY OF EQUAL EMPLOYMENT OPPORTUNITY CONSISTENT WITH THE REQUIREMENTS OF THE ACT, AS WELL AS A WRITTEN SEXUAL HARASSMENT POLICY IN FULL COMPLIANCE WITH 775 ILCS 5/2-105(A)(4).

I/WE HEREBY CERTIFY THAT ANY CONTRACTOR AND/OR ITS SUBCONTRACTORS IS NOT DELINQUENT IN THE PAYMENT OF ANY TAX ADMINISTERED BY THE ILLINOIS DEPARTMENT OF REVENUE, OR IF IT IS:

- A. IT IS CONTESTING ITS LIABILITY FOR THE TAX OR THE AMOUNT IN ACCORDANCE WITH PROCEDURES ESTABLISHED BY THE APPROPRIATE REVENUE ACT; OR
- B. IT HAS ENTERED IN A WRITTEN AGREEMENT WITH THE DEPARTMENT OF REVENUE FOR PAYMENT OF ALL TAXES DUE AND IS CURRENTLY IN COMPLIANCE WITH SAID AGREEMENT.

IF EITHER CONDITION A OR B IS VALID, SUPPORTING DOCUMENTATION IS ATTACHED TO THIS BID PROPOSAL.


SIGNATURE

Steve Foster President, Foster Coach Sales, Inc.
TITLE

8-26-11
DATE

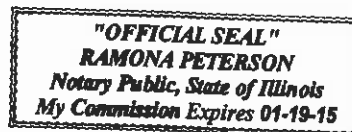

SIGNATURE

Jeff Park Medtec Ambulance, National Sales Manager
TITLE

8-26-11
DATE

SUBSCRIBED AND SWORN TO BEFORE ME THIS 26th DAY OF August 2011.


NOTARY PUBLIC



APPENDIX A

REFERENCES
Bidding vendor shall provide (10) ten references from current purchasers

	COMPANY NAME	CONTACT NAME	ADDRESS	TELEPHONE	EMAIL	ANNUAL CONTRACT \$ VALUE
1	Morton Grove Fire Department	Dennis Kennedy	6250 Lincoln Avenue Morton Grove, IL 60053	847-470-5526	dkennedy@mortongrovevil.org	\$229,479.00
2	Des Plaines Fire Department	Dave Macri	405 S. River Road Des Plaines, IL 60016	847-391-5339	dmacri@desplaines.org	\$135,398.00
3	Wheeling Fire Department	Tim Durkin	499 South Milwaukee Avenue Wheeling, IL 60090	847-459-2662	tdurkin@wheeling.il.gov	\$113,187.00
4	Wheaton Fire Department	Chief Greg Berk	One Fapp Road Wheaton, IL 60187	630-260-2177	gberk@wheaton.il.gov	\$359,652.00
5	Hoffman Estates Fire Department	Jay Martino	1900 Hassell Road Hoffman Estates, IL 60195	847-980-5093	jay.martino@hoffmanestates.org	\$178,880.00
6	Schaumburg Fire Department	Steve Johnson	1601 North Roselle Road Schaumburg, IL 60195	847-885-6300	sjohnson@ci.schaumburg.il.us	\$380,592.00
7	Downers Grove Fire Department	Dan Mejdrech	5420 Main Street Downers Grove, IL 60515	630-434-5980	dmejdrech@downers.us	\$433,226.00
8	Rolling Meadows Fire Department	Pete Till	2455 Plum Grove Road Rolling Meadows, IL 60008	847-397-3352	tillp@cityofrollingmeadows.org	\$210,843.00
9	Elmwood Park Fire Department	Chief Mike Marino	7 Conti Parkway Elmwood Park, IL 60707	708-453-2600	mmarino@elmwoodpark.org	\$147,934.00
10	Oak Park Fire Department	Chief Tom Ebsen	100 North Euclid Avenue Oak Park, IL 60301	708-358-5602	ebsen@oak-park.il.us	\$151,786.00

Vendor Qualifications
(Attach additional pages as needed)

List employees who will be dedicated to the Suburban Purchasing Cooperative (SPC) Program:

Name	Position	# of Years	Responsibility/Experience	Task
Steve Foster	President/Owner	38	Sales/Business Manager	Sales
Andrew Foster	Vice President	8	Support and Sales	Support
Ron McNinch	Service Manager	18	Service & Warranty	Tech Support
Matt Lahey	Parts	7	Parts Replacement	Parts shipped
Doug Adams	Technician	24	Service/electrical	Repairs
Dallas Greenwalt	Technician	5	Service	Remount Dept.
Perry Ports	Technician	20	Service	Remount Dept.
Dennis Day	Technician	1	Service	Pre-Delivery
Dave Seyller	Body Shop Mgr.	20	Manager of Body Shop	Paint & Body
Ryan Bates	Body Shop	4	Paint and Repairs	Paint & Body
Ron Sucher	Body Shop	25	Paint	Paint Repairs
Shawn Foster	Graphics Dept.	2	Lettering and Striping	Make and Install

The contractor shall provide the annual sales amount for the last completed fiscal year:

\$ 17,343,000.00

The contractor shall provide their Dunn & Bradstreet (D&B) number: 02-586-3911

If no D&B number is available, please attach either a recent D&B Company Profile Report or an equivalent.

Is your firm MBE Certified? Y (Y or N) Is your firm WBE Certified? Y (Y or N)

The SPC does not provide any price preference to Minority Business (MBE) or Women Owned Business (WBE) firms, but does encourage participation of those firms.

**Vendor Qualifications
(Continued)**

Contractor shall respond to each of the following MINIMUM requirements indicated below. Contractors shall provide an explanation for each "Non-Compliant" response. Please attach additional pages if necessary at the end of the RFP.

Qualifications shall include at a minimum:

Qualifications	Compliant	Non-Compliant	Explanation
Providing high quality branded parts and factory-certified service	Yes		
Providing applicable in-service training and product education for government agency purchasers	Yes		
Providing low emission vehicle with EPA Tier 1 certification	Yes		
Providing service within 24 hours and guaranteed repairs within (5) five days	Yes		
Sufficient replacement parts inventory with availability within 24 hours	Yes		
Ability to perform in accordance with bid specifications	Yes		
Equipment capability (provide a list of equipment owned/leased and attach to the end of the RFP)	Yes		
Diversity of products	Yes		
References	Yes		
Timeliness of service	Yes		

Provide number of years in business (dealership) 54 years

Staffing (number of technicians) 12

Please list any value added services:

New full service body shop--shows our commitment to stay in business

New full service shop--shows our commitment to our customers

Family owned and operated since 1957--three generations

Seven years of experience working with Conference Members

Fortune 500 ISO-9001 Certified Manufacturer

Sub-Contractor Information
(If applicable)

(Attached additional pages as needed)

Name: Medtec Ambulance Corporation

Address: 1512 38th Avenue Bradenton, FL 34208

Years In Business: 37 years

Years Used by Contractor: 27 years

Is your firm MBE Certified? Y (Y or N) Is your firm WBE Certified? Y (Y or N)

Services Provided by Sub-Contractor:

Production of complete ambulance bodies and interiors.

Name: _____

Address: _____

Years in Business: _____

Years Used by Contractor: _____

Is your firm MBE Certified? _____ (Y or N) Is your firm WBE Certified? _____ (Y or N)

Services Provided by Sub-Contractor:
