



PO Box 140, Orange City, IA 51041
Ph: 712-737-4016 Fax: 712-737-4148

May 31, 2016

City of Flagstaff
Attn: Steven Hill, Traffic Section Supervisor
500 N. Aztec
Flagstaff, AZ 86001

Re: Purchase of an EZ-Liner Model AL500-EZ Paint Truck using Maricopa County, AZ Contract No. 13118-C Highway Striper Truck

Dear Mr. Hill,

Thank you for the opportunity to provide a price quote for a new highway paint striping truck for the City of Flagstaff. Vogel Traffic Services, Inc. dba EZ-Liner Industries has a current contract with Maricopa County that the County will allow other government entities to purchase from.

Maricopa County's current Contract for Highway Striper Truck No. 13118-C is valid through October 31, 2017. **The current contract amount is \$396,750.00.** Rush Truck Center-Phoenix will honor their price on the Peterbilt Model 320 chassis as long as the chassis is built prior to December 15, 2016.

The Model SM-5 timer system for the paint striping body is being phased out by Skip-Line, Inc. The manufacturer will stop making this model May 31, 2016. Skip-Line, Inc. has replaced it with their Model SC-12. The additional cost for the Model SC-12 timer system is \$3,529.00. **That makes the updated contract amount with the Model SC-12 timer system \$400,279.00.**

The City of Flagstaff has requested that the following options be offered:

1. **Upgrade to the Auxiliary Engine & Air Compressor**-The Maricopa contract includes a Cummins Tier 3 85 hp auxiliary engine and a hydraulically driven 85 cfm @ 100 psi rotary screw air compressor. The City has requested an upgrade to a Boss Industries utility mount air compressor Model 210DUS with Interim Tier 4 (Tier 4I) John Deere diesel engine. This utility mount air compressor is rated at 210 cfm @ 100 psi. **The addition to the contract amount for the upgrade from a Cummins 85 hp Tier 3 auxiliary engine and an 85 cfm hydraulically driven rotary screw air compressor to a 210 cfm direct driven rotary screw air compressor with Interim Tier 4 (Tier 4I) engine is.....\$5, 278.00.**



2. **Paint & Bead Gun Air Solenoids Installed in WP Enclosures**-The City has requested that the air solenoids for the paint and bead guns be installed in weatherproof enclosures. **The addition to the contract amount for installing the air solenoids in weatherproof enclosures is \$848.00 per gun carriage for a total amount of.....\$1,696.00.**

3. **Spare Parts Quote**-The City of Flagstaff has requested that the following spare parts be included in the purchase of their new paint truck:
 - a. (1) ARO Model PD20A-FSP-STT LP Paint Pump each.....\$5,853.00.
 - b. (1) Titan Model 445-345 HP Paint Pump.....\$7,103.00.

4. **Trade-in of City's Current Paint Truck**-The City has requested the trade-in of their 1997 EZ-Liner Model AL240-EZ S/N 1F97007TS mounted on a 1997 Model 7B042 GMC T-Series chassis with VIN 1GDM7C1J9VJ510043. The truck is to be operational when it is released to EZ-Liner. The truck will be available with the delivery of the City's new paint truck.
Trade-in amount toward purchase of new paint truck is.....(\$12,000.00)

Contract amount with requested changes is.....\$408,209.00

Prices do not include any applicable taxes or fees. This proposal is valid through July 31, 2016. After that date pricing will have to be reevaluated.

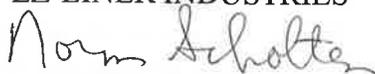
EZ-Liner has provided the following supporting documentation:

1. The Maricopa County Solicitation 13118-C "Highway Striper Truck" with related documentation for Contract No. 13118-C.
2. The Technical Literature packet provided with the Maricopa bid.
3. Technical Literature information on the above listed options.
4. Information on the Skip-Line, Inc. Model SC-12 timer system.

If additional information is needed, please contact Tom Schuur, Regional Sales Manager, at 402-677-9457 or myself at 712-737-4016, extension 11908.

EZ-Liner looks forward to working with the City of Flagstaff on the purchase of another paint striping truck and to continue the partnership of providing quality paint striping equipment supported by superior customer service!

Respectfully submitted,
EZ-LINER INDUSTRIES



Norm Scholten
Truck Project Manager