



SAN RAFAEL
THE CITY WITH A MISSION

Agenda Item No: 5.f

Meeting Date: December 21, 2020

SAN RAFAEL CITY COUNCIL AGENDA REPORT

Department: Public Works

**Prepared by: Bill Guerin
Director of Public Works**

City Manager Approval: 

File No.: 01.14.16

TOPIC: FY 2020-21 FLEET VEHICLE PURCHASES: POLICE DEPARTMENT

SUBJECT: RESOLUTION AUTHORIZING THE CITY MANAGER TO PURCHASE FIVE FLEET VEHICLES FOR THE POLICE DEPARTMENT FOR AN AMOUNT NOT TO EXCEED \$325,000.

RECOMMENDATION: Adopt the resolution.

BACKGROUND: The City of San Rafael's vehicle fleet consists of 212 vehicles. This includes passenger cars and trucks, as well as specialty vehicles supporting the Fire Department, Police Department, Public Works, and others. In addition to the vehicles maintained in the City fleet, the Public Works Vehicle Maintenance and Replacement Program maintains 70 heavy equipment vehicles, including a backhoe, paint striper, tractors, and street sweepers. The majority of City vehicles are utilized by public safety (Police and Fire), followed by Public Works.

Each fiscal year, the Department of Public Works (DPW) and the Police Department (PD), work together to analyze and evaluate the need for vehicle replacements. This collaboration has resulted in new patrol vehicle purchases in 2015, 2017, and most recently in 2019, although the 2019 purchase was not delivered until mid-2020. DPW also submitted purchase orders in 2018 for three new patrol cars that were not fulfilled due to Ford overselling that model year.

The PD's patrol vehicle fleet is the most utilized fleet in the City. On average they drive approximately 15,000 miles per year not including idle time, which is significant. There are 20 patrol vehicles in the City fleet. On a normal day with regular staffing PD typically has 10-12 cars on the road. The additional vehicles are used regularly as well for the following reasons:

- PD has 67 Sworn officers, 64 of whom could need to come in at once for a major disaster.
- During a natural disaster or mutual aid response (like during the recent wildfires or protests) PD works in overlapping 14-hour shifts, which means they would not be able to wait for vehicles to return before sending out the next shift. They typically send out 2-3 double units per shift which requires 4-6 vehicles.

FOR CITY CLERK ONLY

File No.:

Council Meeting:

Disposition:

- During their bi-monthly inspection period, typically 1-2 patrol vehicles are at DPW being inspected by Vehicle Maintenance staff depending on availability. This does not include the patrol vehicles that are there for unscheduled maintenance/repair.
- Since January 1st, 2020 there have been 100 service requests for patrol vehicles submitted, many requiring the vehicle to be put out of service for multiple days.

This year PD has requested replacement of three patrol vehicles and one K9 vehicle. In addition, one patrol vehicle, vehicle number 236, was involved in a rear-end collision and was damaged beyond repair. The driver of the vehicle that collided with the PD vehicle is insured and the insurance should pay for the depreciated value of that vehicle's replacement. These five vehicles are shown in Table 1 below. After taking these factors into account, staff recommends replacing the five vehicles.

Vehicle Number	Model Year	Current Mileage	Miles Driven in 2020	Estimated Replacement Cost
224	2014	89,386	8,715	\$ 63,674.00
240	2014	115,395	14,363	\$ 63,674.00
231	2015	99,075	18,689	\$ 63,674.00
236	2017	74,250	14,710	\$ 63,674.00
228	2015	98,388	20,519	\$ 65,678.00
Estimated Total Replacement Cost				\$ 320,374.00

Table 1

ANALYSIS:

Vehicle Safety- Reliability/Condition/History

Vehicle safety and reliability is the top priority when considering the replacement of police patrol vehicles. Vehicle maintenance staff inspect patrol vehicles every sixty days to ensure their operational safety. This two-month interval creates three times more inspections than are provided for a non-first responder vehicle. Detailed inspections of primary safety components like brakes, tires, suspension, steering, engine/transmission, etc. are performed regularly. Vehicle maintenance staff also receive and prioritize any internal service requests submitted by the PD with vehicle concerns. Any vehicle that is deemed not safe to operate by PD or DPW will not be placed into service.

It should also be noted that patrol vehicles have special equipment that has its own useful life expectancy which can lead to additional costs when replacement is needed. An example of this is the ballistic door panels. Due to the constant opening and closing of the doors and the weight/design of the panel itself, they eventually break their mounts and need replacement. The cost of the panel alone is approximately \$3,000. As patrol vehicles get older the likelihood of this happening increases.

Replacement/Maintenance Cost and Vehicle Replacement Funds

Operating Costs

It is important that a detailed cost analysis be performed to find the optimum replacement time for a vehicle. In 2019, DPW implemented a new maintenance tracking software that provides more accurate and accessible data to be used for this analysis. Along with our fuel system software, staff can perform a detailed analysis of vehicle operating costs.

Based on the analysis, the FY 19/20 operating costs of the four vehicles being recommended for replacement is approximately \$9,336 per vehicle per year and \$0.59 per mile.

FY 19/20 Operating Costs						
Vehicle Number	Model Year	Maintenance Cost	Fuel Cost (@ \$2.75/Gal)	Total Cost	Miles Driven	Operating Cost Per Mile
224	2014	\$ 3,664.00	\$ 2,372.98	\$ 6,036.98	7517	\$ 0.80
228 K9	2013	\$ 4,316.29	\$ 6,448.00	\$ 10,764.29	23450	\$ 0.46
231	2015	\$ 5,938.40	\$ 5,190.97	\$ 11,129.37	17138	\$ 0.65
240	2014	\$ 3,732.50	\$ 5,681.27	\$ 9,413.77	21100	\$ 0.45
Average		\$ 4,412.80	\$ 4,923.30	\$ 9,336.10	17301	\$ 0.59

Table 2

The actual and projected operating costs of the three new 2020 patrol vehicles that were put into service by the City in April of 2020 is significantly less at \$6,375 per vehicle per year or \$0.33 per mile.

6 Month Operating Cost of 2020 Hybrid Patrol Vehicles (since put in to service)						
Vehicle Number	Model Year	Maintenance Cost	Fuel Cost (@ \$2.75/Gal)	Total Cost	Miles Driven	Operating Cost Per Mile
226 K9	2020	\$ 415.90	\$ 505.99	\$ 921.89	4611	\$ 0.20
229	2020	\$ 696.32	\$ 2,554.89	\$ 3,251.21	12367	\$ 0.26
241	2020	\$ 946.37	\$ 2,530.34	\$ 3,476.71	12114	\$ 0.29
Average		\$ 686.20	\$ 1,863.74	\$ 2,549.94	9697	\$ 0.26
Projected 1 Year Avg. Costs		\$ 1,372.39	\$ 3,727.48	\$ 5,099.87	19395	\$ 0.26
The projected 1 year average cost formula is 6 month average cost x 2.5						

Table 3

The operating costs of the new 2020 patrol vehicles are significantly less than the four patrol vehicles scheduled for replacement. This is due to less maintenance and repair required, warranted repairs and the approximately 30% fuel savings for the new 2020 hybrid patrol vehicles. Staff expects to experience similar operating cost savings with the new vehicles recommended for purchase in this report.

Vehicle Replacement Fund

Each year funds are transferred from the General Fund to the Vehicle Replacement Fund (Fund 600), to replace the existing fleet of City vehicles when needed. This transfer is calculated by taking the cost of the vehicle, dividing by the life expectancy, and adding a cost of living adjustment each year. The expectation is that by the end of the expected vehicle life, enough funding will have been set aside to replace that vehicle. Vehicle costs are increasing, especially as the City "greens" its police patrol fleet with hybrid technology.

Vehicle Utilization

The current size and utilization of the patrol vehicle fleet allows PD the ability to use their additional fleet vehicles when demand increases during special events and emergencies. Having a newer, more reliable and efficient patrol vehicle fleet will provide better service to the community and a better response to both local and mutual aid emergencies.

FISCAL IMPACT: There are sufficient funds appropriated for the current year in the Vehicle Replacement Fund (#600) for the purchases in an amount not to exceed \$325,000.

Per the City's purchasing policy, all retired City vehicles will be competitively bid and sold at auction or to other agencies. Any income received from the sale of the vehicles will be deposited back into the Vehicle Replacement Fund towards for future vehicle purchases.

Staff also evaluated leasing these vehicles rather than purchasing new vehicles but did not find leasing to be cost effective because of the cost to customize each vehicle and the City's intention to keep our vehicles for a longer period of time.

OPTIONS:

1. Approve the resolution authorizing the City Manager to purchase the proposed list of five vehicles for the Police Department in an amount not to exceed \$325,000.
2. Direct the Department of Public Works to modify the proposed purchases.
3. Direct the Department of Public Works to withhold the proposed purchases.

RECOMMENDED ACTION: Adopt the resolution.

ATTACHMENTS:

1. Resolution
2. City of San Rafael Fleet Management Policy and Procedures
3. Dealer base quote for each vehicle
4. Dealer quote to upfit each patrol vehicle
5. Dealer quote to upfit K9 vehicle

RESOLUTION NO.

**RESOLUTION OF THE SAN RAFAEL CITY COUNCIL AUTHORIZING THE CITY
MANAGER TO PURCHASE FIVE FLEET VEHICLES FOR THE POLICE
DEPARTMENT FOR AN AMOUNT NOT TO EXCEED \$325,000**

WHEREAS, San Rafael's various departments operate a fleet of 212 vehicles;
and

WHEREAS, the management and replacement of the City's fleet of vehicles and equipment is governed by the guidelines set forth in San Rafael's Fleet Management Policies and Procedures document issued September 6, 2012; and

WHEREAS, the Department of Public Works is recommending the replacement of five police patrol vehicles: Four Police patrol cars, and one police patrol K-9 vehicle;
and

WHEREAS, four of the said vehicles to be replaced have reached the end of their useful life and their term set forth on the replacement schedule in the City's Fleet Management Policies and Procedures, and several are notably costing the City more to repair and maintain than to replace; and

WHEREAS, one of the vehicles was recently involved in a rear end collision, resulting in the vehicle being irreparably damaged; and

WHEREAS, all of the said vehicles serve vital functions to City services for Police Patrol operations; and

WHEREAS, the City Vehicle Maintenance program also purchases, installs, and maintains equipment on City fleet vehicles; and

WHEREAS, there are sufficient funds in the City's Vehicle Replacement Fund (#600); and funds shall be appropriated in each budget accordingly in order to support these purchases in an amount not to exceed \$325,000;

NOW, THEREFORE BE IT RESOLVED that the City Council of the City of San Rafael authorizes the City Manager to execute the purchase of five vehicles for the Police Department, as described in the Staff Report submitted to the City Council and incorporated herein, in accordance with the guidelines set forth in San Rafael's Fleet Management Policies and Procedures, issued on September 6, 2012.

I, **LINDSAY LARA**, Clerk of the City of San Rafael, hereby certify that the foregoing Resolution was duly and regularly introduced and adopted at a regular meeting of the City Council of said City held on Monday, the 21st day of December, 2020 by the following vote, to wit:

AYES: COUNCILMEMBERS:
NOES: COUNCILMEMBERS:
ABSENT: COUNCILMEMBERS:

LINDSAY LARA, City Clerk



CITY OF SAN RAFAEL POLICIES AND PROCEDURES

Policy No.	
Subject:	Fleet Management Policy
Resolution No.	
Issue Date:	September 6, 2012
Revision Date:	
Prepared By	Richard Landis
Approved By:	<i>Nancy Markle</i>

FLEET MANAGEMENT POLICY AND PROCEDURES

PURPOSE: The City of San Rafael establishes this policy to govern the management of the City's vehicle fleet.

SCOPE: The acquisition, outfitting and replacement of all City vehicles.

DEFINITIONS: "City vehicle" shall include all automobiles, trucks, motorcycles, or any other equipment registered with the Department of Motor Vehicles and owned, leased, or rented by the City. "Fleet Manager" shall be the Director of Public Works or his/her designee.

POLICY:

General Provisions

Fleet Manager

The role of the Fleet Manager is to advise the City Manager and City Council on matters relating to the City's vehicle fleet. The Fleet Manager shall communicate with all department directors regarding vehicle needs and submit timely reports to the City Manager. The Fleet Manager is committed to the following principles:

1. The size and nature of the City's fleet is governed primarily by need and function, i.e., the number of vehicles should be no greater than what is necessary to provide public services in an efficient manner. Each vehicle within the fleet should be minimally specified to fulfill its intended function, providing operators with a comfortable and modestly-appointed vehicle with which to deliver services in a cost-effective manner.
2. Vehicles should be selected with a strong preference for fuel efficiency and hybrid and alternative fuel technology. The City will strive to reduce the negative impact of its fleet upon the environment by reducing greenhouse gas emissions.
3. Vehicles with the lowest long-term maintenance and repair costs and occupant safety are preferable.

Department Budgeting for Additional Vehicle Acquisition

Before a department determines the need to add a vehicle to its inventory, it shall first check with the Fleet Manager and the Finance Department to determine whether an existing vehicle is available elsewhere in the fleet that may meet the department's needs. If none is available, the requesting

department shall submit a vehicle addition request to the Fleet Manager with the following information:

- The purpose for which the vehicle is needed
- The type of vehicle requested and the total estimated purchase price
- The estimated total cost of any special auxiliary equipment or equipment packages above what might be considered standard equipment. The cost of adding a new vehicle to the fleet shall be paid by the requesting department. Internal service charges to that department's budget shall be established at the time of vehicle purchase to ensure adequate future funding for the vehicle's eventual replacement.

Vehicle Acquisition

All departments shall submit vehicle purchase requests to the Fleet Manager. The Fleet Manager will consider requests, consult with the Finance Department to ensure that there are sufficient funds for the new vehicle request, and review vehicle specifications for conformance with the provisions and intent of the Fleet Policies and Procedures. All vehicle purchases shall be administered by the Fleet Manager and shall comply with bidding procedures, when applicable, to ensure competitive pricing. Invoices for new vehicle purchases and equipment installation shall be administered by the Fleet Manager with pre-approved departmental account codes established to meet the invoice totals.

Vehicle Replacement Funding

Funding for vehicle acquisition and supplemental equipment shall be established through monthly internal service charges to the department operating the vehicle, over the projected useable life of that vehicle. An annual inflation factor is applied to the department's internal service charge to account for anticipated increases in future vehicle costs.

Vehicle Replacement Schedule

City vehicles are eligible for replacement on the basis of the following established useable life recommendations:

Vehicle Description	Useable Life
Sedans, SUV's, vans, light and medium duty trucks (up to 8,600 gross vehicle weight)	10 years
Heavy duty trucks (over 8,600 gross vehicle weight)	15 years
Police patrol/traffic vehicles	5 years
Police unmarked vehicles	8 years
Police motorcycles	4 years
Parking enforcement buggies	5 years
Fire command vehicles	7 years
Fire pumper engines	15 years
Fire ladder trucks	20 years
Ambulances	5 years

Off-road maintenance and construction equipment shall be replaced when economically or operationally justified. When a vehicle in this group approaches the end of its anticipated life cycle, a cost/benefit analysis shall be performed to justify vehicle replacement.

These useable life standards are for vehicle replacement financial estimating purposes only. When a vehicle reaches the end of its established useable life and the department operating the vehicle requests replacement, each vehicle shall be assessed by the Fleet Manager and Vehicle Maintenance Division to determine if replacement is justified, given general vehicle condition, mileage, maintenance and repair history, safety considerations, etc. Extension of the useable life of any vehicle shall be at the discretion of the Fleet Manager and the requesting department. Likewise, a department may request a vehicle replacement prior to the end of its established useable life. The Fleet Manager shall review all such requests in consultation with the Finance Department and Vehicle Maintenance Division. Requests for early replacement shall be accompanied by a thorough justification, including objective criteria supporting the request. The cost of early replacement, if any, shall be borne by the requesting department.

If a department determines that an assigned vehicle is no longer needed, the vehicle shall be returned to the Vehicle Maintenance Division for re-allocation within the fleet or disposition as surplus.

Disposition of Surplus Vehicles

All vehicles accepted by the Vehicle Maintenance Division for replacement or permanent elimination from the fleet shall be consigned to public auction with the City's designated auction service. Departments shall deliver vehicles being replaced to the Vehicle Maintenance Division prior to accepting the new replacement vehicle.

Maintenance and Repair of Vehicles

Preventive and Routine Maintenance and Repairs

The Vehicle Maintenance Division shall notify departments of upcoming scheduled maintenance for vehicles operated by that department and will schedule the date and anticipated duration of the scheduled maintenance. If possible, the department operating the vehicle shall deliver it to the Vehicle Maintenance Division. If necessary, Vehicle Maintenance will pick up the vehicle at its customary parking location and return it when scheduled maintenance is complete.

Unscheduled Repairs

In the event a vehicle requires immediate or unscheduled repair during normal work hours, operators should call the Vehicle Maintenance Division (458-5345), or take the vehicle to the Public Works facility at 111 Morphew Street for assessment. If the vehicle cannot be operated or is unsafe to operate, the driver should call the Vehicle Maintenance Division for road service, towing, or advice. After normal working hours, vehicle operators should call the non-emergency Police Department dispatch number (485-3000) for towing or road assistance. Vehicle operators must notify their supervisors, as well as the Fleet Maintenance Division, in the event of a vehicle failure.

Reimbursement for Personal Expense for City Vehicle Repair

Certain emergencies may occur during non-working hours that can be easily remedied at a service station (for example, a flat tire or radiator hose). Department Directors whose employees routinely work outside of normal working hours shall develop appropriate policies governing the authority of vehicle operators to affect emergency repairs during non-working hours with the intended goal of delivering uninterrupted public service. These departmental policies shall be forwarded to the Fleet Manager for reference.

FOLSOM LAKE

FORD



THE FORD SOURCE

12755 FOLSOM BOULEVARD
FOLSOM, CA 95630 • (916) 353-2000

2021ORDER-12-14 WEEKS

STATE CONTRACT 1-18-23-14B

DANIEL A. RAIMONDI

Fleet Director

(916) 353-2000, Ext.376
Toll Free 1-800-655-0555
Cell (916) 825-1622
Fax (916) 353-2078
danr@folsomlakeford.com

12/02/2020

K8A 4DR AWD POLICE
.119" WHEELBASE
UM AGATE BLACK
9 CLTH BKTS/VNL R
6 EBONY
500A EQUIP GRP
.AM/FM STEREO
99W .3.3L HYBRID
44B .10-SP MOD HYBRD
52P DR LOCK PLUNGER
JOB #2 ORDER
CA BOARD FEES
FLEET SPCL ADJ
17A AUX CLIMATE CTL
17T CARGO DOME LAMP
21L FRONT AUX LIGHT
425 50 STATE EMISS
43D COURTESY DISABL
47A ENGINE IDLE
51S DUAL LED LAMPS
549 PWR MIRR HTD
59B KEY CODE 1284X
63B SD MARKER LGHTS

63L QTR GLASS LIGHT
66A FRONT HDLMP PKG
.GRILL WIRING
66C REAR LIGHT PKG
68G RR DR/LK INOP
86T RR TAILLAMP HSG
87R RR VIEW MIR/CAM
90E LH/RH PNLS III
153 FRT LICENSE BKT

\$42,259.53

\$ 3,803.36 TAX @ 9%

\$ 8.75 CA TIRE FEE

\$46,071.64 DEL TO LEHR

LESS \$500.00 DISCOUNT
20 DAY PAYMENT

INCLUDES PAINTED WHITE
ROOF AND 2 FRONT DOORS



Sales Quote

Page: 1

661 Garcia Avenue Pittsburg, CA 94565
Phone: 925-370-2144 Fax: 925-370-2087

Quote Number: 27290
Document Date: 12/9/2020
Terms: Net 30
Payment Method:

Sell San Rafael Police Department - Attn: Business Off
To: Diana Giorgi
1375 Fifth Avenue
San Rafael, CA 94901
Phone: 415-485-3307

Ship San Rafael Police Dept
To: Sgt. Raul Aguilar
1400 Fifth Ave
San Rafael, CA 94901
Phone: 415-485-3034

Ship Via Ship from Warehouse
Location: Lehr - Pittsburg
Blanket PO:

Customer ID 61037
SalesPerson Mike McGee

Vehicle Information:

2021 FORD UTILITY, Color: B/W

Item No.	Description	Category	Quantity	Unit Price	Total Price
PATROL UTILITY 1 OF 2					
Front End Equipment					
BK2019ITU20	PB450L4 LIGHTED PUSH BUMPER 2020 UTIL OEM 66A OEM 21L	SETINA	1	849.15	849.15
EX0011	PATROL POWER HARNESS FRT MNT PI UTIL 2020	PATROLPO	1	625.00	625.00
SA315P	SIREN SPEAKER 100W (1) POLICE SIREN (1) HI LO WARNING	WHELENPR	2	199.00	398.00
SAK66D	SPEAKER BRACKET-D/S UTILITY 2020	WHELENPR	1	30.75	30.75
SAK1	SPEAKER BRACKET	WHELENPR	1	30.75	30.75
I	INSTALLATION CHARGES	LABOR	10	90.00	900.00
Side Equipment					
I	OEM 63B INSTALLATION CHARGES	LABOR	1.5	90.00	135.00
Roof Equipment					
VALR51	VALOR LIGHTBAR R/B/W/A	FEDSIG	1	2000.00	2,000.00
HKB-FPIU20	HOOK KIT 2020 UTILITY	FEDSIG	1		
MB8U	CABLE 17' RG58U SOLID CENTER	RADIO	1	16.50	16.50
ABSCANC	SCANNER ANTENNA	RADIO	1	32.74	32.74
MB8U25	25'RG58U CABLE	RADIO	1	20.71	20.71
LARNMOQW450	450-470MHZ 1/4 WAVE ANTENNA	RADIO	1	14.50	14.50
AP-MMFCCWWGQS22222R	34-BL/ AP MULTIMAX FV 5 in 1 ANTENNA	ANTNAPLU	1	283.50	283.50
I	INSTALLATION CHARGES	LABOR	4.5	90.00	405.00
Drivers Compartment					
C-SM-1225	12" 25 DEGREE ANGLED SERIES CONSOLE	HAVIS	1	270.63	270.63



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Ship Via Ship from Warehouse
Location: Lehr - Pittsburg
Blanket PO:

Customer ID 61037
SalesPerson Mike McGee

Vehicle Information:

2021 FORD UTILITY, Color: B/W

Item No.	Description	Category	Quantity	Unit Price	Total Price
C-SM-800	8" ENCLOSED CONSOLE LOW PROFILE	HAVIS	1	112.49	112.49
C-AP-0325	ACCY BOX 3"	HAVIS	1	39.80	39.80
C-CUP2-I	CON,ACSY,CUP HOLDER 4"	HAVIS	1	36.34	36.34
C-EB40-SSP-1P	FACE PLATE 1 PC 4"	HAVIS	1		
C-EB20-168	FACE PLATE 2 PC 2"	HAVIS	1		
C-FP-1	FACE PLATE 1"	HAVIS	1		
C-FP-05	FACE PLATE 1/2"	HAVIS	1		
C-EB40-MA9-1P	FACE PLATE 1 PC 4"	HAVIS	1		
C-EB15-HLN-1P	FACE PLATE 1 PC 1.5"	HAVIS	1		
C-ML-MLB-LED	LED MAP LIGHT	HAVIS	1	135.84	135.84
C-MCB	MICLIP BRACKET	HAVIS	2	12.11	24.22
MMSU-1	MAGNETIC MIC KIT	MAGMIC	2	34.95	69.90
14.0553	3 ACC P/S	ABLE2	1	25.32	25.32
C-SM-SA-1-HD	MOUNTING BKT W/SWING ARM	HAVIS	1	98.63	98.63
C-MD-202	MOTION DEVICE	HAVIS	1	65.75	65.75
DS-PAN-111-2	CF31 DUAL PASS	HAVISDOC	1	847.58	847.58
LPS-104	CF31 POWER SUPPLY	HAVIS	1	177.01	177.01
HSN4032B	13W MOTOROLA SPEAKER NON-WATER RESISTANT	RADIO	1	71.50	71.50
	CSM - POLICE RADIO				
	OEM - SECURE IDLE				
GK10301S1UXL	DUAL GUN RACK	SETINA	1	351.20	351.20
I	INSTALLATION CHARGES	LABOR	11.5	90.00	1,035.00
	Prisoner Compartment				
PK0369ITU20TM	#8VS RP 1/2 COATED POLY 1/2 EXP METAL	SETINA	1	655.20	655.20
	PARTITION				
QK0634ITU20	FULL REPL TRANSPORT SEAT CENTER PULL BELTS	SETINA	1	695.20	695.20
	2020				
WK0514ITU20	WINDOW BARRIERS VS STEEL VERTICAL UTILITY	SETINA	1	215.20	215.20
	2020				
PK0123ITU202ND	#12VS VINYL COATED EXP METAL REAR PARTITION	SETINA	1	391.20	391.20
I	INSTALLATION CHARGES	LABOR	6.5	90.00	585.00



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Location: Lehr - Pittsburg
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Customer ID 61037
SalesPerson Mike McGee

Vehicle Information:

2021 FORD UTILITY, Color: B/W

Item No.	Description	Category	Quantity	Unit Price	Total Price
	Back End Equipment				
TK0233ITU20	CARGO BOX DSK-DRAWER/SLD/KEY BSN-BASE/SLD/NO LOCK	SETINA	1	1119.20	1,119.20
TPA9289	CARGO BOX RADIO TRAY OEM 63L SIDE WINDOWS OEM 66C LIFTGATE OEM 86T PRE DRILL CSM MODEM	SETINA	1	330.65	330.65
VTX609R	VERTEX SUPER-LED LIGHT RED	WHELENPR	1	72.90	72.90
VTX609B	VERTEX SUPER-LED LIGHT BLUE	WHELENPR	1	72.90	72.90
SSP2000B	SS PLATINUM	FEDSIG	1	875.00	875.00
ALPHASL	ALPHA REMOTE SIREN	WHELEN	1	177.10	177.10
DC-568P-25BLMB	25' CAT6 SNAGLESS CABLE-BLUE	IT MISC	1	16.95	16.95
INSTALL	INSTALL MATERIALS	OTHER	1	125.00	125.00
I	INSTALLATION CHARGES	LABOR	16.5	90.00	1,485.00
F	Shipping Charges	OTHER	1	250.00	250.00

Amount Subject to Sales Tax 15919.31
Amount Exempt from Sales Tax 250.00

Subtotal: \$16,169.31
Total Sales Tax: \$1,432.74

Total: \$17,602.05



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	PATROL K9				
	Front End Equipment				
BK2019ITU20	PB450L4 LIGHTED PUSH BUMPER 2020 UTIL OEM 66A OEM 21L	SETINA	1	849.15	849.15
EX0011	PATROL POWER HARNESS FRT MNT PI UTIL 2020	PATROLPO	1	625.00	625.00
SA315P	SIREN SPEAKER 100W (1) POLICE SIREN (1) HI LO WARNING	WHELENPR	2	199.00	398.00
SAK66D	SPEAKER BRACKET-D/S UTILITY 2020	WHELENPR	1	30.75	30.75
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I	INSTALLATION CHARGES	LABOR	10	90.00	900.00
	Side Equipment				
I	OEM 63B INSTALLATION CHARGES	LABOR	1.5	90.00	135.00
	Roof Equipment				
VALR51	VALOR LIGHTBAR R/B/W/A	FEDSIG	1	2000.00	2,000.00
HKB-FPIU20	HOOK KIT 2020 UTILITY	FEDSIG	1		
MB8U	CABLE 17' RG58U SOLID CENTER	RADIO	1	16.50	16.50
ABSCANC	SCANNER ANTENNA	RADIO	1	32.74	32.74
MB8U25	25'RG58U CABLE	RADIO	1	20.71	20.71
LARNMOQW450	450-470MHZ 1/4 WAVE ANTENNA	RADIO	1	14.50	14.50
AP-MMFCCWWGQS22222R	34-BL/ AP MULTIMAX FV 5 in 1 ANTENNA	ANTNAPLU	1	283.50	283.50
I	INSTALLATION CHARGES	LABOR	4.5	90.00	405.00
	Drivers Compartment				
C-SM-1225	12" 25 DEGREE ANGLED SERIES CONSOLE	HAVIS	1	270.63	270.63



Sales Quote

Page: 2

661 Garcia Avenue Pittsburg, CA 94565
Phone: 925-370-2144 Fax: 925-370-2087

Quote Number: 27299
Document Date: 12/9/2020
Terms: Net 30
Payment Method:

Sell San Rafael Police Department - Attn: Business Off
To: Diana Giorgi
1375 Fifth Avenue
San Rafael, CA 94901
Phone: 415-485-3307

Ship San Rafael Police Dept
To: Sgt. Raul Aguilar
1400 Fifth Ave
San Rafael, CA 94901
Phone: 415-485-3034

Ship Via Ship from Warehouse
Location: Lehr - Pittsburg
Blanket PO:

Customer ID 61037
SalesPerson Mike McGee

Vehicle Information:

2021 FORD UTILITY, Color: B/W

Item No.	Description	Category	Quantity	Unit Price	Total Price
C-SM-800	8" ENCLOSED CONSOLE LOW PROFILE	HAVIS	1	112.49	112.49
C-AP-0325	ACCY BOX 3"	HAVIS	1	39.80	39.80
C-CUP2-I	CON,ACSY,CUP HOLDER 4"	HAVIS	1	36.34	36.34
C-EB40-SSP-1P	FACE PLATE 1 PC 4"	HAVIS	1		
C-EB20-168	FACE PLATE 2 PC 2"	HAVIS	1		
C-FP-1	FACE PLATE 1"	HAVIS	1		
C-FP-05	FACE PLATE 1/2"	HAVIS	1		
C-EB40-MA9-1P	FACE PLATE 1 PC 4"	HAVIS	1		
C-EB15-HLN-1P	FACE PLATE 1 PC 1.5"	HAVIS	1		
C-ML-MLB-LED	LED MAP LIGHT	HAVIS	1	135.84	135.84
C-MCB	MICLIP BRACKET	HAVIS	2	12.11	24.22
MMSU-1	MAGNETIC MIC KIT	MAGMIC	2	34.95	69.90
14.0553	3 ACC P/S	ABLE2	1	25.32	25.32
C-SM-SA-1-HD	MOUNTING BKT W/SWING ARM	HAVIS	1	98.63	98.63
C-MD-202	MOTION DEVICE	HAVIS	1	65.75	65.75
DS-PAN-111-2	CF31 DUAL PASS	HAVISDOC	1	847.58	847.58
LPS-104	CF31 POWER SUPPLY	HAVIS	1	177.01	177.01
HSN4032B	13W MOTOROLA SPEAKER NON-WATER RESISTANT	RADIO	1	71.50	71.50
	CSM - POLICE RADIO				
	OEM - SECURE IDLE				
GK10301S1UXL	DUAL GUN RACK	SETINA	1	351.20	351.20
I	INSTALLATION CHARGES	LABOR	11.5	90.00	1,035.00
	Back End Equipment				
C-SBX-101	TRNK, BOX, UNV, XX	HAVIS	1	518.26	518.26
	OEM 63L SIDE WINDOWS				
	OEM 66C LIFTGATE				
	OEM 86T PRE DRILL				
	CSM MODEM				
VTX609R	VERTEX SUPER-LED LIGHT RED	WHELENPR	1	72.90	72.90
VTX609B	VERTEX SUPER-LED LIGHT BLUE	WHELENPR	1	72.90	72.90
SSP2000B	SS PLATINUM	FEDSIG	1	875.00	875.00
ALPHASL	ALPHA REMOTE SIREN	WHELEN	1	177.10	177.10



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SalesPerson Mike McGee

Vehicle Information:

2021 FORD UTILITY, Color: B/W

Item No.	Description	Category	Quantity	Unit Price	Total Price
DC-568P-25BLMB	25' CAT6 SNAGLESS CABLE-BLUE	IT MISC	1	16.95	16.95
I	INSTALLATION CHARGES	LABOR	16.5	90.00	1,485.00
<hr/>					
K9 Equipment					
<hr/>					
K9-F28-1	HAVIS K9 TRANSPORT SYSYTEM -STANDARD 36"	HAVIS	1	2434.17	2,434.17
	2020 PIU				
K9-A-103	H2O K9 BOWL	HAVIS	1	57.17	57.17
K9-A-301	K9 FAN 10" FOR HEAT ALARM HOT-N-POP UNIT	HAVIS	1	370.75	370.75
WG1007335	WINDOW FAN MNT	HAVIS	1	39.34	39.34
H-FAM-P	FAN HARNESS	ACE K9	1	60.00	60.00
HP-5020	K9 HOT-N-POP PRO	ACE K9	1	1199.00	1,199.00
INSTALL	INSTALL MATERIALS	OTHER	1	125.00	125.00
I	INSTALLATION CHARGES	LABOR	10.25	90.00	922.50
F	Shipping Charges	OTHER	1	500.00	500.00

Amount Subject to Sales Tax 17528.85
Amount Exempt from Sales Tax 500.00

Subtotal: \$18,028.85
Total Sales Tax: \$1,577.60

Total: \$19,606.45