

AMENDMENT NO. 1
LINKING AGREEMENT
CITY OF GLENDALE, Contract No. C22-0771

This Amendment No. 1 (“Amendment”) to the Linking Agreement (“Agreement”) is made this _____ day of _____, 2023, (“Effective Date”), by and between the City of Glendale, an Arizona municipal corporation (“City”) and H&E Equipment Services, Inc., a Delaware corporation authorized to do business in Arizona (“Contractor”).

RECITALS

- A. On August 9, 2022, City and H&E Equipment Services, Inc., (“Contractor”) entered into Linking Agreement, Contract No. C22-0771, (“Agreement”); and
- B. City and Contractor wish to modify and amend the Agreement subject to and strictly in accordance with the terms of this Amendment.

AGREEMENT

In consideration of the mutual promises set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the City and Contractor hereby agree as follows:

- 1. **Recitals.** The recitals set forth above are not merely recitals but form an integral part of this Amendment.
- 2. **Term.** The term of the Agreement is unchanged.
- 3. **Scope of Work.** The Scope of Work is being modified to currently purchase two (2) E-One HP100 Platform Ladder Trucks and four (4) E-One EMAX Pumpers for the Fire Department, per established schedule, policy, and future funding.
- 4. **Compensation.** Original compensation amount of \$3,000,000 is being amended and increased by \$17,000,000, for a not-to-exceed amount of \$20,000,000 over the entire term of the agreement (initial term plus any renewals).
- 5. **Insurance Certificate.** Current certificate will expire on January 1, 2024. A new certificate applying to the extended term must be provided prior to this date to Materials Management and the Contract Administrator.
- 6. **Non-discrimination.** Contractor must not discriminate against any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, marital status, sexual orientation, gender identity or expression, genetic characteristics, familial status, U.S. military veteran status or any disability. Contractor will require any Sub-contractor to be bound to the same requirements as stated within this section. Contractor, and on behalf of any subcontractors, warrants compliance with this section.

7. **No Boycott of Israel.** To the extent A.R.S § 35-393 through § 35-393.03 are applicable, the parties hereby certify that they are not currently engaged in, and agree for the duration of the Agreement to not engage in, a boycott of goods or services from Israel, as that term is defined in A.R.S § 35-393.
8. **Attestation of PCI Compliance.** When applicable, the Contractor will provide the City annually with a Payment Card Industry Data Security Standard (PCI DSS) attestation of compliance certificate signed by an officer of Contractor with oversight responsibility.
9. **Ratification of Agreement.** City and Contractor hereby agree that except as expressly provided herein, the provisions of the Agreement shall be, and remain in full force and effect and that if any provision of this Amendment conflicts with the Agreement, then the provisions of this Amendment shall prevail.

[Signatures on the following page.]

CITY OF GLENDALE, an Arizona
municipal corporation

Kevin R. Phelps, City Manager

ATTEST:

Julie K. Bower, City Clerk (SEAL)

APPROVED AS TO FORM:

Michael D. Bailey, City Attorney

H&E Equipment Services, Inc.,
A Delaware corporation



By: Wesley Hebert

Its: Associate Corporate Counsel

4/29/2021



Thursday April 20, 2023

Glendale Fire Department
Craig Croner
Fleet Superintendent
6210 W. Myrtle Suite# 111
Glendale, AZ 85301
623-930-2621
croner@glendaleaz.com

We at H&E Equipment Services are pleased to quote the following:

(2) E-One Cyclone II 100' Platform Quote# 125386 Sourcewell Contract 022818-EOI

- New Cyclone II 100" wide long cab (67.5" CA)
- Cummins X15 565 HP Engine
- Allison EVS 4000 Transmission
- 65 gallon fuel tank
- System Saver 1200 air dryer
- Jacobs engine compression brake
- Bostrom brand vinyl seating with Glendale logos
- Ready reach seatbelt extenders
- Vertically hinged compartment doors
- David Clark 6 position system and headsets
- Adjustable shelving and slide-outs
- Turtle tile floor matting throughout compartments
- 300 gallon water tank
- Hale QMAX 2000 GPM pump
- RH rear chute for supply line access
- Single LH Rear Access Staircase with Officers Compartment.
- Trident air primer
- Complete ladder compliment including pike poles
- 100' X 1" booster reel with hose
- HEPA air filtration system
- Firetech LED headlights with alternating flash
- 18" Map light LED
- Harrison 10KW hydraulic generator
- Fire Research LED scene lighting
- Steps below front and rear doors
- Stemco oil seals front axle
- Alcoa aluminum wheels
- Michelin tires

(Please see complete Spec for all Options)

**Cost shown does not include inspection trips.*

**Cost shown includes multiple truck discount (4) pumpers and (2) platforms must be ordered.*

**Platform Delivery 26 Months (780) days from receipt of order.*

Truck Cost: \$1,787,255.00
Phoenix Sales Tax: \$148,209.00

Total Truck Cost: \$1,935,464.00 / ea x (2) =

\$3,870,928.00

Prepayment Discount Option

- This unit is also eligible for prepay discount, in order to receive this discount the entire amount due would need to be received in full within 30 days of acceptance of order, prepay discount on this unit would be as follows:

Prepay discount single unit: \$55,218.00

Prepay discount (2) units: \$110,436.00

Final Truck Cost with Prepay Discount, Taxes and Sourcewell: \$1,875,663.00

**The prepay discount shown accounts for performance bond.*

Simple Interest Option

- Another option for additional savings as an option to the prepayment discount is to enter entire amount of sale into the simple interest program which earns 3% interest per annum. The amount of interest accrued throughout the build of the truck would then be credited back to the customer at truck delivery. An optional performance bond can be purchased to protect this simple interest entry. Unlike prepayment discount, there is no expiration on when this simple interest would need to be entered, nor is there a restriction on what the deposit amount would be this would be left up to the customer. The interest accrued begins when deposit amount is entered.

Loose Equipment and Final Pricing

- Customer has asked for loose equipment costs to be added to this quotation, cost for attached loose equipment. Including nozzles, Halmatro Rescue Tools, TFT Piston Intakes and Fire Hose needed for platform:

Loose Equipment: \$103,254.00

Freight Cost: \$2000.00

Tax: \$9002.45

Loose Equipment Total: \$114,256.45 / ea x (2) = **\$228,512.90**

Total Truck Cost Loose Equipment Included: \$2,049,721.00

Total (2) Truck Cost Loose Equipment Included: \$4,099,442.00

Total truck cost with prepayment discount loose equipment, taxes and Sourcewell included: \$1,989,919.45

Total (2) truck cost with prepayment discount loose equipment, taxes and Sourcewell Included: \$3,979,838.90

Customer has asked for option pricing on the following items:

- Platform mounted chainsaw scabbard add additional: \$2250.00

/ ea x (2) = **\$4,500.00**

- HEPA filtration system add additional: \$3033.00

/ ea x (2) = **\$6,066.00**



Thursday May 4, 2023

Glendale Fire Department
Craig Croner
Fleet Superintendent
6210 W. Myrtle Suite# 111
Glendale, AZ 85301
623-930-2621
croner@glendaleaz.com

We at H&E Equipment Services are pleased to quote the following:

(4) E-One Cyclone Pumper Quote#125385 Sourcewell Contract 022818-EOI

- New Cyclone Custom Cab 67.5" Long Cab W/16" Vista
- Cummins X12 455HP Engine
- Allison EVS 4000 Transmission
- 50 gallon fuel tank
- Vertical Exhaust
- Racor fuel water separator
- Reyco Rear Suspension
- Fuel reprime
- David Clark Intercom System
- Additional rear ac system
- FRC InView 360 Camera System
- System saver 1200 air dryer
- Jacobs engine compression brake
- Bostrom brand vinyl seating with Glendale logos
- Ready reach seatbelt extenders
- Slam Style Doors
- Adjustable shelving
- 500 gallon water tank
- Darley 1500 GPM Pump
- Complete ladder compliment including pike poles
- Firetech LED headlights with alternating flash
- Fire Research LED scene lighting
- Steps below front and rear doors
- Stemco oil seals front axle
- Alcoa aluminum wheels
- Michelin tires

(Please see complete Spec for all Options)

*Cost includes Sourcewell processing fee.

*Cost shown does not include loose equipment or factory inspection trips.

*Cost shown includes multiple truck discount, all (4) pumpers and (2) platforms must be purchased.

*Pumper Delivery is (810 days) 27 months from receipt of order.

Single Truck Cost: \$878,635.00

Phoenix Sales Tax: \$72,918.00

Total Truck Cost: \$951,553.00

(4) Unit Base Truck Cost: \$3,514,540.00

Phoenix Sales Tax: \$291,672.00

(4) Unit Total Cost: \$3,806,212.00

Prepayment Option

- This unit is also eligible for prepay discount, in order to receive this discount the entire amount due would need to be received in full within 30 days of acceptance of order, prepay discount on this unit would be as follows:

Prepayment Discount Single Unit: \$19,576.00

Prepayment Discount (4) Units: \$78,304.00

Final truck cost single unit with prepay discount, taxes and Sourcewell: \$930,352.00

(4) Unit truck cost with prepayment discount, taxes and Sourcewell: \$3,721,408.00

**The prepay discount shown accounts for performance bond.*

Simple Interest Option

- Another option for additional savings as an option to the prepayment discount is to enter entire amount of sale into the simple interest program which earns 3% interest per annum. The amount of interest accrued throughout the build of the truck would then be credited back to the customer at truck delivery. An optional performance bond can be purchased to protect this simple interest entry. Unlike prepayment discount, there is no expiration on when this simple interest would need to be entered, nor is there a restriction on what the deposit amount would be this would be left up to the customer. The interest accrued begins when deposit amount is entered.

Option Pricing-

Fold down door with grab latches at front bumper intake add additional: $\$2500.00 / \text{ea} \times (4) = \$10,000.00$

HEPA Filtration System in Cab add additional: $\$3033.00 / \text{ea} \times (4) = \$12,132.00$

Loose Equipment Pricing:

- Customer has asked for loose equipment cost to be optioned price as part of this proposal, using a list of Proposed loose equipment needed for pumpers the following cost would need to be added to each pumper If City of Glendale adds the loose equipment to this order:

Loose equipment base cost: \$88,628.25

Sales tax: \$8,862.80

Freight cost: \$2500.00

Total loose equipment cost per unit: \$99,991.05

Total loose equipment cost (4) 4nits: \$399,964.20



Mark Julien
Mark Julien
Apparatus Sales
H&E Equipment Services

Customer Acceptance