NOTICE OF RENEWAL OF CONTRACT

TO: ATLANTIC EMERGENCY SOLUTIONS, INC.
12351 RANDOLPH RIDGE LANE
MANASSAS, VA 20109

DATE ISSUED: May 5, 2015

CONTRACT NO: 156-11

CONTRACT TITLE: FIRE APPARATUS

THIS IS A NOTICE OF RENEWAL OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

This is your notice that the above referenced contract has been renewed. The contract term covered by this Notice of Renewal is effective JULY 1, 2015 and expires on JUNE 30, 2016.

This is the FINAL year of a possible SEVEN year contract.

CONTRACT PRICING:
REFER TO PRICING SCHEDULE ATTACHED AND SOLICITATION DOCUMENTS

ATTACHMENTS:
PRICING SCHEDULE
RIDER CLAUSE

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: RANDALL K. SCHWARTZ
VENDOR TEL. NO.: 301-452-5300
VENDOR PAYMENT TERMS: NET 30 DAYS
VENDOR FAX. NO.: 703-257-2572
EMAIL ADDRESS: rschwartz@atlanticemergency.com

COUNTY CONTACT: ADAM LEHMAN
COUNTY TEL. NO.: 703-228-6466

CONTRACT AUTHORIZATION

Guinevere Bruner, CPPB
Procurement Officer

DATE: 5/5/15
SEVENTH YEAR PRICING 4/19/15

PLEASE INDICATE THE DISTANCE FROM YOUR REPAIR FACILITY TO THE COUNTY TRADES CENTER: _______ MILES (NOT TO EXCEED 30 MILES)

1-CLASS "A" PUMPERS

DESCRIPTION
CLASS "A" PUMPERS

UNIT PRICE
$588,566

GUARANTEED BUY-BACK OPTION - 6 YEARS

$179,512/each

DELIVERY TIME: 210 CALENDAR DAYS (NOT TO EXCEED 210 DAYS)

REORDERS: 12 MONTHS
TIME FRAME DURING WHICH THE PRICE REMAINS FIRM

2- HEAVY DUTY REAR MOUNT AERIALS

DESCRIPTION
HEAVY DUTY REAR MOUNT AERIALS

UNIT PRICE
$1,005,493

GUARANTEED BUY-BACK OPTION - 6 YEARS

$342,570/each

DELIVERY TIME: 210 CALENDAR DAYS (NOT TO EXCEED 210 DAYS)

REORDERS: 12 MONTHS
TIME FRAME DURING WHICH THE PRICE REMAINS FIRM

3- REAR MOUNT TOWER LADDERS

DESCRIPTION
REAR MOUNT TOWER LADDERS

UNIT PRICE
$1,149,740

GUARANTEED BUY-BACK OPTION - 8 YEARS

$396,430/each

DELIVERY TIME: 210 CALENDAR DAYS (NOT TO EXCEED 210 DAYS)

REORDERS: 12 MONTHS
TIME FRAME DURING WHICH THE PRICE REMAINS FIRM

4- HEAVY RESCUE SQUAD VEHICLE

DESCRIPTION
HEAVY RESCUE SQUAD VEHICLE

UNIT PRICE
$760,828

GUARANTEED BUY-BACK OPTION - 8 YEARS

$166,621/each

DELIVERY TIME: 300 CALENDAR DAYS (NOT TO EXCEED 210 DAYS)

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4/19/15
**REORDERS:** 12 MONTHS
TIME FRAME DURING WHICH THE PRICE REMAINS FIRM

**REFERENCES:** LIST AT LEAST THREE (3) GOVERNMENTAL AGENCIES YOU HAVE CONTRACTED WITHIN THE LAST SIX (6) MONTHS:

<table>
<thead>
<tr>
<th>NAME OF ORGANIZATION</th>
<th>TELEPHONE NUMBER</th>
<th>CONTACT PERSON</th>
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<tbody>
<tr>
<td>1.</td>
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<td>2.</td>
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<tr>
<td>3.</td>
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THE PROPER LEGAL NAME OF THE FIRM OR ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE PROVIDED BELOW. THIS BID FORM, AND ALL OTHER DOCUMENTS REQUIRED BY THE INVITATION TO BID TO BE SUBMITTED WITH THIS BID FORM, INCLUDING, BUT NOT LIMITED TO ALL ISSUED AMENDMENTS, MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

AUTHORIZED SIGNATURE: [Signature]

PRINT NAME AND TITLE: RANDALL K. SCHWARTZ, SR REGIONAL ACT MGR

INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS BID (I.E. PROJECT MANAGER):

NAME (PRINTED): RANDALL K. SCHWARTZ, SR TEL. NO.: 301-452-5300

E-MAIL ADDRESS: cschwartz@atlanticemergencysolutions.com

<table>
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<tr>
<th>SUBMITTED BY: (LEGAL NAME OF FIRM)</th>
<th>Atlantic Emergency Solutions</th>
</tr>
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<tbody>
<tr>
<td>ADDRESS:</td>
<td>12351 Randolph Rd. Lark, VA</td>
</tr>
<tr>
<td>CITY/STATE/ZIP:</td>
<td>Manassas, VA 20109</td>
</tr>
<tr>
<td>TELEPHONE NO:</td>
<td>703-393-991</td>
</tr>
<tr>
<td>FACSIMILE NO.:</td>
<td>703-257-2572</td>
</tr>
<tr>
<td>TAX ID NUMBER (EIN/SSN):</td>
<td>27-3187193</td>
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**THIS FIRM IS A:** [ ] CORPORATION, [ ] GENERAL PARTNERSHIP, [ ] LIMITED PARTNERSHIP, [ ] UNINCORPORATED ASSOCIATION, [ ] LIMITED LIABILITY COMPANY, [ ] SOLE PROPRIETORSHIP

**IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA?** [ ] Yes

**BIDDER STATUS:** [ ] MINORITY OWNED: [ ] WOMAN OWNED: [ ] NEITHER:

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April 16th, 2015

Ms. Katherine Barbee
Arlington County Government
Purchasing Department
Suite 500, 2100 Clarendon Blvd.
Arlington, VA 22201

Dear Ms. Barbee,

Thanks for notifying our firm of the County’s renewal request for Contract number 156-11, Fire Apparatus. We have examined many factors and we respectfully request the contract amounts for each model be increased 4%, based upon the ever increasing costs of raw materials and increased supplier costs to our manufacturer, Pierce Manufacturing, Inc. Pierce will be implementing an across the board price increase on all of its products in the very near future at the 4% rate.

The new Insurance Certificate you requested is attached.

Please advise should you have any issues or concerns, and thank you very much for your continued business!

Yours truly,

Randall K. Schwartz, Sr.

Randall K. Schwartz, Sr.
Regional Account Manager