NOTICE OF AWARD OF CONTRACT

TO:  
EAST COAST HARLEY, INC.  
17975 MAIN STREET  
DUMFRIES, VA 22026

DATE ISSUED:  
JUNE 29, 2012

CURRENT REFERENCE NO:  
205-10

CONTRACT TITLE:  
LAW ENFORCEMENT MOTORCYCLES

PRIOR REFERENCE NO:  
242-09

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

Your firm is awarded the above referenced contract. The contract term covered by this Notice of Award is effective JULY 1, 2012 and expires on JUNE 30, 2013.

This is the FOURTH year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 242-09 and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:
FIRM PERCENTAGE DISCOUNT
REFER TO LETTER FROM CONTRACTOR (ATTACHED)

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

VENDOR CONTACT: JEFF WALLACE  
VENDOR TEL. NO.: 703-221-3757

VENDOR PAYMENT TERMS: NET 30 DAYS  
VENDOR FAX. NO.: 703-221-6855

EMAIL ADDRESS: JEFF.WALLACE@EASTCOASTHARLEY.COM

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

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CONTRACT AUTHORIZATION

Elizabeth Dooley, CPPO - CPPE  
Assistant Purchasing Agent

DISTRIBUTION

VENDOR: 1  
BID FOLDER: 2

DATE: 6/29/12
June 28, 2012

Ms. Krystyna J. Hepler
Arlington County Purchasing Division
2100 Clarendon Blvd., Suite 500
Arlington, VA 22201

By email: khepler@arlingtonva.us

Ms. Hepler,

Included as Attachment I is the revised pricing for the contract renewal period July 1, 2012 through June 30, 2013.

The increase of approximately 1.52% over last year’s contract pricing, is based on an increase to East Coast Harley, Inc. by its vendors and the manufacture’s pricing for the Model Year 2013 FLHTP Police Motorcycles.

If I can provide you with any additional information or be of further assistance, please call me or email jeff.wallace@eastcoastharley.com.

Regards,

Jeff Wallace
Senior Sales Consultant
Police and Fleet Sales
703-221-3757
1. Percentage Discount from MSRP: **23.96%**

<table>
<thead>
<tr>
<th>Description</th>
<th>MSRП</th>
<th>County Net Price</th>
<th>Per FLHTP Total Price</th>
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</thead>
<tbody>
<tr>
<td>Current Model Year</td>
<td></td>
<td>$25,139</td>
<td>$25,139</td>
</tr>
<tr>
<td>Harley-Davidson FLHTP</td>
<td></td>
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<tr>
<td>Police Motorcycle</td>
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<tr>
<td>Specified Emergency Equip.</td>
<td>$33,060</td>
<td>$25,139</td>
<td>$25,139</td>
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</tbody>
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2. Delivery Time: **90 Days After Receipt of Order**

3. Emergency Contact Information:
   - Name: Kurt Ockershausen
   - Phone: 571-212-4994
   - Location for Repair: East Coast Harley, Inc.
     17975 Main Street
     Dumfries, VA 22026