

Upfitting Price Comparison

| Unit | Qty | Dana Safety Supply, Inc. Greensboro, NC | Total | Cap Fleet (BuyBoard) Houston, TX | Total | Variance |
|---------------------------|------------|------------------------------------------------------------|---------------------|-------------------------------------------------|---------------------|----------------------|
| Ford F150 Captain Vehicle | 2 | \$22,649.76 | \$45,299.52 | \$9,041.54 | \$18,083.08 | -\$27,216.44 |
| Ford F150 | 1 | \$11,855.40 | \$11,855.40 | \$17,354.59 | \$17,354.59 | \$5,499.19 |
| Chevrolet Tahoe | 27 | \$25,558.93 | \$690,091.11 | \$19,353.43 | \$522,542.61 | -\$167,548.50 |
| <i>Total</i> | | | \$747,246.03 | | \$557,980.28 | -\$189,265.75 |