

RELIANT FIRE APPARATUS, INC.

P.O. BOX 470 • SLINGER, WISCONSIN 53086 • PHONE (262) 297-5020



December 15, 2020

Lodi Area Fire Department
115 North Main Street
Lodi, WI 53555

Proposal Detail: Reliant Fire Apparatus Proposal #607 dated December 15th, 2020 for one (1) Pierce Enforcer PUC Pumper.

Thank you for the opportunity to present this Proposal Detail to the Lodi Area Fire Department. Attached you will find the completed proposal for the apparatus to be furnished. The pricing information for the Proposal Detail is as follows:

Pricing Summary:

Base Unit Price Prior to Payment Discount Options Detailed Below: \$649,899.00

100% Prepayment Option:

Should the Lodi Area Fire Department elect to make 100% payment at contract execution an advanced payment discount can be subtracted from the Base Unit Price, resulting in the following contract amount:

Base Unit Price Prior to Payment Discount:	\$649,899.00
Less Advanced Payment Discount:	<u>\$19,320.00</u>
Contract Purchase Price:	<u>\$630,579.00</u>

*Advanced payment option includes a 100% Performance Bond deducted from the advanced payment discount. If a Performance Bond is not desired then the total Advanced Payment Discount will be \$20,913.00 for a Contract Price of \$628,986.00.

***For financing of this purchase please see the attached financing rate quote showing lease purchase options through PNC Equipment Finance. The amount to finance is \$630,579.00. PNC Equipment Finance makes the initial payment at the time of order entry so the amount to finance is less the Base Unit Price less the Advanced Payment Discount. The first lease payment is due one (1) year after lease commencement.*

Chassis Progress Payment Option:

Should the Lodi Area Fire Department elect to make a chassis progress payment a discount can be subtracted from the Base Unit Price, resulting in the following contract amount:

Base Unit Price Prior to Progress Payment Discount:	\$649,899.00
Less Chassis Progress Payment Discount:	<u>\$10,311.00</u>
Contract Purchase Price:	<u>\$639,588.00</u>

Chassis progress payment due will be in the amount of \$343,709.00.

Terms and Conditions:

Pricing Validity – Proposal pricing is valid until January 31, 2021. Order received after January 31, 2021 will have a 3.00% price increase.

Delivery – Unit(s) to be completed and prepared for final inspection within approximately 10.5 – 12.5 months from receipt and acceptance of contract or purchase order. Delivery lead time is based on current lead time at time of proposal. Lead time will be determined at time of contract/purchase order award.

Taxes – Any State, Federal, or local taxes are not included. If subject to taxes the amount will be added to the final invoice amount. For a tax-exempt purchase, the purchasing entity tax exempt form is required.

Freight – Delivery shall be F.O.B. Pierce Manufacturing, Appleton, WI.

Payment Terms:

100% Prepayment Option:

Payment due in full at time of receipt and acceptance of contract or purchase order. Balance payment for any changes (if applicable) is due 10 days prior to delivery.

Custom Chassis Progress Payment Option:

The chassis progress payment is due 120 days after receipt and acceptance of contract or purchase order. Balance payment and payment for any changes (if applicable) is due 10 days prior to delivery.

Said apparatus and equipment are to be built and shipped in accordance with the proposal hereto attached. Delays due to strikes, war, conflicts, pandemics or other causes beyond our control, could alter the delivery schedule.

The proposal herein contained shall form part of the final contract and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

This proposal for fire apparatus conforms with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of proposal, except for any items deemed to be “non-compliant” by the purchaser. All “non-compliant” items are details on the NFPA Statement of Exceptions included with the proposal.

We thank the Lodi Area Fire Department for the opportunity to submit Reliant Fire Apparatus proposal #607 to you. Should you have any questions or require any additional information, please do not hesitate contacting me directly, or contacting Reliant Fire Apparatus directly at (262) 297-5020.

Respectfully,

Brett Krueger
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