



Ten-8 Fire and Safety Equipment
1591 Collier Road
Forsyth, GA 31029

Smryna Fire Department
2620 Atlanta Road
Smryna, Ga. 30080
Attention: Chief Brian Marcos / Ryan Jinks

August 13, 2018

Gentlemen,

Thank you for the opportunity to provide a proposal for fire apparatus for your department. The specifications for the Pierce engine that was purchased from Ten-8 Fire and Safety Equipment in 2014, was used as a guideline in preparing this proposal. We have made some revisions to these specs based on our recent review meetings and changes in the department requirements. In this proposal we have provided pricing with discounts, specifications and drawings on your previous unit as well as the proposed unit.

Please note there are several factors that effected the price increase since your purchase in 2014.

- 1) Approximate 3 % annual increase from the manufacturer
- 2) Revisions to the NFPA specifications in 2016
- 3) Revisions to the EPA requirements
- 4) Commodity surcharge on steel and aluminum imposed by the Federal Govt.

We have also included information on purchasing this apparatus through a group purchasing organization (GPO). Information on this process is included in this proposal and the discount is shown below.

Due to the fact we were over the budgeted amount for this apparatus, I requested and received additional discounts from Pierce and Ten-8. Part of this discount comes from Ten-8 providing certain options at a lesser cost than Pierce, and part was concessions provided by all parties to help offset some of the price increases, surcharges, etc. Pierce and Ten-8 are very appreciative of the past business with Smryna Fire Department and will strive to maintain that relationship.

Pricing for a 2019 Velocity pumper based on the specifications provided in this proposal. Additional Pierce\Ten-8 discounts and GPO discount total: (\$10,344.00)

List price	\$592,291.00
Pierce\Ten-8 Discounts	(\$33,220.00)
GPO Discount	(\$3,110.00) *includes access fee
Revised price	\$555,961.00
Additional Pierce\Ten-8 Discounts	(\$7,234.00)
Adjusted total price	\$548,727.00

Pierce also allows a pre-pay discount should you decide to choose this option. Pierce can provide any combination of payment schedules you prefer, but we have shown two of the most used schedules below.

(Option # 1) Full payment due upon signing of contract. This would result in a discount of (\$20,356.00) on the above adjusted total price.

(Option # 2) 50% due upon signing of contract and 50% due at final delivery. This would result in a discount of (\$12,008.00) on the above adjusted total price.

Pricing includes inspection trips to the factory in Appleton, WI. for Fire Department personnel, pre-delivery inspection and clean-up, operator training, and delivery to your facility in Smyrna, Ga. Please advise if you have any questions or need any additional information on our proposal. We look forward to your response.

Regards,



Guy R. Binion
Sales Representative