

# RELIANT FIRE APPARATUS, INC.

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8/7/23

City of Brookfield Fire Department  
Fire Chief David Mason  
2100 N. Calhoun Rd.  
Brookfield, WI 53005

Dear Chief Mason,

Please find the updated pricing as requested for the previous proposal submitted in 2022 for a fire engine purchase.

The revised information below includes all changes to vendor components and options since 2022 for current pricing, as well as the motor as a Cummins X10 2027 EPA compliant engine based on lead time and availability of L9 motors (Cummins current communication is that these will no longer be available after December 2025). In addition, based on the changes the pricing is shown below with an Impel cab/chassis configuration as well as an Enforcer cab/chassis configuration.

The updated pricing information for the Proposal Detail is as follows:

**Pricing Summary, HGAC Purchase, No Discounts:**

Base unit pricing with no payment discounts, Impel chassis: \$1,047,948.00

Base unit pricing with no payment discounts, Enforcer chassis: \$1,035,023.00

Payment will be due in full (10) days prior to final delivery from Pierce Manufacturing.

**Chassis Progress Payment Option:**

Should the City of Brookfield elect to make a chassis progress payment a discount can be subtracted from the Base Unit Price, resulting in the following contract amount:

Contact Purchase Price with chassis payment discount, Impel chassis: \$1,030,134.00

Contract Purchase Price with chassis payment discount, Enforcer chassis: \$1,017,559.00

For the chassis payment discount option the chassis amount is due one hundred twenty (120) days after contract entry with remaining balance due (10) days prior to final delivery. For Impel chassis purchase the chassis payment amount due is \$682,904.00. For Enforcer chassis purchase the chassis payment amount due is \$669,464.00.

**100% Prepayment Option:**

Should the City of Brookfield 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:

Contract Purchase Price with 100% advanced payment discount, Impel chassis: \$888,875.00

Contract Purchase Price with 100% advanced payment discount, Enforcer chassis: \$878,021.00

**Other Payment Options:**

The above prepayment options are the most common taken. However, custom prepayment options are available on any funds prepaid prior to their due dates. Should the opportunity exist to have other prepayment amounts or intervals other than the proposed above, please provide and a custom prepayment option quote can be calculated for your review.

**100% Performance Bond:**

Should the City of Brookfield elect to have Performance Bond provided it can be calculated based on the payment method and final contract amount payment option selected.

**Terms and Conditions:**

Delivery – Unit(s) to be completed and prepared for final inspection within approximately 42 - 45 months from receipt and acceptance of contract or purchase order. Delivery lead time is based on current lead time at time of pricing detail letter.

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

Payment Form – Payment to be made in the form of cash or check. Credit cards and purchase cards (P-Cards) will not be accepted for payment of apparatus.

We thank the City of Brookfield for the opportunity to submit this updated pricing detail to you with these associated pricing updates. 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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