



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

Cartersville Fire Department
195 Cassville Rd.
Cartersville, Ga. 30120
Attention: Chief Scott Carter

February 10, 2021

Chief Carter,

Thank you for the opportunity to provide a proposal for a Pierce 100' mid mount aerial platform. The below pricing is based on a purchasing consortium (i.e; SourceWell, NPPGov LOC, etc.) and includes a \$2,000.00 access fee and any applicable discounts. These consortium contracts have been bid on by most major fire apparatus manufacturers. We can provide information on these consortium contracts for you and your administration to review.

I have generated a revised spec based on our most recent meeting. A line item spec sheet has been provided with these revisions. Pricing for this apparatus is listed below:

100' Ascendant Mid Mount Tower	\$1,361,632.00
Pierce\Ten-8 Discounts	(\$18,159.00)
Revised total	\$1,343,473.00

Option #1:

Pre-pay discount (3 equal progress payments) 1st payment due upon contract signing, 2nd payment due upon midpoint of build schedule, 3rd and final payment due upon final inspection and acceptance. **(\$32,726.00)**

Option # 2:

Pre-Pay discount (100% due upon contract signing) **(\$50,951.00)**

This pricing is based on a Detroit Diesel DD13 525 HP engine. A Paccar MX13 510 HP engine would be approximately \$6,000 less and a Cummins X15 606 HP would be approximately \$23,000 more than the total price provided. All of these engines have 1850 ft. lbs. of torque.

Pricing includes the apparatus itself with ground ladders, pike poles, wheel chocks, and flashlights as specified. Other loose equipment as required by NFPA is not included.

A performance bond is included in this pricing.

Current build time is 12 to 14 months after receipt of order.

Shown below is the pricing which reflects the different pre-pay options.

Beginning total: **\$1,343,473.00**

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Opt 1: Progress Pay: (\$32,726.00)

Opt 2: (100% at signing) (\$50,951.00)

Revised total: **\$1,310,747.00**

Revised total: **\$1,292,522.00**

This pricing is valid through the end of February 2021. After this date, a price increase of approximately 3% will go into effect.

Please advise if you have any questions or need additional information.

Regards,



Guy R. Binion

Sales Representative

Cell Phone: 706 302-7218