



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

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

January 11, 2023

Chief Carter,

Thank you for the opportunity to provide a proposal for Pierce Enforcer engines for your department. The specifications and pricing are based on the current engine order that was placed in 2022.

Please be advised that we will have a price increase that goes into effect at the end of January 2023. Pricing shown is based on receiving an order prior to that increase. We historically have only one annual price increase, however we have incurred several overall price increases since your last order was placed in April 2022. In addition, several vendors have increased pricing on individual components. One example would be the Cummins engine which increased by 13.5% in November 2022, with only a 30-day notice. We are seeing these type increases from other vendors, as well as continued increase in the steel and aluminum tariffs. We also anticipate incurring price increases throughout the year in lieu of the annual price increases experienced in the past. These may be quarterly but each one much lower than the one annual increase. This will allow Pierce to more closely monitor the markets and adjust pricing to meet the current conditions. It also allows customers more time to react in obtaining approval without having to meet a deadline on the one substantial annual increase. Steel and aluminum tariffs as well as individual component increases can also be monitored to reflect the current pricing.

Because of extended lead times from our vendors and the supply chain issues that all manufacturers are experiencing, our build times continue to increase. Pierce has always worked on improving our lead times, and these improvements were increased over the past few years due to our added back log. Such improvements were; added

manufacturing floor space in Appleton, cab fabrication facility in Tennessee, addition of robotic cab painting, increase in the work force, and overall process improvements. Our current build time for this type of apparatus is listed below.

Enforcer engine: 35 -37 months after receipt of order. Please note this is the current lead times, however it is subject to change and may be revised at time of order entry.

Pierce engine on an Enforcer Chassis (Each)	Based on quantity of 2
Beginning total:	\$812,498.00
Pierce\Ten-8 discounts including multi-unit discount:	(\$32,538.00)
Revised apparatus total with discounts:	\$779,960.00
Additional consortium discount:	(\$4,716.00)
Revised apparatus total:	\$775,244.00

As requested, I have provided pricing for an additional engine for your review. (Total of 3) Increasing the quantity does provide for additional discounts for a multi-unit order.

Pierce engine on an Enforcer chassis (Each) 2 units and all discounts:	\$775,244.00
Multi-Unit discount (Each):	(\$3,000.00)
Total with additional discount (Each):	\$772,244.00

Total for two engines @ \$775,244.00 (all discounts)	\$1,550,488.00
Total for three engines @ \$772,244.00 (all discounts)	\$2,316,732.00

All above pricing is based on purchasing on the NPPGov (LOC) consortium with any applicable discounts as shown.

Pricing for apparatus after January 29, 2023. (Includes Pierce\Ten-8 discounts, multi-unit discounts, and any applicable NPPGov discounts).

Pierce Engine on an Enforcer Chassis (Each):	
Total for two engines @ 790,749.00 (all discounts)	\$1,581,498.00
Total for three engines @ 787,749.00 (all discounts)	\$2,363,247.00

Analysis of price increases since purchase in April 2022:		Price Level
Pricing for Engine purchase, April 2022 (all discounts)	\$663,312.00	41
Increase effective May 2022 (app 7%) Letter dated 3-30-22	\$710,169.00	42
Cummins price increase Sept. 2022 (app 13.5% Motor only)	\$17,760.00	N/A
Total with May 2022 increase and Cummins increase	\$727,929.00	42
Increase effective Nov. 2022 (app 6.5%) includes motor	\$775,244.00	43

Note: The fluctuation in the steel and aluminum tariffs has remained low during the above time frame. There was a significant increase prior to the effective pricing in February 2022 (PR 41). All steel and aluminum tariff increases after February 2022 (which were minimal), were captured in the above totals.

We apologize for the increased cost due to the current markets and the impact it has on your department and the City of Cartersville. We will continue to monitor all pricing of goods and interest rates and keep you advised of any changes, either up or down.

We truly appreciate the continued support of our products and services and the relationship that we share with Cartersville Fire Department. Please advise if you have any questions or need additional information.

Regards,



Guy R. Binion
Sales Representative
706 302-7218