

Alison M. Bruton

From: Jimmy Gill <jimmy@customtruckandbodyworks.com>
Sent: Friday, January 19, 2024 4:07 PM
To: Alison M. Bruton
Cc: Wanda McDuffie; Charles Roy
Subject: FW: EXTERNAL:CUSTOM TRUCK AND BODY WORKS INC. - ATTACHED UPDATED CHASSIS QUOTATION ON THE FIRST THREE UNITS
Attachments: EFFINGHAM COUNTY-CHASSIS PRICE INCREASE EXPLANATION LETTER-1-19-2023.pdf; Effingham County U029 . U033 x5.pdf; Effingham F4G Quote 9-29 (2).pdf; EFFINGHAM-TYPE I FORD F350 QUOTATION-1-19-2024.pdf; EFFINGHAM-TYPE I F450 4X2 DIESEL-QUOTATION-CUSTOMER SUPPLIED PL-COT-9-12-2022.pdf

Good afternoon,

I hope you both had a good Friday. I have attached the initial price of the chassis and the explanation letter in which we addressed earlier in the year of 2023 along with other attachments that are explained below. Per our conversations we have had to go back to multiple customers for price increases on units that were sold years back. Not only have we had to do this on the chassis as we did previously hope it would be the final price increase, but now we are having to reach back out regarding the products in which it takes to assemble a completed ambulance.

Over the past two years items such as aluminum, sirens, lights, speakers, wiring, any part in which it takes to manufacture an ambulance has increased. For example, Stryker has had four price increases since the initial bid. Items that used to cost us \$20,000.00 are not costing us closer to \$30,000.00. Initially we had hoped that by departments covering the chassis increase we would be able to build the unit and maintain some profit. Upon further assessment we have found that if we were to manufacture the units quoted back in 2021 we would lose money due to increases from our vendors. We understand that this is frustrating not only for your department, but we also share the frustration being that it was not caused by us or Effingham County.

Considering all of this we have found that we can maintain some margin and honor bid #23-19-001 for the price of \$215,200.00 for each unit. As of today, this same unit would be bid at the price of \$251,012.00 each as I have attached in this email. We obviously aren't asking the county or the department to pay this amount on a previously bid unit. We are trying to establish a way in which we can maintain some profitability and honor pricing on previously bid units in hopes we can still provide Effingham County with ambulances. Your county has been a great customer of ours and was the first department I sold to when I first started at Custom Truck and Body Works Inc. I hope that the board can understand these increases as it is frustrating and at the same time a hard thing to have to ask. Unfortunately, in business we must maintain some profits to feed our employees and families.

If you are needing anything additional or need any help at all presenting this to the board, please let me know and I will be happy to assist. Enjoy your weekend. Thank you for understanding.

Jimmy Gill – Chief Executive Officer
Custom Truck and Body Works, Inc.
M:706-977-7095
P: 706.553.9178
F: 706.553.9179