

RELIANT FIRE APPARATUS, INC.

P.O. BOX 470 • SLINGER, WISCONSIN 53086 • PHONE (262) 297-5020



February 14, 2022

City of Oelwein
Public Safety Chief Jeremy Logan
20 2nd Ave SW
Oelwein, IA 50662

Proposal Detail: Reliant Fire Apparatus Proposal #546 dated February 14, 2022, for one Pierce Enforcer 100' Mid Mount Tower.

Dear Chief Logan,

Thank you for the opportunity to present this Proposal Detail to the City of Oelwein. Attached you will find the completed proposal for the apparatus to be furnished. This price is based on the Request for Proposal and all published addendums received from the Oelwein Fire Department. The pricing information for the Proposal Detail is as follows:

Pricing Summary:

Base Unit Price Prior to Payment Discount Options Detailed Below: \$1,650,075.00

100% Prepayment Option:

Should you 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:

Base Unit Price Prior to Payment Discount:	\$1,650,075.00
Less Advanced Payment Discount:	\$70,953.00
Contract Purchase Price:	<u>\$1,579,122.00</u>

Progress Payment Option:

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

Base Unit Price Prior to Progress Payment Discount:	\$1,650,075.00
Less Chassis Progress Payment Discount:	\$14,722.00
Less Aerial Progress Payment Discount:	\$9,348.00
Contract Purchase Price:	<u>\$1,626,005.00</u>

Chassis progress payment due will be in the amount of \$490,743.00. Aerial progress payment due will be in the amount of \$467,428.00.

The remaining balance of \$667,834.00 with the addition of all approved order changes will be due to Reliant Fire Apparatus Inc. 10 days prior to the apparatus departing Pierce Manufacturing, 2600 American Dr, Appleton, WI 54914

Other Payment Option:

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:

We have included the performance bond in the price of the Vehicle.

Terms and Conditions:

Pricing Validity – Proposal pricing is valid for 30 calendar days.

Delivery – Unit to be completed and prepared for final inspection within approximately 22 - 23 months from receipt and acceptance of contract or purchase order. Delivery lead time is based on current lead time at time of proposal. Lead time will be determined at time of contract/purchase order award.

Taxes – 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.

Freight – Delivery shall be F.O.B. Pierce Manufacturing, 2600 American Dr, Appleton, WI 54914.

Payment Form – Payment to be made in the form of cash or check.

Payment Terms:

Base Option:

Payment due in full too Reliant Fire Apparatus, Inc. N10 days prior to final inspection and delivery from the Pierce Manufacturing, Inc. build location.

100% Prepayment Option:

Payment due in full at time of receipt and acceptance of contract or purchase order.

Custom Chassis Aerial Progress Payment Option:

The chassis progress payment is due 120 days after receipt and acceptance of contract or purchase order.

The aerial progress payment is due 150 days after receipt and acceptance of contract or purchase order.

The remaining balance due 10 days prior to the apparatus departing Pierce Manufacturing, 2600 American Dr, Appleton, WI 54914.

Penalty Clause:

The tower configuration is a highly complex configuration that requires a bay build process. These apparatuses are not an assembly line build configuration. Therefore, tower apparatus is assigned a bay slot based on backlog of that specific product type and available bays within their specialized facility. Current backlog for towers can only be known exact based on the backlog of towers the day of contract entry and its designated assigned lead-time based on what towers have been booked between this proposal quote date and actual time of order by the Oelwein Fire Department with Reliant Fire

Apparatus, Inc., and Pierce. Based on customers attempting to capture past years pricing and order of apparatus prior to the February 1st price increase; there has been historical trends for Pierce's backlog to fluctuate largely within these two (2) months based on the amount of orders received. Due to this unknown we can provide the Oelwein Fire Department 14 months with three (3) penalty clause options of choice:

Option #1: No Penalty Clause: If no penalty clause is required within the contract we are prepared and would quote on the contract a proposed lead-time for this product based on current backlog of 22 - 23, which is Pierce's current standard build time for this product utilizing the BMP program discussed.

Option #2: \$100.00 Per Day Penalty Clause: If a penalty clause of \$100.00 per day is required within the contract we are prepared and would quote on the contract a proposed lead-time for this product based on current backlog of 23 – 24 Months with terms not to exceed 2% of the total contract price.

Option #3: \$1,000.00 Per Day Penalty Clause: If a penalty clause of \$1,000.00 per day is required within the contract we are prepared and would quote on the contract a proposed lead-time for this product based on backlog of 26 – 27 Months with terms not to exceed 2% of the total contract price.

Any of the three (3) options above chosen will execute the Oelwein Fire Department Tower configuration to be loaded at Pierce's standard build time at time of order entry; however, option #2 and #3 will have extended delivery verbiage within the contract for unknowns as outlined above.

The selected option above would be noted in the contract agreement as chosen by the Oelwein Fire Department and lead-time quoted as such.

Stock Unit Offerings:

Pierce Manufacturing, Inc. does have an extensive portfolio of stock units. Although not requested in this RFP, if interest arises for potential availability of stock units for shortened lead times we can provide any information on such units if requested by the department.

BMP Unit Offerings:

Pierce Manufacturing, Inc. does provide an alternative build option platform should lead times also become a concern. Pierce lets you choose from custom, market-trending options with a wide range of chassis and configurations available. These options are then streamlined to allow for a quicker build time. However, not all options are available as with a build to order unit. Although not requested in this RFP, if interest arises for review of a potential BMP build for shortened lead times we can provide an analysis against this as requested RFP to advise what options would need to be changed and/or removed to qualify for a BMP program truck if requested by the department.


Said apparatus and equipment are to be built and shipped in accordance with the proposal hereto attached. Delays due to strikes, war, conflicts, pandemics, supply chain issues, or other causes beyond our control, could alter the delivery schedule.

The proposal herein contained shall form part of the final contract and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

This proposal for fire apparatus conforms with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of proposal, except for any items deemed to be "non-compliant" by the purchaser. All "non-compliant" items are details on the NFPA Statement of Exceptions included with the proposal.

We thank the Cit of Oelwein for the opportunity to submit Reliant Fire Apparatus proposal #546 to you. Should you have any questions or require any additional information, please do not hesitate to contact me directly, or contacting Reliant Fire Apparatus directly at (262) 297-5020.

Respectfully,



Eric Fibikar

RELIANT FIRE APPARATUS, INC.

319-939-1905

Ericf@Reliantfire.com