



July 28, 2017

Valdez Fire Department, AK
One (1) Velocity PUC Pumper AK710
Build Location: Appleton, Wisconsin

Proposal Price \$ 731,019.00

Less chassis progress payment discount (10,017.00)

The chassis progress payment in the amount of
\$333,912.00 will be due three (3) months prior to the
ready for pick up from the factory date.

Less payment upon completion @ factory discount (8,171.00)

* Deduct for 100% pre-payment with contract (17,946.00)

If this option is elected, the discount is in addition to the
chassis progress payment discount and the payment
upon completion at the factory discount.

Subtotal including all pre-pay discounts 694,885.00

Less customer drive-out discount
(Pierce Facility to Tacoma, WA) (4,500.00)

If this option is elected payment in full and proof of
insurance must be provided prior to leaving the factory
and the customer is responsible for compliance with all
state, local and federal DOT requirements including the
driver possessing a valid CDL license.

Less customer drive-out discount
(Tacoma, WA to Valdez, AK) (8,121.00)

Less performance bond (1,968.00)

Proposal price including discounts 680,296.00

Terms:

Based on the current delivery schedule the unit would be ready for delivery from factory within 9.5 to 12.5 months after contract execution. Delivery is subject to change pending Pierce's delivery schedule at order placement.

The above quote is subject to change.

An invoice will be provided 30 days prior to the chassis payment due date if elected.

If payment discount options are not elected standard payment terms will apply: Final payment will be due 30 days after the unit leaves the factory for delivery. If payment is not made at that time a late fee will be applicable.

The above prepayment discount is valid for orders placed no later than September 27, 2017. If order is not submitted prior to that date, the prepayment discount will be revised.

The proposal price is based on the unit being purchased through HGAC contract FS12-15.

Transportation of the unit to be driven from the factory is included in the pricing. However, if we are unable to obtain necessary permits, due to the weight of the unit, and the unit must be transported on a flat bed, additional transportation charges will be the responsibility of the purchaser. We will provide pricing at that time if necessary.

Three (3) factory inspection trips for three (3) fire department customer representatives is included in the above pricing. The inspection trips will be scheduled at times mutually agreed upon between the manufacture's representative and the customer. Airfare, lodging and meals while at the factory are included. If the Department elects to forgo an inspection trip \$2,250.00 per traveler (per trip) will be deducted from the final invoice.
