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PROPOSAL FOR PIERCE® FIRE APPARATUS

Salinas Fire Department
65 W. Alisal Street, #210
Salinas, CA 93901

DATE	July 17, 2017
QUOTE NO.	40717-17
EXPIRES	September 29, 2017
SALES REP.	Rich Myers

The undersigned is prepared to manufacture for you, upon an order being placed by you, for final acceptance by Pierce Manufacturing, Inc., at its home office in Appleton, Wisconsin, the apparatus and equipment herein named and for the following prices:

OPTION A: 100% PRE-PAYMENT AT TIME OF CONTRACT SIGNING

#	Description	Each
A	One (1) Pierce Enforcer Pumper (<i>HGAC contract FS12-15, TC06</i>)	524,830.67
B	Factory Inspection Trips (2 trips for 3 SFD representatives)	8,268.00
C	Delivery / Dealer Preparation	4,250.00
D	Performance Bond	1,456.22
E	DISCOUNT FOR FULL PAYMENT BY CITY OF SALINAS AT CONTRACT SIGNING	(24,748.06)
F	SUBTOTAL	514,056.83
G	State Sales Tax @ 9.25%	47,550.26
H	TOTAL PURCHASE PRICE	561,607.09

OPTION A: 100% PRE-PAYMENT AT TIME OF CONTRACT SIGNING TERMS AND CONDITIONS:

- 1) Salinas Fire Department shall pay the purchase price of **\$561,607.09** for the Product within fifteen (15) calendar days of contract signing directly to Pierce Manufacturing Inc.
- 2) The proposed delivery timeframe for the Product will not begin until Pierce Manufacturing Inc. approves the contract and receives full payment of the purchase price of **\$561,607.09**.
- 3) If payment of **\$561,607.09** is late and if Salinas Fire Department elects not to have the delivery extended, **\$200.00** per calendar day will be added to the final invoice.

OPTION B: PAYMENT AT TIME OF DELIVERY / ACCEPTANCE

#	Description	Each
A	One (1) Pierce Enforcer Pumper (<i>HGAC contract FS12-15, TC06</i>)	524,830.67
B	Factory Inspection Trips (2 trips for 3 SFD representatives)	8,268.00
C	Delivery / Dealer Preparation	4,250.00
D	Performance Bond	1,456.22
E	SUBTOTAL	538,804.89
F	State Sales Tax @ 9.25%	49,839.45
G	TOTAL PURCHASE PRICE	588,644.34

OPTION B - PAYMENT AT TIME OF DELIVERY / ACCEPTANCE TERMS AND CONDITIONS:

- Salinas Fire Department shall pay the purchase price of **\$588,644.34** for the Product within thirty (30) calendar days after the Product departs the manufacturing facility.
- If payment of **\$588,644.34** is late, **\$200.00** per calendar day will be added to the final invoice.

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or intentional conflict, failures to obtain chassis, materials, or other causes beyond our control not preventing, within about 325 TO 355 calendar days after receipt of this order and the acceptance thereof at our office at Appleton, Wisconsin, and to be delivered to you at SALINAS, CALIFORNIA.

The specifications herein contained shall form a part of the final contract, and are subject to changes desired by the purchaser, provided such alterations are interlined prior to the acceptance by the company of the order to purchase, and provided such alterations do not materially affect the cost of the construction of the apparatus.

The proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications. Any increased costs incurred by first party because of future changes in or additions to said DOT or NFPA standards will be passed along to the customers as an addition to the price set forth above.

Any Purchase Order (PO) issued as a result of this proposal should be made out to Pierce Manufacturing Inc.

Unless accepted by September 29, 2017, the right is reserved to withdraw this proposition.

Respectfully Submitted,



Authorized Sales Representative