



September 10, 2019

Maricopa Fire & Medical Department, AZ
One (1) Pierce Velocity PUC 107' Ascendant Ladder CC646
Build Location: Appleton, WI

Proposal Price	\$1,189,321.00	
Arizona State Sales Tax @ 5.6%		66,601.98
Phoenix Sales Tax @ 2.7%		32,111.67
PHX Transportation Plan Tax @ 0.3% of \$10,303.00		30.91
Total Bid Price Including Sales Tax		<u>\$ 1,288,065.56</u>
Less chassis progress payment discount	(12,024.00)	
The chassis progress payment in the amount of \$400,789.00 will be due three (3) months prior to the ready for pick up from the factory date.		
Less aerial device progress payment discount	(5,364.00)	
The aerial payment in the amount of \$268,211.00 will be due two (2) months prior to the ready for delivery from the factory date.		
Less payment upon completion @ factory discount	(12,921.00)	
* Deduct for 100% pre-payment with contract	(20,360.00)	
If this option is elected, the discount is in addition to the chassis progress payment discount and the payment upon completion at the factory		
Subtotal including all pre-pay discounts	<u>\$1,138,652.00</u>	
Arizona State Sales Tax @ 5.6%		63,764.51
Phoenix Sales Tax @ 2.7%		30,743.60
PHX Transportation Plan Tax @ 0.3% of \$10,303.00		30.91
Total Bid Price Including Pre-Pay Discounts & Sales Tax		<u>\$ 1,233,191.02</u>
Less customer drive-out discount	(5,250.00)	
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 performance bond	(3,203.00)	
Proposal price including discounts	<u>\$1,130,199.00</u>	
Arizona State Sales Tax @ 5.6%		63,291.14
Phoenix Sales Tax @ 2.7%		30,515.37
PHX Transportation Plan Tax @ 0.3% of \$10,303.00		30.91
Total Bid Price Including All Discounts & Sales Tax		<u>\$ 1,224,036.42</u>

Terms:
Based on the current delivery schedule the unit would be ready for delivery from factory within 8 to 11 months after contract execution. Delivery is subject to change pending Pierce's delivery schedule at order placement.

An invoice will be provided 30 days prior to the chassis and aerial payment due dates if they are elected.

An invoice will be provided upon order processing for the 100% prepayment 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 quote is subject to change.

Purchasing documents will be between Hughes Fire Equipment and the Customer.

The proposal price is based on the unit being purchased per the City of Mesa's Fire Apparatus Master Purchase Agreement, Contract Number 2014173.

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

One (1) factory inspection trip for four (4) fire department customer representatives is included in the above pricing. The inspection trip will be scheduled at a time 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 \$1,850.00 per traveler (per trip) will be deducted from the final invoice.