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PROPOSAL FOR PIERCE® FIRE APPARATUS

Contra Costa County Fire Protection District
2010 Geary Road
Pleasant Hill, CA 94523

DATE	September 9, 2015
QUOTE NO.	90909-15
EXPIRES	November 30, 2015
SALES REP.	Ryan Wright

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	Four (4) Velocity 1500 GPM Pumpers	2,303,798.20
B	One (1) Velocity Heavy Duty Rescue	625,931.32
C	One (1) 100' Velocity Tractor Drawn Aerial	1,076,455.52
D	DISCOUNT FOR 100% PRE-PAYMENT AT CONTRACT SIGNING	(201,031.13)
E	APPARATUS COST	3,805,153.91
F	State Sales Tax @ 8.50%	323,438.08
G	TOTAL PURCHASE PRICE	4,128,591.99

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

- 1) The Contra Costa County FPD shall pay the entire contract amount of **\$4,128,591.99** within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.
- 2) **Customer is entitled to this discount if Oshkosh Capital makes payment on behalf of the customer.** Oshkosh Capital shall pay the entire contract amount of **\$4,128,591.99** within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.
- 3) Proposed delivery timeframe after receipt / acceptance of contract (or purchase order) will not begin until full payment of **\$4,128,591.99** is received by Pierce Manufacturing Inc.
- 4) If payment of **\$4,128,591.99** is late and if the customer elects not to have the delivery extended, **\$925.00 PER CALENDAR DAY** will be deducted from the 100% pre-payment discount at time of final invoice.

OPTION B: PAYMENT AT TIME OF DELIVERY / ACCEPTANCE

#	Description	Each
A	Four (4) Velocity 1500 GPM Pumpers	2,303,798.20
B	One (1) Velocity Heavy Duty Rescue	625,931.32
C	One (1) 100' Velocity Tractor Drawn Aerial	1,076,455.52
D	APPARATUS COST	4,006,185.04
E	State Sales Tax @ 8.50%	340,525.73
F	TOTAL PURCHASE PRICE	4,346,710.77

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 285 to 325 CALENDAR DAYS ON PUMPERS, 465 to 505 CALENDAR DAYS ON TILLER, 510 to 550 CALENDAR DAYS ON RESCUE after receipt of this order and the acceptance thereof at our office at Appleton, Wisconsin, and to be delivered to you at CONCORD, 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 November 30, 2015, the right is reserved to withdraw this proposition.

Respectfully Submitted,



Authorized Sales Representative