



September 13, 2023

Flagstaff Fire Department, AZ
One (1) International Wildland BX3 EM769 Stock 38647
Build Location: Bradenton, FL

Proposal Price	\$531,896.00	
Arizona State Sales Tax @ 5.60%		29,786.18
Phoenix Sales Tax @ 2.70%		14,361.19
PHX Transportation Plan Tax @ 0.3% of \$11,631.00		34.89
Total Bid Price Including Sales Tax		\$576,078.26
Less payment upon completion @ factory discount	(4,691.00)	
Subtotal including all pre-pay discounts	\$527,205.00	
Arizona State Sales Tax @ 5.60%		29,523.48
Phoenix Sales Tax @ 2.70%		14,234.54
PHX Transportation Plan Tax @ 0.3% of \$11,631.00		34.89
Total Bid Price Including Pre-Pay Discounts & Sales Tax		\$570,997.91

Terms:

Price Expiration: The above pricing is valid until October 27, 2023.

Future Changes: Various state or federal regulatory agencies (e.g. NFPA, DOT, EPA) may require changes to the Specifications and in any such event any resulting cost increases incurred to comply will be added to the Purchase Price to be paid by the Customer and documented on a Change Order.

Commercial Chassis & Component Price Volatility: The pricing provided is based on our best estimate factoring Pierce's backlog of apparatus and historical chassis model year pricing & availability. Company shall not be responsible for any commercial chassis price increases including changes to model year enacted by a commercial chassis supplier or price increase of any major components of Product (including but not limited to engine, transmission, and fire pump) after the execution of contract. Any price increase of commercial chassis or major component of product will be passed through to end user and will be documented on a Change Order.

Delivery: This apparatus is currently in production and has a completion at the factory dates of December, 2023.

Stock/Demo Units:

- a. This stock unit is available on a first come / first serve basis.
- b. This stock unit is sold on an As is basis with a Pierce (1) year bumper to bumper warranty and any remaining vendor warranties.

Payment Terms:

- a. If pre-payment discount options are elected, the following terms will apply:
 - i. **Payment Upon Completion at Factory Discount:** If elected, final payment is due prior to apparatus leaving the factory for delivery. If payment is not processed upon receipt of invoice the discount total will be required in addition to the invoice amount.
 - b. If pre-payment discount options are not elected standard payment terms will apply: Final payment will be due 30 days after the apparatus leaves the factory for delivery. If payment is not made at that time a late fee will be applicable.
 - c. Payments made for apparatus using a credit card will be applicable to a credit card convenience fee.

Consortium Purchase: The proposal is based on the apparatus being purchased through Sourcewell utilizing Contract No. 113021-OKC-1 valid until 2/10/2026. It is the purchaser's responsibility to determine if the use of consortiums meets their purchasing requirements.

Performance Bond: A performance bond is not included in the above pricing.

Transportation: Transportation of the apparatus to be driven from the factory to the customers location is included in the above pricing. However, if permits are not obtainable, due to the weight of the apparatus, and the apparatus must be transported on a flat bed, additional Transportation charges will be the responsibility of the customer. We will provide pricing at that time if necessary. If customer elects to drive the apparatus from the factory, **\$8,500.00** may be deducted from the purchase price. 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.

Inspection Trips: One (1) factory inspection trip for four (4) 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, during the window provided by the manufacturer. Airfare, lodging and meals while at the factory are included. In the event the customer is unable to travel to the factory or the factory is unable to accept customers due to the restrictions caused by a national disaster or pandemic then the Dealership reserves the right to use forms of electronic media to accomplish the intention of the inspection trip. Every effort will be made to make the digital media as thorough as possible to satisfy the expectations of the of the customer. If the customer elects to forgo an inspection trip \$2,400.00 per traveler (per trip) will be deducted from the final invoice.

Persistent Inflationary Environment: Effective September 1, 2023, verbiage concerning the Persistent Inflationary Environment must be present on customer purchase document. Please speak with your sales representative for the specific terms that are a requisite for acceptance of order.

Acceptance of Proposal: If the customer wishes to purchase the proposed apparatus Hughes Fire Equipment will provide the Customer its form of Purchase Agreement for the Customer's review and signature. If the Customer desires to use its standard form of purchase order as the Purchase Agreement, the purchase order is subject to review for any required revisions prior to acceptance. **All purchase orders shall be made out to Hughes Fire Equipment, Inc., reference proposal EM769 component list dated 9/13/2023, and must be signed and dated.**