



August 23, 2016

Stockton Fire Department
425 N. El Dorado Street
Stockton, CA 95202

Attention: Chief Erik Newman,

Thank you for the opportunity to propose the following piece of Rosenbauer custom fire apparatus:

Two (2) 2017 Rosenbauer, 3/16" FX 1500 GPM Pumper with a Commander Custom Chassis

| | <u>Base Price</u> | <u>Chassis Pre-Pay</u> |
|-------------------------------------|---------------------|------------------------|
| Chassis Cost (per unit) | \$226,229.00 | \$217,528.00 |
| Body Cost (per unit) | \$274,977.00 | \$274,977.00 |
| Performance Bond (per unit) | \$2,525.00 | \$2,482.00 |
| Delivery (Non-taxable) | <u>\$3,773.00</u> | <u>\$3,773.00</u> |
| Total cost per unit, with Discount | <u>\$507,504.00</u> | <u>\$498,760.00</u> |
| Total cost, two (2) units, less tax | \$1,015,009.00 | \$997,520.00 |

Included in above price:

Delivery, 295-335 days after receipt of order
Pre-con, for three (3) at Rosenbauer SD
Final, for three (3) at Rosenbauer SD
Delivery, City of Stockton Corp. Yard
Three (3) days on site training
Repaint and graphics for Engine 2, 10, & 12.

Chassis discount if paid for within 15 days after arrival at plant.

Terms - Payment due upon acceptance.

Above reflects current NJPA pricing

Sales tax to be remitted by City of Stockton

Thank you again for this opportunity to work with the Stockton Fire Department, if you have any questions regarding the above proposal, please contact me at (209) 609-2542 or at howenstine@burtonsfire.com

Sincerely,

Ken Howenstine
Burton's Fire, In.c

Burton's Fire Inc.

1301 Doker Dr
Modesto, CA 95351
209-544-3161
209-544-1109 Fax
Website: www.burtonsfire.com

South Dakota Division

100 Third Street
Lyons, SD 57041
605-543-5591
605-543-9701 Fax
E-mail: sales@rosenbaueramerica.com

Minnesota Division

5181 260th Street
P.O. Box 549
Wyoming, MN 55092
651-462-1000
651-462-1700 Fax
E-mail: sales@rosenbaueramerica.com

Aerial Division

870 South Broad Street
Fremont, NE 68025
402-721-7622
402-721-7622 Fax
E-mail: sales@rosenbaueramerica.com



August 23, 2016

Stockton Fire Department
425 N. El Dorado Street
Stockton, CA 95202

Attention: Chief Erik Newman,

Thank you for the opportunity to propose the following piece of Rosenbauer custom fire apparatus:

One (1) 2016 Rosenbauer, 100' EXT Tractor Drawn Aerial with a Commander 4000 Custom Chassis

| | <u>Base Price</u> | <u>Chassis & Aerial Pre-Pay</u> |
|------------------------|-------------------|-------------------------------------|
| Chassis Cost | \$582,479.83 | \$568,273.00 |
| Body Cost | \$297,429.38 | \$290,175.00 |
| Aerial Cost | \$268,142.05 | \$261,602.00 |
| Delivery (Non-taxable) | <u>\$6,168.00</u> | <u>\$6,168.00</u> |
| Total cost per unit | \$1,154,219.25 | \$1,126,218.00 |

Included in above price:

Delivery, 300-345 days after receipt of order
Pre-con, for three (3) at Rosenbauer MN
Mid-Point, for (3) at Rosenbauer MN
Final, for three (3) at Rosenbauer MN
Delivery, City of Stockton Corp. Yard
Three (3) days on site training
Performance Bond

Chassis& Aerial discount if paid for within 15 days after arrival at Wyoming, MN Facility.
All California DMV & Document prep fees are included in the above pricing.

Terms - Payment due upon acceptance.

Above reflects current NJPA pricing

Sales tax to be remitted by City of Stockton

Thank you again for this opportunity to work with the Stockton Fire Department, if you have any questions regarding the above proposal, please contact me at (209) 609-2542 or at howenstine@burtonsfire.com

Sincerely,

Ken Howenstine
Burton's Fire, In.c

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Modesto, CA 95351
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South Dakota Division

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Minnesota Division

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P.O. Box 549
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651-462-1700 Fax
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Aerial Division

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