



December 27, 2016

Assistant Chief Don Davids
City of Aurora Fire Department
75 N. Broadway
Aurora, IL 60505

Aurora Fire Department Ambulance Tag On proposal 2017.

Chief Davids,

Thank you again for the opportunity to work with you and the City of Aurora on the next ambulance project.

We are proposing the following purchase to tag onto the previous contract(s) between Fire Service, Inc. and the City of Aurora, IL. The Purchase of the previous unit 361081, was approved utilizing the tag on opportunities provided within those contract(s). The base pricing for the new unit(s) as specified in the bid with changes approved is as follows:

2016 Model year units must contract prior to 1/31/17 *

(1) 2016 Wheeled Coach Ford F450 4x2 Type I AD Ambulance	
a. Net Purchase 1 unit 2016 MY Base	\$ 220,365.00
b. Purchase (2) 2016 Units same PO Base	\$ 440,730.00
i. Multi-Unit Discount	(\$ 11,226.00)
ii. Add (1) Power Load System Installed ea. (\$24,634.00)	\$ 49,268.00
iii. Net Purchase 2 units 2016 MY with AFD adds	\$478,722.00

2017 Model Year units contracted after 1/31/16 and expires February 28, 2017 #

(2) 2017 Wheeled Coach Ford F450 4x2 Type 1 AD Ambulance	
a. Net Purchase 1 unit 2017 MY Base	\$224,284.00
b. Purchase (2) 2016 Units same PO Base	\$ 448,568.00
i. Multi-Unit Discount	(\$ 11,500.00)
ii. Add (1) Power Load System Installed ea. (\$24,634.00)	\$ 49,268.00
iii. Net Purchase 2 units 2016 MY with AFD adds	\$486,336.00

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* Pricing differences between previous unit purchased in January 2016 and current is 5.0%. The previous unit was a 2016 model year chassis, built under 2015 production costs. The January 2016, 2% increase was not passed into the last order, and there was an adjustment in December of 3% for labor and materials going forward. Also, Stryker has had a pricing adjustment in November 2016 which is passed forward. The proposal for 2016 model year chassis is price protected until January 31, 2017, with consideration to the chassis availability.

This current proposal includes previous adjustments above and the 2017 applicable Ford chassis price increase for the 2017 model year. This price is valid until February 27, 2017.

Currently, we have (2) 2016 MY chassis on hold for Aurora, with a noted savings purchasing these 2016 chassis. The 2017 chassis are on ground and subject to availability. A delay in ordering into January 2016 may result in a significant delay in chassis as they may need to be ordered, and the price protection offered expires. Note, the 2017 model year chassis forces a suspension change to AFD from Kelderman to Liquid Spring, as the 2017 Chassis is not engineered to accommodate any other aftermarket suspension.

I have enclosed the current build order for your review. I look forward to meeting with you soon to finalize. I again, am grateful for your continued business and as always contact me with any questions.

Regards,

Jeff LeBeda

Jeff LeBeda
Director of Sales and Business Development
Fire Service, Inc.

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