



## Apparatus Sales & Service

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January 6, 2017

Assistant Chief Don Davids  
City of Aurora Fire Department  
75 North Broadway  
Aurora, IL. 60507-2067

Re: E-ONE Platform Purchase

Thank you for your continued interest in E-ONE Emergency Response Apparatus.

### **Apparatus Purchase**

At your request, the following confidential pricing information is being provided for the purchase of an E-ONE Cyclone II 95' Aerial Platform Apparatus purchased thru the Houston-Galveston Area Council Cooperative Purchasing Program (H-GAC).

The purchase price of this apparatus is **\$ 987,855.00**.

Delivery will be F.O.B. Aurora, IL. and will be made approximately 330-360 calendar days after receipt of a City of Aurora Purchase Order and proper execution of a Fire Service, Inc. Purchase Agreement by both parties. Terms of payment are cash upon delivery unless otherwise stated.

The above pricing information does not include any loose equipment for the apparatus except loose equipment described in the specifications. Associated delivery charges, Performance Bond charges, a Pre-Delivery Inspection at the Fire Service, Inc. facility prior to delivery, one (1) Prebuild Conference factory trip to E-ONE, and one (1) Final Inspection factory trip to E-ONE are included in the above pricing information.

Note: the above pricing shall be valid for sixty (60) days.

It should be noted that the final purchasing price of the apparatus may change based upon any changes that may be requested to the design of the apparatus. The City of Aurora Fire Department shall be advised of any such changes and will be required to approve those changes.

**Apparatus Trade-In**

Trade-in of your existing reserve Truck 21 (1995 E-ONE 95' Platform Apparatus) is being offered through Fire Service, Inc. A current ladder test, current ladder inspection, and apparatus in working condition will be required at time of trade-in. The trade-in value shall be \$ 10,000.00. The trade-in value amount shall be deducted from the final invoice amount.

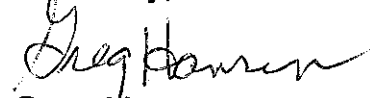
**Prepayment at Contract Award**

Prepayments are not required of Illinois municipalities or fire protection districts by E-ONE, Inc. However, should the purchasing authority elect to make a prepayment, there is a pre-payment discount available.

Prepayments at contract award are accepted for 100% of the contract value. Your prepayment must be received within 30 calendar days of the date of your purchase order or acceptance of a purchase contract for the apparatus. A prepayment under this scenario will result in a fixed discount from the apparatus purchase price in the amount of \$ **34,821.00**.

Thank you in advance for your consideration. Fire Service, Inc. along with E-ONE looks forward to working with you on this upcoming apparatus purchase.

Sincerely,



Greg Hansen  
Apparatus Sales Representative