

ALLEGIANCE

— FIRE & RESCUE —

2181 Providence Highway
Walpole, MA 02081
508.668.3112
www.AllegianceFR.com

November 6, 2024

Chief Michael Carroll
Stoughton Fire Department
1550 Central Street
Stoughton, MA 02072

Dear Chief Carroll,

Purchase Price of the Rear Mount Aerial Platform is estimated at \$2,204,166.00 for a July 2025 Purchase.

You may pay upon delivery of the truck, COD.

We have two (2) options for discounts,

1. If a chassis progress payment is made approximately 120 days before the trucks are completed, you can delete **\$20,966.00** If you then make an Aerial progress payment, approximately 90-120 days before the trucks are completed you and delete an additional **\$9,713.00**
2. If a 100% prepayment is made within 15 days of an executed contract, you may deduct **\$95,000.00** off the cost of the aerial. #1 and #2 cannot be combined.

The current build time for aerials within our BMP program is approximately 44 months. By purchasing the aerial next year, you have secured a build spot and price protection except for the PPI clause in the contract.

Yearly increases have been averaging 6-8 % per year. If we take that percentage, the estimated cost of the truck if ordered in 44 months would be \$499,786.00-\$683,512.00 more.

Please contact me if you have any further questions regarding the proposal and pricing.

Thank you,

Sincerely,

Raymond Smith

Raymond Smith
Director of Sales
Allegiance Fire & Rescue
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