

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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