

Coeur d'Alene Fire Department

Cost Proposal Form

Business Name: General Fire / Rosenbauer

Address: Spokane, Wash. 99202

The undersigned proposes to deliver to the City of Coeur d'Alene, Kootenai County, Idaho, subject to acceptance of this proposal and the execution of appropriate purchase agreement.

THREE (3) 1500 gpm FIRE ENGINES AND EQUIPMENT
ONE (1) AERIAL APPARATUS AND EQUIPMENT
ONE (1) TYPE 6 WILDLAND APPARATUS
(Specifications attached).

ENGINES:

Delivery will be 325 calendar days from contract award.

Apparatus price each as proposed: \$612,263⁰⁰ w/3-unit order

Total cost of three (3) complete fire engines and equipment.

FOB Coeur d'Alene, ID: \$1,836,789.00

AERIAL:

Delivery will be 365 calendar days from contract award.

Aerial apparatus price as proposed:

FOB Coeur d'Alene, ID: \$1,023,662⁰⁰ each

TYPE 6 WILDLAND ENGINE:

- o Delivery will be 295 calendar days from contract award.
(or)
- o Delivery will be 120-150 calendar days from delivery of chassis from manufacturer.

Apparatus body price as proposed: \$ 139,576⁰⁰

Chassis Price as proposed: \$ 39,380⁰⁰

Total Cost of type 6 wildland apparatus.

FOB Coeur d'Alene, ID: \$ 178,956⁰⁰

Coeur d'Alene Fire Department

OPTION SECTION

Option #1 – Pre-payment

Credit for pre-payment of chassis and or pre-completion payments.

\$ 1,200⁰⁰ Type 6

\$ 10,000⁰⁰ 1500 GPM engine (each) \$ 30,000⁰⁰ Total

\$ 18,000⁰⁰ Aerial ~~chassis~~ Total

Option #2 – Optional Occupant Crash Protection – Engine

Cost for upgrading occupant protection package – Engine (each)

\$ Included in Bid Each Included in Bid Total

Option #3 – Optional Occupant Crash Protection – Aerial

Cost for upgrading occupant protection package – Aerial

\$ Included in Bid

Option #4 – Delete performance bond requirement

Credit for deletion of performance bond requirement.

\$ 750⁰⁰ Type 6

\$ 3,000⁰⁰ 1500 GPM engine (each) \$ 9,000⁰⁰ Total

\$ 5,000⁰⁰ Aerial

Option #5 – Cummins ISL-9 engine w/Allison 3000 series transmission

Credit for replacing the ISX12 & 4000 series transmission with a Cummins ISL9 & 3000 series transmission. 1500 GPM engines only.

\$ 19,455⁰⁰ Each 58,365 Total

Option #6 – Fire department funded inspection trips

Credit for pre-paint and final inspection trips to be funded by the fire department **Does not include additional trips required due to units not ready for inspection or requiring re-inspection.** Additional trips required beyond purchasers control shall remain the responsibility of the contractor.

Type 6:

\$ 500 Pre-paint \$ 500⁰⁰ Final

\$ 1,000⁰⁰ Total / Type 6

Coeur d'Alene Fire Department

1500 GPM engines:

\$ 5,000⁰⁰ Pre-paint \$ 5,000⁰⁰ Final

\$ 10,000⁰⁰ Total / 1500 GPM engines

Aerial:

\$ 5,000⁰⁰ Pre-paint \$ 5,000 Final

\$ 10,000⁰⁰ Total Aerial

Option #7 - Hydraulic 8.0 kw Generator

Credit for substitution of the specified APU system for a hot shift, PTO drive, 8.0 kw hydraulic generator. Onan Brand

\$ 2,125⁰⁰ 1500 GPM engine (each) \$ 6,375 Total

\$ 2,125 Aerial

Option #8 - Light Tower (1500 GPM Engines)

Credit for substituting LED light heads on the Command light tower for comparable quartz light heads. KL-475; See options page

\$ 16,145 1500 GPM engine (each) \$ 48,435⁰⁰ Total

Dated this 11 day of September, 2015

By: Brenden Foster

Title: Sales & Operation Manager



To: CITY OF COUER D' ALENE FIRE DEPARTMENT
710 MULLAN AVENUE
COUER D' ALENE, IDAHO 83814

DATE: 9/17/2015

We hereby propose and agree to furnish, after your acceptance of this proposal and the proper execution by the CITY OF COUER D' ALENE FIRE DEPARTMENT, hereinafter called the BUYER and an officer of General Fire Apparatus, Inc. and/or Rosenbauer South Dakota, LLC, hereinafter called the COMPANY, the following apparatus and equipment:

ROSENBAUER PUMPER APPARATUS BODY MANUFACTURED BY ROSENBAUER SOUTH DAKOTA, LLC AND SPECIFIED EQUIPMENT	\$112,120.00
FORD F-550 CHASSIS	<u>\$39,380.00</u>
TOTAL ...	\$151,500.00*

ONE HUNDRED FIFTY-ONE THOUSAND FIVE HUNDRED DOLLARS

All of which are to be built in accordance with the specifications, clarifications and exceptions attached, and which are made a part of this agreement and contract.

DELIVERY: The estimated delivery time for the completed apparatus, is to be made 295 days after receipt of and approval of this contract duly executed, (chassis must arrive within 120 days or delivery may be delayed), subject to all causes beyond the Company's control. The quoted delivery time is based upon our receipt of the specified materials required to produce the apparatus in a timely manner. The Company cannot be held responsible for delays due to Acts of God, Labor Strikes, or Changes in Governmental Regulations that result in delayed delivery to our manufacturing facilities of these specified materials. This delivery estimate is based on the Company receiving complete and accurate paperwork from the Buyer and that no changes take place during pre-construction, mid-point inspections or final inspections. Changes required or requested by the Buyer during the construction process may be cause for an increase in the number of days required to build said apparatus.

PAYMENT TERMS: Final payment for the apparatus shall be made at time of delivery or pick up of the completed vehicle. It is the responsibility of the Buyer to have full payment ready when the apparatus is complete and ready to deliver. If payment is delayed or delivery is delayed pending payment, a daily finance and storage fee may apply. Upon delivery of the apparatus or upon pickup of the apparatus by the Buyer, Buyer agrees to provide all liability and physical damage insurance. It is further agreed that if on delivery and test, any defects should develop, the Company shall be given reasonable time to correct same. Guarantee of the chassis is subject to the guarantee of the chassis manufacturer.

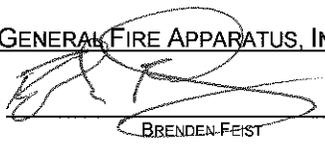
VARIOUS MISCELLANEOUS PROVISIONS: This agreement shall be construed in accordance with the laws of the State of South Dakota. The parties agree that any litigation arising from or in connection with any dispute between the parties under this agreement shall be venued in South Dakota. The parties agree that this agreement bears a rational relationship to the State of South Dakota, and they consent to the personal jurisdiction of such state and further consent and stipulate to venue in the above described court.

***NOTE: IF CHASSIS IS PAID FOR UPON ARRIVAL AT PLANT IN LYONS, SD, DEDUCT \$1,200.00.**

The amount in this proposal shall remain firm for a period of 30 days from the date of same.

Respectfully submitted,

DEALER: GENERAL FIRE APPARATUS, INC.

SALES REP: 
BRENDEN FEIST

BUYER:

We accept the above proposal and enter into contract with signature below.

Title _____

Title _____

Date _____

After company receipt of this document signed by the Buyer, the document will be reviewed and upon approval, countersigned by General Fire Apparatus, Inc. and/or Rosenbauer South Dakota, LLC thereby putting the document in force.

Title _____

Date _____

www.rosenbaueramerica.com

info@rosenbaueramerica.com

ROSENBAUER SOUTH DAKOTA, LLC.
100 THIRD STREET
P.O. BOX 57
LYONS, SOUTH DAKOTA 57041
P: 605.543.5591

ROSENBAUER MINNESOTA, LLC.
5181 280TH STREET
P.O. BOX 549
WYOMING, MINNESOTA 55092
P: 651.462.1000

ROSENBAUER MOTORS, LLC.
5190 280TH STREET
P.O. BOX 549
WYOMING, MINNESOTA 55092
P: 651.462.1000

ROSENBAUER AERIALS, LLC.
870 SOUTH BROAD STREET
FREMONT, NEBRASKA 68025
P: 402.721.7622

Coeur d'Alene Fire Department

Cost Proposal Form

Business Name: Cascade Fire & Safety

Address: 123 South Front Street, Yakima WA, 98901

The undersigned proposes to deliver to the City of Coeur d'Alene, Kootenai County, Idaho, subject to acceptance of this proposal and the execution of appropriate purchase agreement.

**THREE (3) 1500 gpm FIRE ENGINES AND EQUIPMENT
ONE (1) AERIAL APPARATUS AND EQUIPMENT
ONE (1) TYPE 6 WILDLAND APPARATUS**
(Specifications attached).

ENGINES:

Delivery will be 330-390 calendar days from contract award. Specific completion dates can be determine upon contract award and pre construction meeting

Apparatus price each as proposed: \$ 624,981.00

Total cost of three (3) complete fire engines and equipment.

FOB Coeur d'Alene, ID: \$1,874,943.00

AERIAL:

Delivery will be 390-420 calendar days from contract award. Specific completion dates can be determine upon contract award and pre construction meeting

Aerial apparatus price as proposed:

FOB Coeur d'Alene, ID: \$ 1,204,862.00

TYPE 6 WILDLAND ENGINE:

- o Delivery will be _____ calendar days from contract award.
(or)
- o Delivery will be 120-180 calendar days from delivery of chassis from manufacturer. Specific completion dates can be determine upon contract award and pre construction meeting

Apparatus body price as proposed: \$ 167,112.00

Chassis Price as proposed: \$ 42,873.00

Total Cost of type 6 wildland apparatus.

FOB Coeur d'Alene, ID: \$209,985.00

Bid Prices do not include any Idaho State or Federal Sales Tax

Coeur d'Alene Fire Department

OPTION SECTION

Option #1 – Pre-payment

Credit for pre-payment of chassis and or pre-completion payments.

\$ Please see proposal page Type 6

\$ Please see proposal page 1500 GPM engine (each) \$ _____ Total

\$ Please see proposal page Aerial

Option #2 – Optional Occupant Crash Protection – Engine

Cost for upgrading occupant protection package – Engine (each)

* (\$ 10,416.00) **Each** (\$ 31,248.00) **Total**

* This option is already included in the bid price, so this amount would be credited to bid price if removed

Option #3 – Optional Occupant Crash Protection – Aerial

Cost for upgrading occupant protection package – Aerial

\$ 8,000.00 to add

Option #4 – Delete performance bond requirement

Credit for deletion of performance bond requirement.

(\$1,400.00) Type 6

(\$ 4,115.00) 1500 GPM engine (each) \$ 12,345.00 Total

(\$ 7,900.00) Aerial

Option #5 – Cummins ISL-9 engine w/Allison 3000 series transmission

Credit for replacing the ISX12 & 4000 series transmission with a Cummins ISL9 & 3000 series transmission. 1500 GPM engines only.

(\$ 22,223.00) **Each** (\$66,669.00) **Total**

Option #6 – Fire department funded inspection trips

Credit for pre-paint and final inspection trips to be funded by the fire department **Does not include additional trips required due to units not ready for inspection or requiring re-inspection.** Additional trips required beyond purchasers control shall remain the responsibility of the contractor.

Coeur d'Alene Fire Department

Type 6:

(\$ 3,900.00) Pre-paint (\$ 3,900.00) Final

(\$ 7,800.00) Total / Type 6

1500 GPM engines:

(\$ 3,900.00) Pre-paint (\$ 3,900.00) Final

(\$ 7,800.00) Total / 1500 GPM engines

Aerial:

(\$ 3,900.00) Pre-paint (\$ 3,900.00) Final

(\$ 7,800.00) Total Aerial

Option #7 – Hydraulic 8.0 kw Generator

Credit for substitution of the specified APU system for a hot shift, PTO drive, 8.0 kw hydraulic generator.

(\$ 13,177.00) 1500 GPM engine (each) (\$ 39,531.00) Total

**(\$ 8,841-12,876) Aerial

**8KW Generator is already in specification and bid price. The Generator is needed to run 120 volt lights and cord reels in the specification. The \$8,841 cost is just the Generator the \$12,876 is for the related items for the Generator system.

Option #8 – Light Tower (1500 GPM Engines)

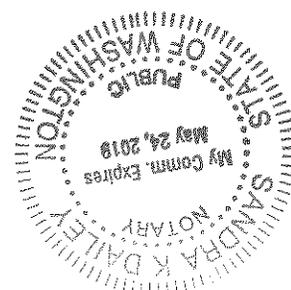
Credit for substituting LED light heads on the Command light tower for comparable quartz light heads.

\$ No change in price 1500 GPM engine (each) \$ _____ Total

Dated this 17th day of September, 20015

By: Mark Merrill

Title: President



Sandra K. Dailey



123 S. Front St. Yakima, WA 98901

September 21st, 2015

This proposal has been prepared for: Coeur d' Alene Fire Department

Cascade Fire & Safety / KME is very pleased to propose the KME product line to meet the intentions of Coeur d' Alene Fire Department specifications. The proposed unit will be tested and certified by Underwriter's Laboratories (UL) to meet the current NFPA 1901. The proposed unit is priced and will be built to the KME proposal specifications to meet the intent of the fire departments specifications. All system designs, dimensions and performances will be as stated in the KME proposal.

- Inspection Trips included in bid price for Three (3) CFD personnel per apparatus type
- 100% Performance Bond is included to cover any pre payments

Pre-payment options:

- (Not Included in bid) Pre-payment discounts – shown below
- Pre-payment to be made within 15 days of contract signing

All (3) Three Pumpers:

- | | |
|---------------|---------------|
| • 100% Prepay | (\$73,385.00) |
| • 90% Prepay | (\$66,046.00) |
| • 75% Prepay | (\$55,039.00) |
| • 50% Prepay | (\$36,692.00) |
| • 25% Prepay | (\$18,346.00) |

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Office 509-453-6527

Toll Free 1-800-572-3939

Fax 509-457-2890

www.cfireinc.com





123 S. Front St. Yakima, WA 98901

Aerial:

- 100% Prepay (\$44,377.00)
- 90% Prepay (\$39,940.00)
- 75% Prepay (\$33,283.00)
- 50% Prepay (\$22,189.00)
- 25% Prepay (\$11,094.00)

Type 6:

- 100% Prepay (\$4,346.00)
- 90% Prepay (\$3,911.00)
- 75% Prepay (\$3,260.00)
- 50% Prepay (\$2,173.00)

Federal Tax ID #91-0584594

Company: Cascade Fire Equipment

By: Mark Merritt

Title: President

Date: September 17th, 2015

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Office 509-453-6527

Toll Free 1-800-572-3939

Fax 509-457-2890

www.cfireinc.com



Coeur d'Alene Fire Department

Cost Proposal Form

Business Name: True North Emergency Equipment

Address: 3707 124th St. Ne, Ste 5B, Marysville, WA 98271

The undersigned proposes to deliver to the City of Coeur d'Alene, Kootenai County, Idaho, subject to acceptance of this proposal and the execution of appropriate purchase agreement.

**THREE (3) 1500 gpm FIRE ENGINES AND EQUIPMENT
ONE (1) AERIAL APPARATUS AND EQUIPMENT
ONE (1) TYPE 6 WILDLAND APPARATUS
(Specifications attached).**

ENGINES:

Delivery will be 365 calendar days from contract award.

Apparatus price each as proposed: \$ 653,837.00

Total cost of three (3) complete fire engines
and equipment.

FOB Coeur d'Alene, ID: \$ 1,961,511.00

AERIAL:

Delivery will be 365 calendar days from contract award.

Aerial apparatus price as proposed:

FOB Coeur d'Alene, ID: \$ 1,217,013.00

TYPE 6 WILDLAND ENGINE:

- o Delivery will be - calendar days from contract award.
(or)
- o Delivery will be 100 calendar days from delivery of chassis from manufacturer.

Apparatus body price as proposed: \$ 39,380.00

Chassis Price as proposed: \$ 119,870.00

Total Cost of type 6 wildland apparatus.

FOB Coeur d'Alene, ID: \$ 159,250.00

Coeur d'Alene Fire Department

1500 GPM engines:

\$ 5250.00 Pre-paint \$ 5250 Final

\$ 10,500.00 ** **Total / 1500 GPM engines**
**Cost divided over 3 engines

Aerial:

\$ 5250.00 Pre-paint \$ 5250.00 Final

\$ 10,500.00 **Total Aerial**

Option #7 – Hydraulic 8.0 kw Generator

Credit for substitution of the specified APU system for a hot shift, PTO drive, 8.0 kw hydraulic generator.

\$ 17,000.00 1500 GPM engine (each) \$ 51,000.00 Total

\$ 17,000.00 Aerial

Option #8 – Light Tower (1500 GPM Engines)

Credit for substituting LED light heads on the Command light tower for comparable quartz light heads.

\$ 10,000.00 1500 GPM engine (each) \$ 30,000.00 Total

Dated this 18 day of September, ²⁰¹⁵~~2015~~

By: Steve Jahn

Title: Corporate Sales Manager

Coeur d'Alene Fire Department

Cost Proposal Form

Business Name: Ferrara Fire Apparatus Inc.

Address: 27855 James Chapel Road, Holden, LA 70744

The undersigned proposes to deliver to the City of Coeur d'Alene, Kootenai County, Idaho, subject to acceptance of this proposal and the execution of appropriate purchase agreement.

**THREE (3) 1500 gpm FIRE ENGINES AND EQUIPMENT
ONE (1) AERIAL APPARATUS AND EQUIPMENT
ONE (1) TYPE 6 WILDLAND APPARATUS**
(Specifications attached).

ENGINES:

Delivery will be 330 calendar days from contract award.

Apparatus price each as proposed: \$756,653.00

Total cost of three (3) complete fire engines
and equipment.

FOB Coeur d'Alene, ID: \$2,269,959.00

AERIAL:

Delivery will be 330 calendar days from contract award.

Aerial apparatus price as proposed:

FOB Coeur d'Alene, ID: \$1,263,882.00

TYPE 6 WILDLAND ENGINE:

- o Delivery will be _____ calendar days from contract award.
(or)
- o Delivery will be 60 calendar days from delivery of chassis from manufacturer.

Apparatus body price as proposed: \$111,576.00

Chassis Price as proposed: \$40,180.00

Total Cost of type 6 wildland apparatus.

FOB Coeur d'Alene, ID: \$151,756.00

Coeur d'Alene Fire Department

OPTION SECTION

Option #1 – Pre-payment

Credit for pre-payment of chassis. (SEE ATTACHED FOR ADDITIONAL PRE-PAYMENT OPTIONS)

\$900.00 Type 6

\$6,637.00 1500 GPM engine (each) \$19,911.00 Total

\$7,630.00 Aerial

Option #2 – Optional Occupant Crash Protection – Engine

Cost for upgrading occupant protection package – Engine (each)

\$22,756.00 Each \$68,268.00 Total NOTE: THIS WILL BE A DEDUCT – PRICES INCLUDED IN BID PRICE

Option #3 – Optional Occupant Crash Protection – Aerial

Cost for upgrading occupant protection package – Aerial

\$22,756.00 NOTE: THIS WILL BE A DEDUCT – PRICES INCLUDED IN BID PRICE

Option #4 – Delete performance bond requirement

Credit for deletion of performance bond requirement.

\$2,096.00 Type 6

\$11,000.00 1500 GPM engine (each) \$33,000.00 Total

\$16,500.00 Aerial

Option #5 – Cummins ISL-9 engine w/Allison 3000 series transmission

Credit for replacing the ISX12 & 4000 series transmission with a Cummins ISL9 & 3000 series transmission. 1500 GPM engines only.

\$18,748.00 Each \$56,244.00 Total

Option #6 – Fire department funded inspection trips

Credit for pre-paint and final inspection trips to be funded by the fire department Does **not include additional trips required due to units not ready for inspection or requiring re-inspection.** Additional trips required beyond purchasers control shall remain the responsibility of the contractor.

Type 6:

\$1,000.00 Pre-paint \$1,000.00 Final

\$2,000.00 Total / Type 6

Coeur d'Alene Fire Department

1500 GPM engines:

\$6,399.00 Pre-paint \$6,399.00 Final

\$38,394.00 Total / 1500 GPM engines

Aerial:

\$6,399.00 Pre-paint \$6,399.00 Final

\$12,798.00 Total Aerial

Option #7 – Hydraulic 8.0 kw Generator

Credit for substitution of the specified APU system for a hot shift, PTO drive, 8.0 kw hydraulic generator.

\$4,200.00 1500 GPM engine (each) \$12,600.00 Total

\$4,200.00 Aerial

Option #8 – Light Tower (1500 GPM Engines)

Credit for substituting LED light heads on the Command light tower for comparable quartz light heads.

\$14,484.00 1500 GPM engine (each) \$43,452.00 Total

Dated this 16th day of September, 2015

By:  _____

Title: Chris Ferrara, President/CEO

GENERAL REQUIREMENTS FOR ALL APPARATUS

FERRARA



FERRARA FIRE APPARATUS, INC.

ADDITIONAL PRE-PAYMENT OPTIONS

Engines-

100% Pre-Payment Discount: (\$26,482.00) each (\$79,446.00) total
75% Pre-Payment Discount: (\$18,916.00) each (\$56,748.00) total
50% Pre-Payment Discount: (\$12,741.00) each (\$38,223.00) total
25% Pre-Payment Discount: (\$7,566.00) each (\$22,698.00) total

Platform-

100% Pre-Payment Discount: (\$44,205.00)
75% Pre-Payment Discount: (\$31,575.00)
50% Pre-Payment Discount: (\$22,103.00)
25% Pre-Payment Discount: (\$13,630.00)

Pre-Payment Terms-

The City shall pay the pre-payment amount within ten-(10) calendar days of receipt of invoice.

Proposed delivery timeframe after receipt / acceptance of contract (or purchase order) will not begin until payment amount is received by Ferrara Fire Apparatus, Inc.

If pre-payment is late and if the City elects not to have the delivery extended, **\$95.00** per unit, per calendar day will be deducted from the pre-payment discount at time of final invoice.