



Apparatus Sales & Service

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July 24, 2012

Beech Grove Fire Department
330 East Churchman St
Beech Grove, Indiana 46107
Chief Robert Cheshire

Dear Chief:

Thank you for your continued business. This is a tag on order to your first truck and the pricing is as follows:

Contract price of the first truck	\$131,229
Prepay discount reapplied to the first truck	\$1307.21
Concession afforded by Road Rescue added back	\$2000 1 st time customer discount
Graphics and changes to first truck	\$5457
Delivery	\$1000
Radio	\$3500
Stryker Powerpro	\$13708.95
Total:	\$158,202.16

Tag On Price:	\$158,202.16
Less Chassis Difference 2011 chassis	\$-634
Less Concession afforded by Road Rescue campaigning for this)	\$-2000 (my successful
Total Payment at delivery price	\$155,568.16
Total Payment at order price with payment made by August 20th	<u>\$154,673.11</u> Provided Order is

Delivery is expected by the end of October from Road Rescue on this unit.

Sincerely,

Jim Castellano, Fire Service Inc, Sales Manager