



September 10, 2018

Ms. Anne Haddad  
Northfield Area Fire and Rescue Services  
301 Fifth Street West  
Northfield, MN 55057

RE: 8115 Engine Replacement Recommendation

Dear Ms. Haddad-

On September 10, 2018, the Northfield Area Fire and Rescue (NAFRS) Truck Committee opened quotes for the 8115 Engine Replacement. There were two bids received for the engine replacement project, which have been tabulated, reviewed, and are enclosed with this letter.

Custom Fire Apparatus, Inc. is the apparent lowest quote on the project with a lump sum base price quote of \$622,038.00. Quotes were submitted requesting a discount for a \$400,000 pre-pay by December 1, 2018. If the NAFRS board chooses to pursue the pre-pay option, a discount of \$14,200.00 will be applied to the lump sum base price, for a final lump sum price of \$607,638.00. This final price would be under the \$620,000.00 budget approved by the NAFRS Board.

The NAFRS Truck Committee recommends the NAFRS Board accept the quote from Custom Fire Apparatus, Inc. Aside from being the lowest quote for the project, NAFRS has had a longstanding positive working relationship with Custom Fire Apparatus, Inc. and the familiarity of their equipment and apparatus operation is key in efficient training and operation for all of our NAFRS members.

Sincerely,  
NAFRS Truck Committee

**PROPOSAL FORM**

**BID DATE:** SEPTEMBER 7, 2018

**PROJECT:** 8115 ENGINE REPLACEMENT  
NORTHFIELD AREA FIRE AND RESCUE SERVICES

NAME OF COMPANY Custom Fire Apparatus, Inc.

CONTACT NAME Wayde Kirvida

ADDRESS 609 68th Avenue CITY Osceola STATE WI

PHONE (800) 443-8851 FAX (715) 294-2168 EMAIL wayde@customfire.com

**Bidder agrees to perform all the work for the following lump sum:**

| 8115 ENGINE REPLACEMENT                            |                |
|--|----------------|
| LUMP SUM BASE PRICE                                | \$622,038.00   |
| DISCOUNT FOR \$400,000 PRE-PAY BY DECEMBER 1, 2018 | \$-14,200.00 * |
| FINAL LUMP SUM PRICE WITH PRE-PAY DISCOUNT         | \$607,638.00   |

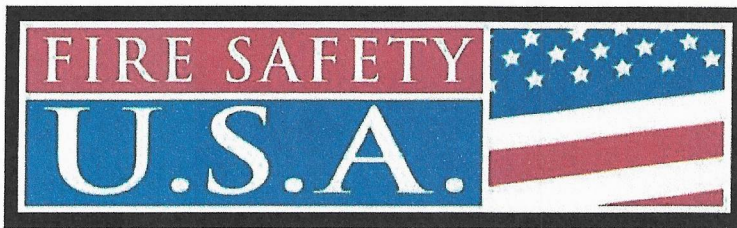
\* **NOTE:** In lieu of December 1, 2018 Pre-Pay, you may choose to Progress Pay \$240,000 for the chassis on 04/15/2018 and receive a \$3,000.00 Credit.

**SIGNATURES**

DATE September 7, 2108

BY:   
James M. Kirvida

TITLE: President of the Corporation



**FIRE SAFETY USA, INC.**

3253 19<sup>TH</sup> STREET NW  
ROCHESTER, MN 55901  
TOLL-FREE: 1-877-699-3473  
PHONE: 507-529-8444  
FAX: 507-529-8111  
[WWW.FIRESAFETYUSA.COM](http://WWW.FIRESAFETYUSA.COM)



REV GROUP

**FIRE SAFETY USA, INC. / E-ONE**

**Proposal Pricing for  
Northfield Area Fire & Rescue Services:**

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Proposal Pricing for (1) New E-One Typhoon TME Stainless Rescue  
Pumper and Equipment per detail documents:

\$ 637,500.00

Pre-Pay Discount, if \$400,000 rcvd within 30 days of contract execution <-\$17,500.00>

GT \$620,000.00

*"Six Hundred Twenty Thousand Dollars"*

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Pricing is valid through 9/14/18

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**Proposed Delivery:**

360 Days after Receipt of Order

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Authorized Signature: \_\_\_\_\_

Ryan Clarey, Co-Owner, Fire Safety USA