



March 22, 2016

Chief Dave Weiss
Westmont Fire Department
6015 S. Cass Avenue
Westmont, Illinois 60559

Subject: **Proposal for One (1) Pierce Velocity 105' Aerial
Proposal/Bid #612 – Build to Order**

Dear Chief Weiss,

With regard to the above subject, please find attached our detailed listing of specifications.

Pricing:

Sale Price – **\$1,106,824.00** (Includes 7 Year Bumper to Bumper Warranty)

100% Performance Bond: (Included in Lease Payment)

100% Prepayment Option:

Should the Westmont Fire Department elect to make a 100% prepayment at contract execution, a discount of **(\$44,000.00)** can be subtracted from the "Sale Price" resulting in a revised contract price of **\$1,062,824.00 INCLUDING THE PERFORMANCE BOND.**

Terms and Conditions:

- Taxes – Not Applicable
- Freight – F.O.B. – Westmont, IL
- Terms – Net due upon factory exit. Net due at Contract signing for **Prepay discount** to be applicable.
- Delivery – 12 months from receipt and acceptance of contract
- Warranty – 7 Year Bumper to Bumper (not including consumables)

NOTE #1:

Consumables, such as tires, brakes, hoses, lights, fluids, belts, valves, normal wear items, or accident damage are not included in the bumper to bumper warranty. A detailed listing of items not covered under warranty will be supplied in writing upon placement of order.

NOTE #2:

Should the Village of Westmont lease the proposed vehicle, the **Prepay discount** and **Performance Bond** and included in the lease agreement.





Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or international conflicts, or other causes beyond our control not preventing, could alter the delivery schedule.

The specifications herein contained, shall form a part of the final contract, and are subject to changes as desired by the purchaser, provided such changes are acknowledged and agreed to in writing by the purchaser.

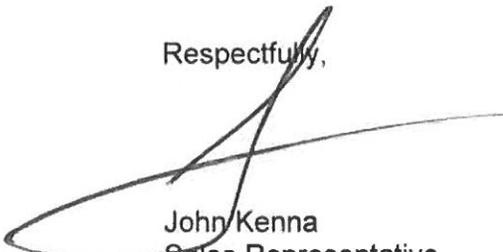
This proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications.

The attached proposal is valid for 30 days.

We trust the above and the enclosed to be full and complete at this time; however, should you have any questions or require additional information, please do not hesitate to contact me at 800-582-8818 or jkenna@temco1.com.

We wish to thank the Westmont Fire Department for the opportunity to submit our proposal.

Respectfully,



John Kenna
Sales Representative
Global Emergency Products

JK/ck
Attachments

cc: Deputy Chief Connolly, P.E.
Deputy Chief Riley



FINANCIAL SOLUTIONS



Turn-In Tax Exempt Lease Purchase

SALES ORGANIZATION: Global Emergency - John/Mike
LESSEE: Westmont Fire Department
TYPE OF EQUIPMENT: Pierce 105' Velocity HD Ladder
EQUIPMENT COST: \$1,062,824 including discounts, and Performance Bond, and warranty
CUSTOMER DOWNPAYMENT: \$0.00
TRADE-IN: \$0.00
DELIVERY TIME: Std delivery
PAYMENT MODE: Annual In Arrears
FIRST PAYMENT DUE DATE: 1 Year After Lease Commencement
LEASE COMMENCEMENT DATE: Upon contract signing with Pierce

March 22, 2016
Contact information: Kim Simon
Locator: B4-B230-05-07
 155 East Broad St
 Columbus, OH 43215
 Ph: (800) 820-9041, ext. 1
 M: (614)-670-3994
 Fax: (800)-678-0602
 Kim.simon@pnc.com

Term	7 Years
Number of Payments	7 annual payment with balloon due 30 days after final payment
Payment Amount	7 @ \$ 126,905.26
	1 @ \$ 335,585.62



NOTE: All lease documents must be fully executed within 14 days of the date of this proposal. Failure to receive completed documents may alter the final payment schedule due to changes in rates and/or discounts.

PERFORMANCE BOND: To utilize the prepay program, a performance bond is required. Said performance bond shall be paid for directly to Pierce manufacturing or financed by PNC Equipment Finance as part of the transaction

TYPE OF FINANCING: Tax-exempt Lease Purchase Agreement with a balloon payment at the end of lease term. Lessee shall have the option of turning-in the leased apparatus at the end of the contract term. If Lessee decides to purchase another Pierce apparatus of equal or higher value than the balloon amount, Pierce and PNC Equipment Finance will guarantee that the value of the leased vehicle will be equal to the balloon payment amount. If Lessee decides to keep the leased vehicle, it must either pay the balloon payment due or refinance the amount due for another term. Any refinancing will be subject to the approval of the Lessee at the discretion of PNC Equipment Finance. Said agreement shall be a net lease arrangement whereby lessee is responsible for all costs of operation, maintenance, insurance, and taxes. Maximum cumulative mileage of 10,000 miles per year.

BANK QUALIFICATION: This proposal assumes that the lessee will not be issuing more than \$10 million in tax-exempt debt this calendar year. Furthermore, it is assumed that the lessee will designate this issue as a qualified tax-exempt obligation per the tax act of 1986.

LEGAL TITLE: Legal title to the equipment during the lease term shall vest in the lessee, with PNC Equipment Finance perfecting a first security interest

AUTHORIZED SIGNORS: The lessee's governing board shall provide PNC Equipment Finance with its resolution or ordinance authorizing this agreement and shall designate the individual(s) to execute all necessary documents used therein.

LEGAL OPINION: The lessee's counsel shall furnish PNC Equipment Finance with an opinion covering this transaction and the documents used herein. This opinion shall be in a form and substance satisfactory to PNC Equipment Finance.

This proposal will be valid for **fourteen (14) days** from the above date and is subject to final credit approval by PNC Equipment Finance and approval of the lease documents in PNC Equipment Finance's sole discretion. To render a credit decision, lessee shall provide PNC Equipment Finance with their most recent two years' audited financial statements, copy of their most recent interim financial statement, and current budget.

Accepted by: _____ Proposal submitted by Kim Simon



David Weiss <dweiss@westmont.il.gov>

105' AERIAL, BUILD TO ORDER, LEASE

Mikoola, Mike <mmikoola@temco1.com>
To: David Weiss <dweiss@westmont.il.gov>

Tue, Mar 22, 2016 at 2:31 PM

CHIEF

VEHICLE	\$1,007,800.00
PERF. BOND	<u>\$ 3,024.00</u>
TOTAL COST	\$1,010,824.00

PRE-PAY DISC.	(\$ 44,000.00)
NET	\$ 966,824.00

7 YR.. WARRANTY	<u>\$ 96,000.00</u>
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AMOUNT TO BE FINANCED	\$1,062,824.00
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THAT SHOULD DO IT,

MIKE

Michael J. Mikoola, Jr.
President & CEO



1401 N. Farnsworth Ave.



Aurora, IL 60505

630-978-5151, ph

630-978-2420, fax

mmikoola@temco1.com

From: David Weiss [mailto:dweiss@westmont.il.gov]

Sent: Tuesday, March 22, 2016 2:24 PM

To: Mikoola, Mike <mmikoola@temco1.com>

Subject: Re: 105' AERIAL, BUILD TO ORDER, LEASE

Mike, could you break down the cost of the rig, the cost of the bumper to bumper and the final cost of doing a 7 year lease. I believe this all adds up right, I just need to list it individually on the board action sheet.

Thanks Dave

[Quoted text hidden]

2 attachments



image001.jpg
652K



image003.jpg
59K

A TEMCO COMPANY