

# RELIANT FIRE APPARATUS, INC.

P.O. Box 470 • SLINGER, WISCONSIN 53086 • PHONE (262) 297-5020



September 3, 2020

City of Waukesha Fire Department  
Fire Chief Steve Howard  
130 W. St. Paul Avenue  
Waukesha, WI 53188

Dear Chief Howard,

Please find the following information pertaining to the purchasing of new fire apparatus between the City of Waukesha and Reliant Fire Apparatus. As you are aware with the previous apparatus purchase the City of Waukesha, Reliant Fire Apparatus, and Pierce Manufacturing agreed to pricing conditions for new apparatus at a discounted rate. The pricing calculation for this proposed apparatus outlines the pricing of the new aerial apparatus proposed (Reliant Fire Apparatus Proposal #575) compared to this apparatus if purchased through a nationally recognized group purchasing consortium. The attached pricing detail outlines the pricing of this apparatus if purchased through H-GAC.

As outlined in the attached pricing calculation using a nationally recognized group consortium the price of this new apparatus, prior to any advanced payment discounts, is \$1,425,029.00.

The proposed pricing to the City of Waukesha is to provide this apparatus directly through Reliant Fire Apparatus at a cost of \$1,382,420.00, prior to the advanced payment discount option. With the advanced payment discount option, as outlined in the corresponding pricing detail letter, the purchase price of the apparatus is \$1,324,725.00. Per the previous agreement Reliant Fire Apparatus will also provide tuition for mechanic training with each apparatus purchased.

Thank you for the opportunity to present this information to the City of Waukesha and the City of Waukesha Fire Department. Reliant Fire Apparatus and Pierce Manufacturing truly value the City of Waukesha as continued customer and appreciate the opportunity to present this information to you.

If you have any questions pertaining to this information or the corresponding Proposal Pricing Detail please do not hesitate contacting me directly.

Sincerely,

Brett Krueger  
Reliant Fire Apparatus, Inc.



Pulse Number	Qty	Description	Published Options	Unpublished Options
110	1	T3 Single Suspension	\$7,932.00	
118	1	Auto Lube, 22 point	\$5,444.00	
128	1	Wheel Chocks and Mounts	\$966.00	
122	1	Credit Aluminum Wheels, Rear Single Axle	-\$3,721.00	
135	1	Additional Air Tanks	\$385.00	
136	1	12 or 120 volt air compressor	\$1,855.00	
143	1	Cummins 450 to x12	\$24,953.00	
149	1	EVS 3000 TO 4000	\$9,661.00	
155	1	Exhaust Diffuser - Care	\$664.00	
159	1	Add Extended Bumper	\$2,335.00	
162	1	Bumper Sight Rod	\$547.00	
164	1	Bumper Equipment Tray with cover	\$2,135.00	
165	1	Bumper warning light recess	\$913.00	
166	1	Linex Bumper Coating	\$417.00	
167	1	Mirrors - change to Bus style cab corner	\$3,125.00	
170	1	Raised roof, custom cab	\$2,000.00	
173	1	Stainless Door Jamb Scuffplates	\$721.00	
174	1	Mounting plate on engine tunnel	\$505.00	
175	1	Electric Windows	\$2,093.00	
176	1	Electric Door locks	\$1,159.00	
182	1	Bostrom Officer SCBA	\$1,705.00	
187	4	EMS Compartment w outside access (each)	\$11,324.00	
192	1	Cab Windows Factory Tint	\$504.00	
201	1	Upgrade Enforcer to Velocity	\$44,544.00	
205	1	Velocity to Quantum	\$13,936.00	
208	10	Spare 12 volt power (each)	\$1,190.00	
209	1	Radio with Weatherband	\$1,070.00	
212	1	install Customer MDT with power wiring	\$1,041.00	
214	1	Install Customer GPS	\$381.00	
215	1	install Customer radio	\$947.00	
222	1	Camera System, Sides and rear to mux	\$4,032.00	
229	1	Camera Stabilizer without lazer	\$4,135.00	
233	1	Intercom Wireless System	\$5,077.00	
235	4	Intercom Headset - wireless	\$4,080.00	
245	1	Auto-eject 20 amp	\$541.00	
247	1	Transfer switch	\$628.00	
248	1	Sub Feed Box	\$215.00	
249	1	Batteries 6 total	\$1,062.00	
252	1	430 amp Delco alternator	\$3,911.00	
253	1	LED cab lighting	\$873.00	
255	1	LED Headlights	\$1,800.00	
259	2	12 volt LED Flood Brow light B	\$5,358.00	
264	8	12 volt LED Flood Recessed or surface (per light) B	\$14,816.00	
280	1	PUC Body Configuration	\$12,999.00	
281	1	Aerial body full depth per side	\$6,099.00	
286	1	Compartment door locks (each)	\$79.00	
287	1	PUC Flip-out steps	\$957.00	
288	2	Catwalk-Hatch Compartment, Each	\$7,180.00	
296	1	LED Compartment Lighting base upgrade lighting	\$1,883.00	
310	10	Adjustable Compartment shelves	\$2,000.00	
317	1	Tilt-out adjustable tray	\$704.00	
314	1	Slide-out floor tray	\$842.00	
315	1	Toolboard in Slide-out tray	\$1,146.00	
312	1	Swing-out tool board	\$1,747.00	
320	2	Vertical Partition	\$534.00	
327	2	SCBA Cylinder storage in fender panel triple (each)	\$1,918.00	

325	2	SCBA Cylinder storage in fender panel single (each)	\$1,364.00	
332	2	Electric Cord Reel Compartment	\$1,100.00	
337	1	add pump anodes (pair)	\$362.00	
338	1	Add Mechanical Seal to Pump	\$883.00	
343	1	1.5" discharge front bumper	\$2,258.00	
340	2	MIV Valves Electric with manual back-up (each)	\$14,348.00	
354	1	add electric valve deluge plumbing	\$5,255.00	
346	2	Preconnect 2.5 or 3" plumbing - Speed or Cross	\$6,872.00	
378	1	Pierce Husky 3, Single Agent (3) discharges	\$10,236.00	
382	1	Foam Cell 20 Gallons	\$1,568.00	
388	1	Pump Panel Enclosure	\$3,748.00	
389	1	Cold Climate Pump Package	\$9,284.00	
390	1	Airhorn at activation pump panel	\$184.00	
392	1	Tank Level LED Group	\$1,368.00	
403	1	LED Emergency Light Package	\$12,466.00	
419	1	Air Horns with 2 foot switches	\$162.00	
420	1	Additional Speaker	\$645.00	
423	1	Chrome Bell with manual pull string	\$1,702.00	
425	1	Roto Ray Emergency Light	\$2,748.00	
429	1	Traffic Directing light bar "B"	\$2,426.00	
440	1	Hydraulic 10 KW	\$22,400.00	
459	2	Electric Cord Reel with 200' of 10/3	\$5,454.00	
461	5	Electrical Receptacle duplex (per each) 15 or 20 amp	\$1,495.00	
469	2	Hydraulic Reel, 100' x .25" Hose	\$12,416.00	
475	1	Quick lock waterway	\$5,305.00	
480	1	Remote Tip Controls, Ladder	\$6,404.00	
485	1	Single VUM Monitor Valve	\$2,336.00	
491	1	Aerial Warning Lighting B	\$4,905.00	
492	1	LED Rung Lighting	\$4,455.00	
499	1	Painted Grill	\$1,246.00	
506	1	Graphics Upgraded 4	\$4,706.00	
104	1	Galvanized Frame structure	\$3,233.00	
649150	1	IHT Hydraulic Tool System, TNT, Remote Accelerator Valve		\$17,192.00
90914	1	Upgrade Front Axle to 24,000 lb. Rating		\$2,439.00
68871	1	Air Inlet, Kussmaul Air Eject, Recessed Mount, Cab Blister		\$1,327.00
628457	1	Air Reservoirs, Aluminum, IPO Painted Steel		\$567.00
636640	1	Filter Kit, Remote Mounted Filters, Cummins Engine, X12		\$2,430.00
614592	1	Indicator Light, Pump Panel, Engine Regeneration Indicator		\$389.00
74074	1	Fuel Tank, 65 Gallon, Aluminum IPO Steel		\$744.00
610660	1	Lights, Fog, JW Speaker Model 6045, Recessed Into Front Bumper		\$787.00
745806	4	Scuffplates, Stainless Steel, Exterior Cab Access Door Protection		\$532.00
34206	4	Door Panels, Cab Interior, Line-X Protection, Tool Mounting Reinforced		\$1,282.00
770213	4	Handrails, Exterior Cab, Stainless Steel IPO Aluminum		\$329.00
798718	1	Electrical System, Command Zone, Multplex IPO Hard Wired		\$8,963.00
3412	1	Tank Drain, 1.00", Akron Ball Valve, Under LS Front Compt		\$512.00
671950	1	Compt, 8" Raised Compt Body, LS and RS		\$7,562.00
45159	6	Guard, Drip Pan, S/S, L-Shaped, Rollup Door, Stainless Steel		\$976.00
653608	1	Ladder, Little Giant, Revolution XE - Model 17, 12017		\$346.00
4361	3	Tubes, Alum, Pike Pole Storage, Crosslay Area		\$309.00
658266	1	Thermal Relief Valve, w/Amber Warning Light and Alarm, Pump		\$642.00
739947	1	Crosslay Module, Full Width		\$928.00
51890	1	Siren, Mechanical, Eagle Sirens, Screaming Eagle		\$2,618.00
691523	1	Wiring and Switching, Opticom Traffic Emitter, Pre-Wire		\$310.00
792267	1	Mounting, Tool, Hydraulic Spreader, Front Bumper		\$326.00
86657	1	Mounting, Tool, Hydraulic Cutter, Front Bumper		\$326.00
784202	1	Bracket, Roof Ladder, Inboard of Sign Panel, Aerial		\$545.00
678641	1	Bracket, Pike Pole, Aerial Fly Section, Aerial Ladder		\$226.00
765077	1	Box, Ladder Belt Storage, Base Section of Aerial Ladder		\$509.00

559648	1	Drain, Waterway Inlet, Extended, Rear Wall, T Handle Push Pull		\$209.00
766981	1	Coating, Hot Dip Galvanized, Aerial Stabilizers, Four		\$4,081.00
788026	1	Coating, Hot Dip Galvanized, Water Tank Cradle		\$592.00
788027	1	Coating, Hot Dip Galvanized, Body Substructure		\$899.00
630920	1	Corrosion Protection, Inside of Torque Box		\$2,138.00
695507	1	Rust Proof, Torque Box		\$324.00
496	1	Undercoating, Cab & Body, Ziebart	\$1,170.00	
		<b>Published Options</b>	\$379,851.00	
		<b>Unpublished Options</b>	\$61,359.00	
		<b>Total Options w/o HGAC Fee</b>	\$442,380.00	