



October 27th, 2015

Michael Davila

Division Chief of Operations

Key West Fire Department

Ten-8 hourly rate is \$98.00

Pump testing is \$200.00 per unit here at our facility. At your location \$200.00 plus travel and lodging.

Pump service is \$250.00, includes oil drain and refill with new oil.

Ten percent discount on Pierce parts when used for repair or service work.

PM Service Pumper - \$380.00 (no repairs are included, repair parts and labor will be billed separately)

PM Service Aerial W/O Pump - \$316.00 (no repairs are included, repair parts and labor will be billed separately)

PM Service Aerial W/Pump - \$506.00 (no repairs are included, repair parts and labor will be billed separately)

Pump test is included with PM Services, at no additional charge

Travel is \$60.00 per hour

Mileage is \$.50 per mile

KWFD
Cost Comparison for Fire Apparatus Repair
2016

	Ten-8		Fire Tech		Roy Khanna
Hourly Rate	\$ 98.00		\$ 95.00		\$ 95.00
Travel Rate	\$ 60.00		na		\$ 92.00
Parts, mark-up	10% discount		25%		na
Pump Test	\$ 200.00		\$ 300.00		\$ 365.00
Aerial PM	\$ 506.00		\$ 430.00		\$ 1,355.00
Pumper PM	\$ 380.00		\$ 300.00		hourly rate

Ten-8 is the sole authorized dealer for Pierce parts in Florida and will provide parts at a 10% discount when they do the repair.

Ten-8 will provide PM for pumpers and ladder with pump test included, pump test alone is \$200 per test.

Ten-8 is slightly higher in hourly cost but lower on travel. When considering the savings on travel and pump testing they are the lowest costing service provider.

PIERCE MANUFACTURING INC.

1000 W. WISCONSIN AVENUE • WISCONSIN, WI 53190

3800 AMERICAN DRIVE

WEST GRAFT BOX 2017

WHEELING, WISCONSIN 54912-2017

920-832-3000 • FAX 920-832-3208



MEDTEC

An Oshkosh Truck Corporation Company

Dear Valued Customer,

Since 1917, Pierce Manufacturing has provided the finest fire apparatus in the industry. The quality of our products and services are our number one priority.

In order to provide you with the personalized level of service you deserve, Pierce Manufacturing has authorized dealers throughout the country. Ten-8 is the Pierce authorized dealership in Florida and Georgia. They are the sole source for Pierce parts in these states. Ten-8 is also extremely qualified to provide you with the service you have come to expect from Pierce Manufacturing, Inc.

Ten-8 is also the authorized sole source distributor for after-market service and support for the MedTec ambulance product line. Please contact them directly for any requests concerning the Pierce product line or MedTec.

If you have any questions or concerns regarding this or any other issue, please call us at 1-888-YPIERCE.

Regards,

Kristina Spang
Customer Service and Procurement Manager
Pierce Manufacturing, Inc.
An Oshkosh Corporation Company * ISO Certified

ROY KHANNA FIRE APPARATUS MAINTENANCE

3117 CAROL AVENUE 1033 VALENCIA ROAD
 PALM SPRINGS, FL 33461 KEY LARGO, FL 33037

670 SHORE ROAD
 BAY PORT, MI 48720

PROPOSAL

Date	PROPOSAL#
8/27/2014	374

Name / Address

KEY WEST FIRE RESCUE
 1600 N. ROOSEVELT BLVD
 KEY WEST FL, 33040
 attn DC. M. Davila

APPARATUS NO	Terms	Project

Description	Qty	Cost	Total
labor per hour (no travel time when scheduled)		95.00	95.00
FOR EMERGENCY TRAVEL TIME	2	92.00	184.00
PRICE GOOD FOR 2015-2016 budget year			

Any additional work will be done at LABOR\$ 95.00 per hour PLUS PARTS

Total	\$279.00
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ROY KHANNA FIRE APPARATUS MAINTENANCE

3117 CAROL AVENUE 1033 VALENCIA ROAD
 PALM SPRINGS, FL 33461 KEY LARGO, FL 33037

670 SHORE ROAD
 BAY PORT, MI 48720

PROPOSAL

Date	PROPOSAL#
10/22/2015	367

Name / Address

KEY WEST FIRE RESCUE
 1600 N. ROOSEVELT BLVD
 KEY WEST FL, 33040
 attn DC. M. Davila

APPARATUS NO	Terms	Project

Description	Qty	Cost	Total
CONDUCT ISO PUMPER SERVICE TEST PRICE GOOD FOR 2015-2016 budget year	8	365.00	2,920.00

Any additional work will be done at LABOR\$ 95.00 per hour PLUS PARTS

Total	\$2,920.00
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ROY KHANNA FIRE APPARATUS MAINTENANCE

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 PALM SPRINGS, FL 33461 KEY LARGO, FL 33037

670 SHORE ROAD
 BAY PORT, MI 48720

PROPOSAL

Date	PROPOSAL#
10/22/2015	375

Name / Address

KEY WEST FIRE RESCUE
 1600 N. ROOSEVELT BLVD
 KEY WEST FL,33040
 attn DC. M. Davila

APPARATUS NO	Terms	Project
ladder 1		

Description	Qty	Cost	Total
ANNUAL FACTORY AERIAL PREVENTATIVE MAINTENANCE,degrease aerial slide track,clean and lube aerial device,check and adjust cables,check,change rotation motor oil,check swingbrake,change hydraulic filter,clean & lube rotation gear(external type),check adjust idle to factory settings, check Hydraulic fluid	1	975.00	975.00
TOTAL LABOR			975.00
HAZARDOUS WASTE DISPOSAL	1	9.75	9.75
AERIALPM DEGREASER,CLEANING AGENTS,RAGS	3	41.75	125.25
POLYLUBE LUBRICANT	10	4.75	47.50
AERIAL LUBE	2	68.75	137.50
LAB OIL ANALYSIS	1	60.00	60.00
TOTAL PARTS			380.00
quote good 2016 budget year			
DOES NOT INCLUDE HYDRAULIC FILTERS IF NEEDED			

Any additional work will be done at LABOR\$ 95.00 per hour PLUS PARTS

Total	\$1,355.00
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Fire-Tech Repair Service

Po Box 1570
 103680 Overseas Hwy
 Key Largo, FL 33037

Estimate

Date	Estimate #
10/22/2015	1212

Name / Address
KEY WEST FIRE DEPARTMENT 1600 N. ROOSEVELT BLVD. KEY WEST, FL. 33040

Project

Description	Qty	Total
LABOR \$95.00 /HOUR PARTS 25% OVER COST PREVENTIVE MAINTENANCE \$300.00 + PARTS ENGINES PREVENTIVE MAINTENANCE \$430.00 + PARTS LADDERS PREVENTIVE MAINTENANCE \$230.00 + PARTS UTILITY VEHICLES PUMP SERVICE TEST \$300.00		
Total		\$0.00