



November 16, 2022

Riverside County Fire  
Attn: Diane Sinclair, Deputy Director of Administration  
Bill Weiser, Fire Chief

Dear Ms. Sinclair and Chief Weiser:

This letter shall serve as a formal request for Riverside County Fire to purchase a 2023 Rosenbauer Commander 100' Tractor Drawn Aerial Quint (TDAQ) on behalf of the City of Beaumont ("City") per the attached proposal received from Rosenbauer, dated November 3, 2022.

Riverside County Fire agrees to purchase the above referenced equipment for the City and invoice the City of Beaumont for reimbursement, a total amount not to exceed One Million, Eight Hundred Thousand Dollars and Zero Cents (\$1,800,000.00). Invoice(s) shall be sent via mail to City of Beaumont, Attention: Finance, 550 E. 6<sup>th</sup> Street, Beaumont, CA 92223 or electronically to [finance@beaumontca.gov](mailto:finance@beaumontca.gov). City agrees to pay Riverside County Fire NET 30 days in arrears, from date of acceptance of Equipment.

Riverside County Fire shall have no rights or interest to the Equipment; all rights and interest shall transfer to the City of Beaumont upon receipt and acceptance of equipment. It is agreed that title for the equipment shall bear the name of the City of Beaumont as registered Owner.

Should you have any questions regarding this request or require additional information, please contact me at (951) 769-8520.

Regards,

Elizabeth Gibbs  
City Manager

Enclosure:  
Rosenbauer Proposal



November 3, 2022

Riverside County Fire Department  
210 W. San Jacinto Ave.  
Perris, CA 92570  
Jose Gallardo, Fleet Manager

Mr. Gallardo,

On behalf of Rosenbauer South Dakota, LLC and Velocity Fire Equipment, I am pleased to offer this proposal for one (1) 2023 Rosenbauer Commander 100' Tractor Drawn Aerial Quint (TDAQ) to the Riverside County Fire Department.

Rosenbauer Fire Apparatus are constructed with the highest quality materials and workmanship available in the industry and thus will provide the utmost in firefighter safety and efficiency on the fire ground coupled with a long service life and low maintenance costs throughout the life of the vehicle.

**Contract Details:**

Delivery: 605-630 calendar days after receipt of a signed purchase order by Rosenbauer South Dakota, LLC.  
FOB Riverside County Fire Department Headquarters, Perris California.

Terms: Net 30 Days; upon receipt of invoice, payment of one-hundred percent (100%) of the final contract amount shall be due within thirty (30) calendar days of final acceptance of the apparatus by the Fire Department.

**Pricing Details:**

Description	Qty.	Cost
2023 Rosenbauer 100' Tractor Drawn Aerial Quint	1	\$1,775,654.00
California Sales Tax (7.75%)	1	\$ 137,613.19
Sub-total		\$1,913,267.19
Non-taxable (customer travel, CA tire fee)	1	\$ 26,417.50
<b>Total Estimated Proposal Cost:</b>		<b>\$1,939,684.69</b>

The above pricing includes one (1) Custom Rosenbauer Tractor Drawn Aerial as described in the previously provided specifications (October 30, 2022) plus;

- Waterous 1,500 gpm single stage pump and related components
- 300 gallon UPF poly water tank
- Foam-Pro 2001 Class-A foam system, 20 gallon UPF foam tank and Power-Fill refill system
- Sigtronics intercom and Riverside County provided radio installation at Johnson Equipment in Perris, CA
- \$50,000 tool & equipment provision

The quoted price above is valid through the end of business November 30, 2022.





Please note that the pricing quoted above is an estimate adding the requested Ventura County TDA “Quint” components to our previously proposed unit. We did perform a price increase review of the Ventura County TDA Quints as you requested, but it appears that unit would be priced similarly as noted above. Given that, we felt it better to offer you the same Riverside County model with the “Quint” components added.

Due to current workloads and the need for pricing to be returned by early morning of November 4, 2022 we are unable to provide a detailed proposal for this TDA Quint unit as it would require a complete engineering and pricing review. Should you require a complete and detailed proposal for the TDA Quint, we would be looking at an **additional four to five weeks**.

Rosenbauer South Dakota, LLC and Velocity Fire Equipment aggressively priced the originally proposed tractor drawn aerial in our October 30, 2022 correspondence and after further review have determined that we cannot offer any multiple unit discounts at this time.

However, should multiple units be purchased at the together and travel for pre-construction, mid-point and possibly final inspections be combined, we can divide these common costs by the number of units ordered. Costs for training of Operations and maintenance personnel can also be divided by the number of trucks ordered. Should the County choose to move forward with the purchase of a Tractor-Drawn Aerial Quint as described, there will be design changes and components that will be deleted from the tractor of the current non-Quint design and provide cost savings to the County.

Please note that as stated in our correspondence of October 30, 2022 **Rosenbauer has a scheduled price increase that will take affect for purchase orders received on or after December 1, 2022**. This increase will be in the 5% to 6% range and I have confirmed that there will be no exceptions to this planned increase.

Thank you for your interest in the Rosenbauer product and the opportunity to earn your agency’s trust. I look forward to working with you and your apparatus group on this and future projects.

Please feel free to call on me should you have any questions regarding this proposal or any portion of the purchase process. I can be reached by phone at 951-642-1291 or email at [jlrocca@vvgtruck.com](mailto:jlrocca@vvgtruck.com)

Respectfully,

*Joe LaRocca*

Joe LaRocca, Southern California Sales Engineer  
Velocity Fire Equipment/Rosenbauer America  
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951-642-1291 [jlrocca@vvgtruck.com](mailto:jlrocca@vvgtruck.com)

