



PERFORM. LIKE NO OTHER.

City of Costa Mesa

100% Pre-Payment Option
October 9, 2015

If a 100% pre-payment were made at contract signing, the following discount would be applied to the final invoice:

| | Each | Extension |
|---|----------------|-----------------|
| Two (2) | | |
| Arrow XT | | |
| | \$ 646,833.00 | \$ 1,293,666.00 |
| 100% Prepayment Discount | \$ (27,824.00) | \$ (55,648.00) |
| APPARATUS COST | \$ 619,009.00 | \$ 1,238,018.00 |
| Sales Tax @ 8.000% | \$ 49,520.72 | \$ 99,041.44 |
| Performance Bond | \$ 1,940.50 | \$ 3,881.00 |
| California Tire Fee | \$ 10.50 | \$ 21.00 |
| TOTAL PREPAY PURCHASE PRICE | \$ 670,480.72 | \$ 1,340,961.44 |
| Less 100% pre-payment at Contract Signing | \$ 670,480.72 | \$ 1,340,961.44 |
| BALANCE DUE AT DELIVERY | \$0.00 | \$0.00 |

100% PRE-PAYMENT DISCOUNT SHOWN ABOVE IS AVAILABLE IN TWO WAYS:

- a) If your department makes a 100% cash pre-payment at contract signing.
- b) If your department signs up for a lease-purchase with Oshkosh Capital. This would require no money down and no payments for one (1) year if desired.

* Discount for the 100% pre-payment option includes discounts for the chassis, interest, aerial (if applicable), and flooring charges.

* Any item added after this option is elected will come at additional cost and will be added to the final invoice.