



FERRARA FIRE APPARATUS, INC. Page 1 of 3

CHANGE ORDER

H# 5162

DATE: 28-Sep-12

CHANGE ORDER # _____

CUSTOMER: Key Largo

DEALER: _____

CODES: A - Add CN - Change Note
 AN - Add Note C\$ - Change Quantity
 D - Delete AN - Add Note

REQUESTED BY: _____

Part numbers listed in sequential order			Original Contract Amount	\$398,517.00
Code	Part #	Qty	Description	Total
A			Add pre-build options (see attached)	\$1,807.00
SPECIAL INSTRUCTIONS:			Total Changes Affecting Contract Price:	\$1,807.00
			Adjusted Contract Price:	\$400,324.00

green copy only

AUTHORIZED SIGNATURES:
 NOT VALID UNLESS SIGNED BY FERRARA FIRE APPARATUS, INC.

 Dealer or Sales Representative

 Date

 Customer Signature

 Date

 Ferrara Fire Apparatus, Inc.

 Date

9/28/12



8/24/12

Chief Sergio Garcia
Key Largo Fire Department

Ref: Pre Construction Options

Listed below are the items that were discussed during the pre build meeting that may change the contract total of the new unit. Please circle the options that you wish to add or delete, sign at the bottom of the page and return either by fax at 1-225-567-7661 or e-mail to glynh@ferrarafire.com .

- 1) Delete long life radiator coolant --- (\$139.00)
- 2) Add hinged battery access panels --- \$200.00
- 3) Add cargo net below the forward facing seat riser --- \$250.00
- 4) Delete one (1) SCBA seat filler pad --- (\$51.00)
- 5) Delete six (6) Ziamatic helmet holders --- (\$1,236.00)
- 6) Add one (1) storage module for six (6) helmets --- \$725.00
- 7) Add two (2) 12 volt battery hot power studs top of the EMS cabinets one each side --- \$220.00
- 8) Add one (1) divider in the upper left rear locker compartment --- \$276.00
- 9) Add one (1) fixed shelf in the R-2 compartment --- \$232.00
- 10) Add one (1) Federal signal reverse camera and monitor --- \$1,341.00
- 11) Delete one (1) cord reel junction box and mounting bracket --- (\$802.00)
- 12) Delete one (1) Fire Research 1500 watt telescoping light --- (\$912.00)
- 13) Add one (1) Fire Research 1000 watt tri-pod light with receptacle --- \$1,484.00
- 14) Delete one (1) cord reel with 200' of 10/3 cord --- (\$1,801.00)
- 15) Add one (1) cord reel with 150' of 10/4 cord --- \$2,020.00

Summary:

ADDS: \$ 6,748.00
DELETES: \$ 4,941.00
BALANCE DUE: \$ 1,807.00

Sergio J. Garcia

Sergio Garcia
Key Largo Fire Chief

Date: 9/21/12



8/24/12

Chief Sergio Garcia
Key Largo Fire Department

Ref: Pre Construction Options

Listed below are the items that were discussed during the pre build meeting that may change the contract total of the new unit. Please circle the options that you wish to add or delete, sign at the bottom of the page and return either by fax at 1-225-567-7661 or e-mail to glynh@ferrarafire.com.

- 1) Delete long life radiator coolant --- (\$139.00)
- 2) Add hinged battery access panels --- \$200.00
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- 6) Add one (1) storage module for six (6) helmets --- \$725.00
- 7) Add two (2) 12 volt battery hot power studs top of the EMS cabinets one each side --- \$220.00
- 8) Add one (1) divider in the upper left rear locker compartment --- \$276.00
- 9) Add one (1) fixed shelf in the R-2 compartment --- \$232.00
- 10) ~~Change the light bar to Whelen FN72VLED with two (2) additional light modules --- \$826.00~~
- 11) ~~Delete two (2) pair of Federal Signal QL64 warning lights --- (\$1,237.00)~~
- 12) ~~Add two (2) pair of Whelen 600 Super LED warning lights --- \$1,140.00~~
- 13) ~~Change the upper rear warning lights to Whelen RB6 Dual beam --- \$330.00~~
- 14) Add one (1) Federal signal reverse camera and monitor --- \$1,341.00
- 15) Delete one (1) cord reel junction box and mounting bracket --- (\$802.00)
- 16) Delete one (1) Fire Research 1500 watt telescoping light --- (\$912.00)
- 17) Add one (1) Fire Research 1000 watt tri-pod light with receptacle --- \$1,484.00
- 18) Delete one (1) cord reel with 200' of 10/3 cord --- (\$1,801.00)
- 19) Add one (1) cord reel with 150' of 10/4 cord --- \$2,020.00
- 20) ~~Add two (2) custom door decals --- \$400.00~~

Sergio Garcia



FERRARA FIRE APPARATUS, INC. Page 1 of 1

CHANGE ORDER

H#/CH# 5162 DATE: 21-Dec-12 CHANGE ORDER # 2

CUSTOMER: Key Largo

DEALER: FFA

CODES: A - Add CN - Change Note REQUESTED BY: drawing review
 AN - Add Note C\$ - Change Quantity
 D - Delete AN - Add Note

Part numbers listed in sequential order			Original Contract Amount	
Code	Part #	Qty	Description	Total
CN	60-01-8420		Compartment dimensions per drawing	
CN	70-03-4700		Driver side beacon to be red, officer side to be amber	
AN	80-03-1510		Scotchligh stripe- hockey stick- upper straight to be centered thru the L5/R5 compartment 6" black reflective with 1/4" gold no gap between stripes	
			Paint break stripe- 3/4" black reflective	
			Chevron 3M red/ yellow	
			Lettering information on server	
AN	60-01-8420		Rooftop compartments must have dogbone handles	
SPECIAL INSTRUCTIONS:			Total Changes Affecting Contract Price:	\$0.00
			Adjusted Contract Price:	\$0.00

AUTHORIZED SIGNATURES:
 NOT VALID UNLESS SIGNED BY FERRARA FIRE APPARATUS, INC.

_____ Dealer or Sales Representative	_____ Date
_____ Customer Signature	_____ Date
Ferrara Fire Apparatus, Inc.	_____ Date

LaDonna Hoepfer

From: Phil Lincoln
Sent: Monday, February 11, 2013 9:11 AM
To: LaDonna Hoepfer
Subject: RE: Key Largo Price request. H5162

Yes, please make the change.

From: LaDonna Hoepfer
Sent: Monday, February 11, 2013 9:00 AM
To: Phil Lincoln
Subject: FW: Key Largo Price request. H5162
Importance: High

Hey sir- we need to confirm the upper lighting Federal package this week if they want to keep it- or are we changing to federal?

From: Glyn Harding
Sent: Monday, January 14, 2013 1:01 PM
To: Phil Lincoln
Cc: LaDonna Hoepfer
Subject: RE: Key Largo Price request. H5162

Change the light bar to Whelen FN72QLED with no additional light modules --- \$426.00

Change Zone C upper rear to Whelen RB6 Dual Beam --- \$330.00

From: Phil Lincoln
Sent: Monday, January 14, 2013 11:49 AM
To: Glyn Harding; LaDonna Hoepfer
Subject: RE: Key Largo Price request. H5162

Folks;

Thank you for this update.

The customer just sent me a clarification that he only wants to change the lightbar and the rear rotators to the Whelen RB6 single reflector beacons. Zone B and D upper front lights can stay as is. Sorry for the confusion.

Thanks.

From: Glyn Harding
Sent: Monday, January 14, 2013 10:55 AM
To: LaDonna Hoepfer
Cc: Phil Lincoln
Subject: RE: Key Largo Price request. H5162

Change the light bar to Whelen FN72QLED with no additional light modules, change Zone B&D upper front and Zone C upper rear to Whelen 600 Super LED, Change Zone C upper rear to Whelen RB6 Dual Beam --- \$659.00

From: LaDonna Hoepfer
Sent: Friday, January 11, 2013 2:50 PM
To: Glyn Harding
Cc: Phil Lincoln
Subject: Key Largo Price request. H5162

Key Largo now wants to change to an upper Whelen lighting package. They want to change from an upper Federal package to a Whelen package— yes- just like you priced them at the precon. Whelen rep is supplying the additional modules in the light bar, and he will install after delivery. We would have to mount a standard FN72QLED and they (Whelen) would mount the additional modules.

Per Phil- they are not looking for a credit (yeah right- Sergio- not want money back). I attached the price sheet he sent back.



CHANGE ORDER

#/CH# 5162 DATE: 14-Feb-13 CHANGE ORDER # 3

CUSTOMER: Key Largo

DEALER: FFA/ Phil L

CODES: A - Add CN - Change Note AN - Add Note C\$ - Change Quantity D - Delete AN - Add Note REQUESTED BY: sales

Table with columns: Code, Part #, Qty, Description, Total. Includes rows for Lightbar Federal Signal View Point, Beacon federal Sentry, Lightbar Whelen LED FN72QLED, and Beacon Whelen RB6 dual beam- upper Zone rear C. Summary rows for Total Changes Affecting Contract Price (\$756.00) and Adjusted Contract Price (\$401,080.00).

AUTHORIZED SIGNATURES: NOT VALID UNLESS SIGNED BY FERRARA FIRE APPARATUS, INC.

Dealer or Sales Representative Date Customer Signature Date Ferrara Fire Apparatus, Inc. Date



FERRARA FIRE APPARATUS, INC. Page 1 of 1
CHANGE ORDER

Order#/CH# 5162 DATE: 23-Feb-13 CHANGE ORDER # _____

CUSTOMER: Key Largo

DEALER: FFA/ Phil

CODES: A - Add CN - Change Note REQUESTED BY: sales
 AN - Add Note C\$ - Change Quantity
 D - Delete AN - Add Note

Part numbers listed in sequential order			Original Contract Amount	
Code	Part #	Qty	Description	Total
AN	80-05-2000		Lettering font- 'Bookman old style bold'	
AN	65-02-0800		All shelves to have 90 front edges (not the angled lip) to get maximum storage room	
SPECIAL INSTRUCTIONS:			Total Changes Affecting Contract Price:	\$0.00
			Adjusted Contract Price:	\$0.00

AUTHORIZED SIGNATURES:
 NOT VALID UNLESS SIGNED BY FERRARA FIRE APPARATUS, INC.

 Dealer or Sales Representative Date

 Customer Signature Date

 Ferrara Fire Apparatus, Inc. Date

[Handwritten Signature] *2/23/13*

[Red Stamp]