

American LaFrance Michigan



46944 Liberty Drive
Wixom, Michigan 48393
248.669.5599 phone
248.669.1909 fax
sales@alfmichigan.com

January 12, 2004

Assistant Fire Chief Ron Crowell
Rochester Hills Fire Department
1111 Horizon Court
Rochester Hills, Michigan 48309

Subject: Additional Fire Fighting Apparatus – 2004 Purchase

Asst. Chief Crowell:

As a follow up to our recent conversations, I would like to formally respond to the request of the Rochester Hills Fire Department regarding the procurement of additional fire fighting apparatus.

American LaFrance Michigan is pleased to offer the Rochester Hills Fire Department two (2) additional pieces of fire fighting apparatus for the same pricing as the two new pumpers (E-1 and E-2) delivered in November, 2003. The price being extended for these two additional units is \$515,970.00. By extending this pricing as contracted in the spring of 2003, the City of Rochester Hills will realize a savings of approximately \$50,000 to \$55,000 if ordered in the first quarter of 2004 versus waiting until 2005 to order additional units.

It has been a pleasure dealing with the Rochester Hills Fire Department and we look forward to continuing our relationship throughout the coming years. If you have any questions, please contact me at your convenience.

Sincerely,



Brian Chaput
Vice President

BPC_3-051b