



**Sourcewell #113021-RVG-2 (FERRARA Apparatus Model Pricing Strategy – Quick Reference Guide)**

Model/SKU	Discount off MSRP	Notes
Commercial Mini-Pumpers –	5%	Third Party Commercial Chassis’ are not discounted
Commercial Pumpers –	5%	Third Party Commercial Chassis’ are not discounted
Custom Pumpers –	5%	Regardless of the selected <u>Ferrara</u> Chassis
Custom Electric Pumper – includes model PTAL-CYEV	7%	REV/Brand portion only – see notes below
Commercial Tankers –	5%	Third Party Commercial Chassis’ are not discounted
Custom Tankers	5%	Regardless of the selected <u>Ferrara</u> Chassis
Commercial Light Rescues –	5%	Third Party Commercial Chassis’ are not discounted
Commercial Medium Rescues –	5%	Third Party Commercial Chassis’ are not discounted
Custom Heavy Rescues –	5%	Regardless of the selected <u>Ferrara</u> Chassis
Custom Aerial Ladders –	5%	Regardless of the selected <u>Ferrara</u> Chassis
Custom Aerial Platforms	5%	Regardless of the selected <u>Ferrara</u> Chassis
Industrial Custom Pumper	3%	Regardless of the selected <u>Ferrara</u> Chassis

*Note: Items designated as “Pass thru” by Ferrara are broken out separately within our quoting system. Items in this category include training, commercial chassis’, brokered items, etc.). These items are not discounted.*

*All prices based on current MSRP at the time of sale.*

*Ferrara reserves the right to provide a higher discount based on the product mix and/or overall deal strategy.*

**Key Ferrara Contacts:**

- Eric Adams, Apparatus Sales, [erica@ferrarafire.com](mailto:erica@ferrarafire.com) , 225-567-7100
- Jason Louque, Director of Sales, [jasonl@ferrarafire.com](mailto:jasonl@ferrarafire.com) , 225-567-7100

### Ferrara Mini Pumpers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
F5502D-MiniPumper-22	Ford F550 2-Door Chassis, Extruded Body, 500 GPM Side Mount Pump & 300 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
F550SC-MiniPumper-22	Ford F550 Super Cab Chassis, Extruded Body, 500 GPM Side Mount Pump & 300 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
F5504D-MiniPumper-22	Ford F550 4-Door Chassis, Extruded Body, 500 GPM Side Mount Pump & 300 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%

### Ferrara Commercial Pumpers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
FrtlNr2D-Pumper-22	Freightliner M2-106 2-Door Chassis, Extruded Body, 1250 GPM Side Mount Pump & 1000 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
FrtlNr4D-Pumper-22	Freightliner M2-106 4-Door Chassis, Extruded Body, 1250 GPM Side Mount Pump & 1000 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%

### Ferrara Custom Pumpers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Cinder-Pumper-22	Ferrara Cinder XD96 Chassis, 96" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 1000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
Igniter-Pumper-22	Ferrara Igniter XD100 Chassis, 100" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 1000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-Pumper-22	Ferrara Inferno XD100 Chassis, 100" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 1000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
Custom Electric Pumper	Custom chassis electric pumper per chassis options	As custom configured by Sourcewell member	7%	MSRP minus 7% on the REV/Brand portion

### Ferrara Commercial Tankers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Frtlnr2D-Tanker-22	Freightliner M2-106 2-Door Chassis, Extruded Body, 1250 GPM Side Mount Pump & 3000 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
Frtlnr2D-Tanker-22	Freightliner M2-106 4-Door Chassis, Extruded Body, 1250 GPM Side Mount Pump & 3000 Gallon Water Tank	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%

### Ferrara Custom Tankers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Cinder-Tanker-22	Ferrara Cinder XD96 Chassis, 96" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 3000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
Igniter-Tanker-22	Ferrara Igniter XD100 Chassis, 100" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 3000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-Tanker-22	Ferrara Inferno XD100 Chassis, 100" Wide XMFD Cab, Extruded Body, 1500 GPM Side Mount Pump & 3000 Gallon Water Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%

### Ferrara Commercial LD Rescues

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
F5502D-LDRescue-22	Ford F550 2-Door Chassis & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
F550SC-LDRescue-22	Ford F550 Super Cab Chassis & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
F5504D-LDRescue-22	Ford F550 4-Door Chassis & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%

### Ferrara Commercial MD Rescues

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Frtlnr2D-MDRescueWA-22	Freightliner M2-106 2-Door Chassis & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
Frtlnr2D-MDRescueWI-22	Freightliner M2-106 2-Door Chassis & Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
Frtlnr4D-MDRescueWA-22	Freightliner M2-106 4-Door Chassis & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%
Frtlnr4D-MDRescueWI-22	Freightliner M2-106 4-Door Chassis & Walk-In Extruded Body	As custom configured by Sourcewell member	5% off Ferrara portion of apparatus.	MSRP minus 5%

### Ferrara Custom HD Rescues

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Cinder-HDRescueWA-22	Ferrara Cinder XD96 Chassis, 96" Wide XMF D Cab & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%
Cinder-HDRescueWA-22	Ferrara Cinder XD96 Chassis, 96" Wide XMF D Cab & Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%
Igniter-HDRescueWA-22	Ferrara Igniter XD100 Chassis, 100" Wide XMF D Cab & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%
Igniter-HDRescueWI-22	Ferrara Igniter XD100 Chassis, 100" Wide XMF D Cab & Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-HDRescueWA-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab & Non-Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-HDRescueWI-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab & Walk-In Extruded Body	As custom configured by Sourcewell member	5%	MSRP minus 5%

### Ferrara Custom Aerial Ladders

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Cinder-HD77RML-22	Ferrara Cinder XD96 Chassis, 96" Wide XMF D Cab, 1500 GPM Side Mount Pump, 500 Gallon Water Tank & 77' Rear Mount HD Ladder	As custom configured by Sourcewell member	5%	MSRP minus 5%
Igniter-HD77RML-22	Ferrara Igniter XD100 Chassis, 100" Wide XMF D Cab, 1500 GPM Side Mount Pump, 500 Gallon Water Tank & 77' Rear Mount HD Ladder	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-HD77RML-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab, 1500 GPM Side Mount Pump, 500 Gallon Water Tank & 77' Rear Mount HD Ladder	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-HD107RML-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab, 1500 GPM Side Mount Pump, 500 Gallon Water Tank & 107' Rear Mount HD Ladder	As custom configured by Sourcewell member	5%	MSRP minus 5%

### Ferrara Custom Aerial Platforms

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Inferno-HD100RMP-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab, 1500 GPM Side Mount Pump, 300 Gallon Water Tank & 100' Rear Mount HD Platform	As custom configured by Sourcewell member	5%	MSRP minus 5%
Inferno-HD100MMP-22	Ferrara Inferno XD100 Chassis, 100" Wide XMF D Cab, 1500 GPM Side Mount Pump, 300 Gallon Water Tank & 100' Mid Mount HD Platform	As custom configured by Sourcewell member	5%	MSRP minus 5%

## Ferrara Custom Industrial Pumpers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Inferno-SuperPumper-22	Ferrara Inferno XD100 Chassis, 100" Wide XMFD Cab, Extruded Body, 5250 GPM Side Mount Pump, 1000 Gallon Foam Tank & Accumax 3300 Foam System	As custom configured by Sourcewell member	3%	MSRP minus 3%