



Sourcewell #113021-RVG-3 (KME Apparatus Model Pricing Strategy – Quick Reference Guide)

Model	Discount off MSRP	Notes
Commercial Mini-Pumpers	3%	Third Party Commercial Chassis' are not discounted
Commercial Pumpers	3%	Third Party Commercial Chassis' are not discounted
Custom Pumpers	5%	Regardless of the selected <u>KME</u> Chassis
Custom Electric Pumper – includes model PTAL-CYEV	7%	REV/Brand portion only – see notes below
Commercial Tankers	3%	Third Party Commercial Chassis' are not discounted
Custom Tankers	5%	Regardless of the selected <u>KME</u> Chassis
Commercial Light Rescues	3%	Third Party Commercial Chassis' are not discounted
Custom Heavy Rescues	5%	Regardless of the selected <u>KME</u> Chassis
Custom Aerial Ladders	5%	Regardless of the selected <u>KME</u> Chassis
Custom Aerial Platforms	5%	Regardless of the selected <u>KME</u> Chassis
Custom TDA	5%	Available through ladder options
Wildlands	3%	Third Party Commercial Chassis' are not discounted

Note: Items designated as “Pass thru” by KME 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.

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

Key KME Contacts:

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KME Commercial Pumpers (Mini Pumpers and RIV Included)

Apparatus Model	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Commercial Pumper	Commercial OEM Cab/Chassis	As custom configured by Sourcewell member	3% off KME portion of apparatus.	MSRP minus 3%

KME Custom Pumpers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Custom Pumper	Custom chassis pumper per chassis options	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

KME Commercial Tankers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Commercial Tanker	Commercial Chassis Tanker	As custom configured by Sourcewell member	3% off KME portion of apparatus.	MSRP minus 3%

KME Custom Tankers

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Custom Chassis tanker w/ available chassis option	Custom Chassis Tanker	As custom configured by Sourcewell member	5%	MSRP minus 5%

KME Commercial Rescues

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Commercial Chassis Rescue	Commercial Rescue, Non Walk-In	As custom configured by Sourcewell member	3%	MSRP minus 3%

KME Custom Rescues

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Custom Chassis Rescue	Custom Heavy Rescue, Non Walk-In	As custom configured by Sourcewell member	5%	MSRP minus 5%

KME Custom Aerial Ladders (Including TDA)

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Custom Ladder w/chassis option	Custom Ladder with ladder options	As custom configured by Sourcewell member	5%	MSRP minus 5%
Custom Ladder w/chassis option TDA	Custom Ladder with ladder options	As custom configured by Sourcewell member	5%	MSRP minus 5%

KME Custom Aerial Platforms

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Custom Aerial Platform w/ Chassis option	Aerial Platform multiple length options	As custom configured by Sourcewell member	5%	MSRP minus 5%

KME Wildlands

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
Commercial Chassis Wildlands	Commercial Chassis Wildlands	As custom configured by Sourcewell member	3%	MSRP minus 3%