



= Pricing paid by Customer for products & services
 = Pricing received by Customer for products

Sourcewell Customer Pricing

Apparatus Type	Example List Price	Customer Discount
Purchase of a Used Fire Apparatus from BMFA Inventory		
Pumper/engine	List price	5-10%
Initial attack	List price	5-10%
Mobile water supply	List price	5-10%
Aerial	List price	5-10%
Quint	List price	5-10%
Special service	List price	5-10%
Command & communications	List price	5-10%
Purpose-built firefighting or rescue trailers	List price	5-10%
Wildland fire apparatus	List price	5-10%
Aircraft rescue & firefighting vehicles	List price	5-10%
Rescue trucks	List price	5-10%
Ambulance & transport units	List price	5-10%
European & Pacific Rim style fire apparatus	List price	5-10%
Vocational trucks	List price	5-10%

Pump Test	\$210	\$20
US DOT Inspection	\$125	\$35

Lease Apparatus

Pumper/engine	\$250-400 per day	10.5%
Aerials & Quints	\$300-400 per day	10.5%
Wildland & Brush trucks	\$150-250 per day	10.5%
Aircraft rescue & firefighting vehicles	\$250-350 per day	10.5%

Refurbishment as a Service (RaaS)

Labor rates	\$160 per hour	\$10 per hour
Parts & components	List price	5%

Remount as a Service

Labor rates	\$160 per hour	\$10 per hour
Parts & components	List price	5%

Collision Repair

Labor rates	\$160 per hour	\$10 per hour
Parts & components	List price	5%

Apparatus Buy Back

Increase over List Price	List price	5%
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Sell Used Fire Apparatus to BMFA

Increase over list price	List price	5%
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Sell Used Fire Apparatus through BMFA's Brokerage Service

Up to \$200,000 sales price	10%	0.75%
From \$200,001 to \$350,000 sales price	7%	0.53%
Above \$350,001 sales price	5%	0.38%

Apparatus Type	Example List Price	Customer Discount
Purchase of a Used Fire Apparatus Listed through BMFA's Brokerage Service		
Pumper/engine	List price	Negotiated
Initial attack	List price	Negotiated
Mobile water supply	List price	Negotiated
Aerial	List price	Negotiated
Quint	List price	Negotiated
Special service	List price	Negotiated
Command & communications	List price	Negotiated
Purpose-built firefighting or rescue trailers	List price	Negotiated
Wildland fire apparatus	List price	Negotiated
Aircraft rescue & firefighting vehicles	List price	Negotiated
Rescue trucks	List price	Negotiated
Ambulance & transport units	List price	Negotiated
European & Pacific Rim style fire apparatus	List price	Negotiated
Vocational trucks	List price	Negotiated

Volume discount for brokerage services

When a Participating Entity lists its fourth fire apparatus with BMFA, each tier of the commission schedule will be reduced by one percentage point for that Participating Entity for the duration of the Sourcewell contract. When the tenth fire apparatus is listed, each tier of the commission schedule will be reduced by an additional one percentage point, for a total of two points, for that Participating Entity for the duration of the Sourcewell contract. These discounts will be applied retroactively to all trucks then listed for that Participating Entity. (Loose equipment listings are excluded from the count toward volume discount pricing. However, discounted brokerage commissions will still be applied to loose equipment if the listing tier has been reached through other categories.)