



**LADDER TOWER**

**Sourcewell #113021-RVG-4 (Spartan Apparatus Model Pricing Strategy – Quick Reference Guide)**

Model	Discount off MSRP	Notes
Smeal Custom Pumpers	5%	Spartan Metro Star and Gladiator Chassis
Smeal Ladders	5%	Spartan Metro Star and Gladiator Chassis
Smeal Platforms	5%	Spartan Metro Star and Gladiator Chassis
Spartan Commercial Pumpers -FC94 Chassis	3%	FC94/Commercial Chassis is not discounted
Spartan Commercial Tankers -FC94 Chassis	3%	FC94/Commercial Chassis is not discounted
Spartan Custom Pumpers	5%	Spartan Metro Star and Gladiator Chassis
Spartan Custom Tankers	5%	Spartan Metro Star and Gladiator Chassis
Spartan Custom NWI Rescue	5%	Spartan Metro Star and Gladiator Chassis
Spartan Commercial Wildlands -FC94 Chassis	3%	FC94/Commercial Chassis is not discounted
Spartan Custom Urban Interface Pumper	5%	Spartan Metro Star and Gladiator Chassis
Wildlands	3%	Pre-discounted – Priced to Market – Flat fee discount
LT Custom Ladders and TDA's	5%	Spartan Metro Star and Gladiator Chassis
LT Custom Ladders	5%	Spartan Metro Star and Gladiator Chassis
Spartan Chassis Only	5%	Spartan FC94, Metro Star and Gladiator Chassis

*Note: Items designated as “Pass thru” by Spartan 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.*

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

**Key Spartan Contacts:**

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## Smeal Product Offerings thru Spartan

- This section covers products which are offered by Spartan but sold as a Smeal product.
- The Sourcewell member will be able to custom design a unit to meet his needs and mission requirements
  - Multiple chassis models, and options
  - Multiple body designs, modifications, and options
  - Multiple pump module configurations and options
  - Multiple pump ratings and options
  - Multiple tank sizes and options
  - Multiple aerial configurations

### *Pricing Notes:*

- All Smeal products are offered on Spartan Custom Chassis models.
- Products in this section are priced at MSRP minus 5% on only the Spartan portion of the apparatus.

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

Apparatus Model	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
SME001	Smeal Custom Pumper, MetroStar, Single Axle, 750 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME002	Smeal 55' Rear Mount Aerial Ladder, MetroStar, Single Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME003	Smeal 75' Rear Mount Aerial Ladder, MetroStar, Single Axle, 400 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME004	Smeal 75' Rear Mount Aerial Ladder, MetroStar, Tandem Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME005	Smeal 100' Rear Mount Aerial Ladder (UT), Gladiator, Tandem Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME006	Smeal 105' Rear Mount Aerial Ladder, Gladiator, Tandem Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME007	Smeal 107' Rear Mount Aerial Ladder, Smart Reach with Multi-Stance, Gladiator, Tandem Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME008	Smeal 125' Rear Mount Aerial Ladder, Gladiator, Tandem Axle, 400 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME009	Smeal 85' Mid Mount Platform, Gladiator, Tandem Axle, 300 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME010	Smeal 100' Mid Mount Platform, Gladiator, Tandem Axle, 300 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
SME011	Smeal 100' Rear Mount Platform, Gladiator, Tandem Axle, 400 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%

## Spartan ERV Product Offerings thru Spartan

- This section covers products which are offered by Spartan but sold as a Spartan ERV product.
- The Sourcewell member will be able to custom design a unit to meet his needs and mission requirements
  - Multiple chassis models, and options
  - Multiple body designs, modifications, and options
  - Multiple pump module configurations and options
  - Multiple pump ratings and options
  - Multiple tank sizes and options

### *Pricing Notes:*

- All Spartan ERV products are offered on Spartan Custom Chassis or Spartan Commercial models.
- Products in this section are priced at MSRP minus 3-5% on only the Spartan portion of the apparatus.

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

Apparatus Model	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
ERV001	ERV Legend Side Mount Pumper, FC-94 Commercial Chassis (4dr), Single Axle, 500 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV002	ERV Legend Top Mount Pumper, FC-94 Commercial Chassis (2dr), Single Axle, 500 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV003	ERV Star Dryside Tanker, FC-94 Commercial Chassis (2dr), Tandem Axle, 3000 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV004	ERV Star Wetside Tanker, FC-94 Commercial Chassis (2dr), Tandem Axle, 2500 Gal Tank, 500 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV005	ERV Star Dryside Tanker, MetroStar, Tandem Axle, 2000 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV006	ERV Star Elliptical Tanker, FC-94 Commercial Chassis (2dr), Tandem Axle, 3000 Gal Tank, 750 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV007	ERV Star NXT Pumper, MetroStar, Single Axle, 750 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV008	ERV Star Side Mount Pumper, FC-94 Commercial Chassis (4dr), Single Axle, 500 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV009	ERV Star Rear Mount Pumper, MetroStar, Single Axle, 500 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV010	ERV Star Side Mount Pumper, MetroStar, Single Axle, 750 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV011	ERV Star Top Mount Pumper, MetroStar, Single Axle, 750 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV012	ERV Star Walk Around Rescue, MetroStar, Single Axle	As custom configured by Sourcewell member	5%	MSRP minus 5%

ERV013	ERV Star Wildland Type III, FC-94 Commercial Chassis (4dr), Single Axle, 500 Gal Tank, 500 GPM Pump PTO Pump	As custom configured by Sourcewell member	3%	MSRP minus 3% - Does not include FC94 chassis.
ERV014	ERV Star Wildland Urban Interface, MetroStar, Single Axle, 750 Gal Tank, 1250 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
ERV015	Spartan SVI Rescue	As custom configured by Sourcewell member	5%	MSRP minus 5%

### Ladder Tower Product Offerings thru Spartan

- This section covers products which are offered by Spartan but sold as a Ladder Tower product.
- The Sourcewell member will be able to custom design a unit to meet his needs and mission requirements
  - Multiple chassis models, and options
  - Multiple body designs, modifications, and options
  - Multiple pump module configurations and options
  - Multiple pump ratings and options
  - Multiple tank sizes and options
  - Multiple aerial configurations

***Pricing Notes:***

- All Spartan ERV products are offered on Spartan Custom Chassis models.
- Products in this section are priced at MSRP minus 5% on only the Spartan portion of the apparatus.

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

Apparatus Model	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
LT0001	LT 54' Squirt, MetroStar, Single Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0002	LT 75' Rear Mount Aerial Ladder, MetroStar, Single Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0003	LT 110' Rear Mount Aerial Ladder (Non-Quint), Gladiator, Tandem Axle, No Pump/No Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0004	LT 110' Rear Mount Aerial Ladder (Quint), Gladiator, Tandem Axle, 500 Gal Tank, 2000 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0005	LT 110' NXT Rear Mount Aerial, Gladiator, Tandem Axle, 500 Gal Tank, 1500 GPM Pump	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0006	LT 100' Tractor Drawn Aerial	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0007	LT-105' Tractor Drawn Aerial	As custom configured by Sourcewell member	5%	MSRP minus 5%
LT0008	LT 93 Mid Mount Platform, Gladiator, Tandem Axle, No Pump/No Tank	As custom configured by Sourcewell member	5%	MSRP minus 5%

### Spartan Chassis – Chassis Purchase Option Only

Apparatus Model (SKU)	Apparatus Descriptions	Base Price MSRP	Discount off MSRP	Sourcewell Adjusted Price
FC94 Chassis	MFD 4x2, 10" Raised Roof, 4 door, Cummins L9 - EPA 2021- 380HP	As custom configured by Sourcewell member	5%	MSRP minus 5%
Metro Star Chassis	MFD 4x2, 10" Raised Roof, 4 door, Cummins L9 - EPA 2021- 450HP	As custom configured by Sourcewell member	5%	MSRP minus 5%
Gladiator Chassis	MFD 4x2, 10" Raised Roof, 4 door, Cummins X15 - EPA 2021- 500HP	As custom configured by Sourcewell member	5%	MSRP minus 5%