

March 18, 2011

Odenton Volunteer Fire Company
1425 Annapolis Road
Odenton, Maryland 21113

Dear Apparatus Committee,

I first want to Thank-You for the opportunity I've had in the past several months to present you with many different styles of pumpers. Pierce has the most comprehensive line of fire apparatus in the industry today with a great track record supported by local service

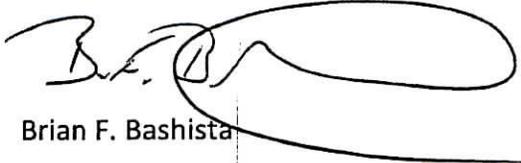
There are several points I would ask you to consider when purchasing a pumper:

1. Local Service and Road Service within 20 minutes of Odenton.
2. Our Chassis and body are built in one factory and engineered as a total package.
3. Safety – Pierce is the market leader in bringing the latest safety features to protect today's first responders. The Arrow XT Chassis not only meets the same roof crush certifications as the other manufacturers but it also meets stringent front and side impact European Standards.
4. Warranties are a measure of risk and by default a measure of the overall quality of a product. Pierce Manufacturing offers the most robust warranties in the entire fire & emergency service industry, as well as provides customers with options for extended warranties. No other manufacturer offers as robust of a warranty, or as many extended warranty options.
5. Pierce Manufacturing and Atlantic Emergency Solutions have the largest service network of any manufacturer. Atlantic Emergency Solutions operates 6 service centers, including 1 in Linthicum with a road service technician located in Howard County. In addition, our service technicians are the highest trained in the industry including the largest number of EVT certified mechanics. We will even make arrangements to have you vehicle picked up and delivered if it needs to be serviced outside of your station. As your Regional Account Manager I can guarantee you customer satisfaction that the

others cannot provide, I would urge you to contact any Maryland or Delaware customers who have purchased from me and ask them how their purchasing experience would be rated. I am sure all of them feel as though they have entered into a partnership with a Salesperson who truly takes care of their needs.

The pumper which has been specified by your committee and is written in this proposal is what I would consider our most popular design in Maryland, we have delivered a large number of very similar apparatus in the Metropolitan DC area that are similar in design and mission, if you would like to have any of those units brought to your Fire Station for a closer review please let me know.

Thank-You again for the opportunity,



Brian F. Bashista

BID PAGE

2011 Arrow XT Pumper

\$453,283.00

SEE REVISED
PROPOSAL ATTACHED.

Chassis Prepayment Discount

-\$ 9,389.00

Further prepayment discounts quotes are available upon request.

Delivery 6-7 months.