

Conditions of Guaranteed Value Trade-In Lease(s)

- ✓ Vehicles must be traded on new ____ (Mfg.) vehicles on a one-for-one basis.
- ✓ Vehicles must be turned in by ____ (6,7,8,10) years from delivery and acceptance, otherwise deduct \$2,000 from a aerial value and \$1,250 from a pumper value for each month or partial month past the 10th anniversary, up to a maximum 12 months.
- ✓ ____ (Mfg.) must be advised of Lessee's intention to exercise their guaranteed trade value 8 months prior to the trade-in date. During this time, reasonable access to the vehicle for purposes of showing the vehicle to prospective buyers will be allowed.
- ✓ Aerials will not exceed an average of 2,500 miles per year and pumpers will not exceed an average of 2,500 miles per year. Deduct \$1.00 for each mile over maximum.
- ✓ Vehicles must pass applicable NFPA Aerial and Pumper Certification by an independent certification firm. The cost of inspection is the responsibility of ____ (Mfg.). The Lessee will be responsible for any necessary repairs required to receive certification over \$1,000 per unit.
- ✓ The units must be roadworthy at time of turn-in and have no hidden defects that would make the unit unfit for service.
- ✓ Any damage, such as collision, fire or vandalism shall be cause for renegotiation of withdrawal of this offer.
- ✓ All applicable affixed mounting brackets and associated equipment, warning lights, intake and discharge caps, intake relief valves, fire extinguishers, deck guns with stream straighteners, booster reels with hose and nozzles, battery chargers, SCBA brackets, ladders, pike poles and generator are included in this offer.
- ✓ The unit(s) must be maintained per manufacturers recommended maintenance schedules.
- ✓ Tires must be matched and have 10/32 original tread remaining. Recaps are not acceptable.

Questions for your Customer:

- 1) If the truck is that good of shape, as required above, why are they replacing it?
- 2) Does any of their fleet meet these requirements now? (Trucks 10 years old or younger)
- 3) If it is such a great deal, why are some manufacturers phasing this program out?