

**Extrication Concepts**  
 5009 W. Aster Dr.  
 Glendale, AZ 85304-2013 US  
 +16026210155  
 extrication.concepts@cox.net

# Quote



**ADDRESS**  
 Northwest Fire Dist.  
 13535 N Marana Main Street  
 Marana, AZ 85643

**SHIP TO**  
 Northwest Fire Dist.  
 Raymond Thibault  
 13535 N Marana Main Street  
 Marana, AZ 85643

QUOTE #	DATE
1374	02/12/2025

**SALES REP**  
 Fred Dimas

	DESCRIPTION	QTY	RATE	AMOUNT
159.000.224	Next-Gen Pentheon PCU50 Cutter	2	15,196.00	30,392.00T
159.000.226	Next-Gen Pentheon PSP40 Spreader	2	15,670.00	31,340.00T
159.000.240	Next-Gen Pentheon PRA50 Ram	2	12,277.00	24,554.00T
151.000.583	Pentheon PBPA287 Battery	12	1,019.00	12,228.00T
151.000.742	Pentheon Battery Charger AC-US	6	676.00	4,056.00T
151.000.499	Pentheon On-Tool Charging Cord	6	121.00	726.00T
151.000.503	Pentheon Daisy Chain Power Cord DCPC1	4	17.00	68.00T
<b>Freight &amp; Ins.</b>	Incoming Shipping Charges	1	1,210.00	1,210.00

Quote will expire 30 days from date unless otherwise noted.  
 All Orders Will Take 12-16 Weeks Delivery Time.

SUBTOTAL	104,574.00
DISCOUNT 10%	-10,457.40
TAX	8,000.37
<b>TOTAL</b>	<b>\$102,116.97</b>

**REVISED TOTAL**  
**\$114,240.33**

Vendor increased pricing by 12% effective March 1, 2025. See attachments following.

Accepted By

Accepted Date

**NORTHWEST FIRE DISTRICT EXTRICATION EQUIPMENT**

Item	Quantity	Unit Price	12% Increase Effective 3/1/2025	10% Discount Equipment	Adjusted Total	Tax 8.6% of Adjusted	Shipping	10% Discount Shipping	Adjusted Shipping	Total Cost Per Unit	Quantity	Total Extended Cost
Cutter	1	15,196.00	1,823.52	(1,701.95)	15,317.57	1,317.31	177.89	(17.79)	160.10	16,794.98	2.00	33,589.96
Spreader	1	15,670.00	1,880.40	(1,755.04)	15,795.36	1,358.40	183.44	(18.34)	165.09	17,318.85	2.00	34,637.71
Ram	1	12,277.00	1,473.24	(1,375.02)	12,375.22	1,064.27	143.72	(14.37)	129.35	13,568.83	2.00	27,137.66
Battery	1	1,019.00	122.28	(114.13)	1,027.15	88.34	11.93	(1.19)	10.74	1,126.22	12.00	13,514.67
Charger	1	676.00	81.12	(75.71)	681.41	58.60	7.91	(0.79)	7.12	747.13	6.00	4,482.79
Charging Cord	1	121.00	14.52	(13.55)	121.97	10.49	1.42	(0.14)	1.27	133.73	6.00	802.39
Daisy Chain Cord	1	17.00	2.04	(1.90)	17.14	1.47	0.20	(0.02)	0.18	18.79	4.00	75.16
<b>Total</b>		44,976.00	5,397.12	(5,037.31)	39,938.69	3,898.88	526.50	(52.65)	473.85	49,708.54		114,240.33

Shipping Allocation: Vendor provided a 10% discount on shipping

Item	Extended	% of Total	Shipping	Per Unit	Extended Tax Total	Extended Shipping Total
Cutter	30,635.14	0.2940	355.77	177.89	2,634.62	320.20
Spreader	31,590.72	0.3032	366.87	183.44	2,716.80	330.19
Ram	24,750.43	0.2375	287.43	143.72	2,128.54	258.69
Battery	12,325.82	0.1183	143.14	11.93	1,060.02	128.83
Charger	4,088.45	0.0392	47.48	7.91	351.61	42.73
Charging Cord	731.81	0.0070	8.50	1.42	62.94	7.65
Daisy Chain Cord	68.54	0.0007	0.80	0.20	5.89	0.72
<b>Total</b>	104,190.91	1.00	1,210.00		8,960.42	1,089.00
			1,210.00			
			(121.00)	less 10%		
			1,089.00	Total Shipping		

February 24, 2025

Subject: Holmatro Price Increase Due to Market Conditions

**Please see bolded section below for an update from the original communication shared on February 19, 2025.**

Dear Valued Partners,

We appreciate your continued partnership and support as we navigate an evolving economic and policy landscape. At Holmatro, we remain committed to delivering high-quality products and services that support your business and the first responders who rely on our equipment.

**Due to many factors that are raising costs across our supply base, Holmatro will be implementing a price adjustment across our product portfolio, effective March 1, 2025.** As of March 1, the 12% surcharge that went into effect on February 4, 2025, will no longer be applied and will be absorbed into the new price list. While we have worked diligently to absorb these increases and optimize our operations, sustained cost pressures necessitate this adjustment to ensure we maintain our standards of quality, innovation, and service.

**Key Details of the Price Adjustment:**

The price increase will take effect on all orders placed on or after March 1, 2025.

Updated pricing will be provided by February 24, 2025.

Existing orders placed before March 1, 2025, will be honored at current pricing.

All quotes not converted to orders prior to March 1, 2025, will be requoted. ***This sentence was originally intended to request that dealers start using the new pricing as soon as possible after release for quoting. We are willing to work with dealers who have provided quotes to customers that are tied to grant cycles or special funding and were quoted between January 1, 2025, and the time of the new pricing effective March 1, 2025. We will require documentation that the quote was provided during the period mentioned above.***

Our team is available to discuss any questions and support you in communicating these changes to your customers. Additionally, we continue to invest in product enhancements, inventory availability, and service improvements to help you maximize value.

Please reach out to your RSM with any questions. We appreciate your understanding and look forward to continuing our strong partnership.

Kind regards,



Shelly Elliott