



GREATER NAPLES FIRE RESCUE DISTRICT  
BOARD OF FIRE COMMISSIONERS  
Action Item Worksheet

**NEW BUSINESS**

**Agenda Item:** III. A.  
**Subject:** Ladder Truck Purchase  
**Meeting Date:** May 6, 2026  
**Prepared By:** Chris Wolfe, Fire Chief

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**Background**

The District previously submitted a letter of intent to purchase an E-One 100 ft. ladder truck for Station 70. The vendor requires a purchase order to lock in the sale. Delivery will be made approximately 20 months after receipt of the purchase order. Staff will explore lease purchase options for payment in the 2027-2028 fiscal year.

**Funding Source/Financial Impact**

Priced using the Sarasota County Contract  
Capital Improvement Projects Fund/ \$1,844,819 (total cost including equipment)

**Recommendation**

Staff recommends approval to issue a purchase order for the ladder truck as presented.

**Potential Motion**

I move to approve the issuance of a purchase order for the ladder truck as presented.

**Attachment**

1. Matheny Apparatus Proposal dated April 16, 2026

**Legal Review**

This AIW and its contents have been reviewed by legal counsel for sufficiency.

- Approved  
 Not Approved  
 Not Applicable

**Apparatus Proposal**

DATE:

April 16, 2026

The Proposal has been prepared for:

**Greater Naples Fire Rescue**

**14575 Collier Blvd.**

**Naples, FL 34119**

Matheny Fire and Emergency is pleased to offer Greater Naples Fire Rescue One E-One 100 ft. ladder quint built on the Cyclone chassis. This unit is priced using the open contract between Matheny Fire and Emergency and Sarasota County. The vehicle shall be in accordance with the attached specifications and drawings. The purchase price shall include all vehicle components and DOT equipment as requested by the department as detailed in the Matheny Fire and Emergency Proposal.

Delivery will be F.O.B. Greater Naples, FL and will be made approximately 20 months after receipt of purchase order. The current purchase price for the specified unit is as follows:

<b>2026 E-One 100 ft. ladder SO# 147355</b>	<b>\$ 1,401,309</b>
<b>Dealer Cost: Scheduled completion in October 2027</b>	
<b>Dealer Net plus 10% per Sarasota County contract:</b>	<b>\$ 140,130</b>
<b>Net Cost of Aerial:</b>	<b>\$ 1,541,439</b>
<b>Change Order for 2027 Cummins X10 engine</b>	<b>\$ +69,580</b>
<b>Graphics to match current fleet:</b>	<b>\$ +10,000</b>
<b>Fire COMM (4) position wireless supplied and installed. Shelving allowance. Install customer provided radio and antennas. Install of loose equipment per customer layout:</b>	<b>\$ +30,000</b>
<b>Dealer Prep per Sarasota County contract:</b>	<b>\$ +1,800</b>
<b>Equipment purchase allowance:</b>	<b>\$ +192,000</b>
<b>Total Cost of Aerial:</b>	<b>\$ 1,844,819</b>



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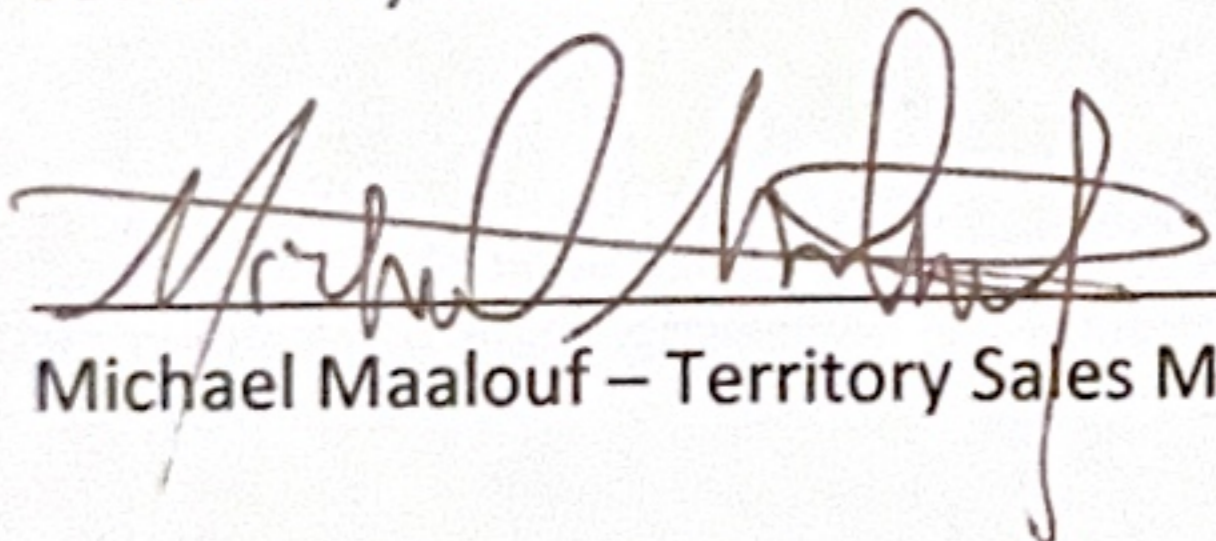


This quote is valid for 30 days unless extended in writing.

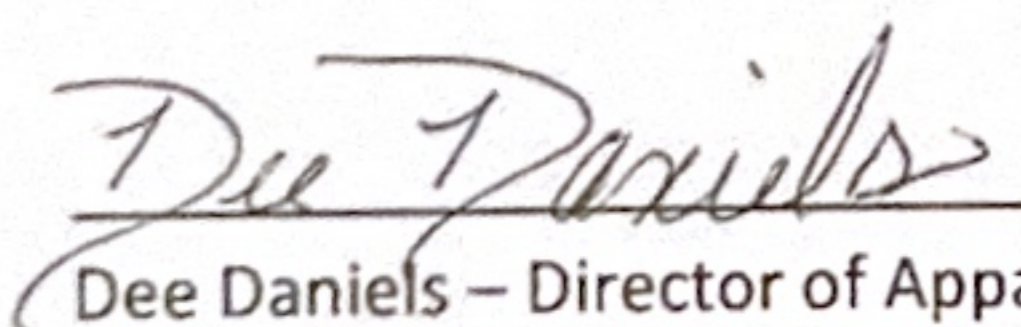
**CONTINGENCIES:** Matheny will not be liable for any delay, failure to make delivery, or other default due to strikes or labor unrest, war, riot, federal, state, or local government action, fire, flood or other disaster or acts of God, accidents, breakdown of machinery, lack of or inability to obtain materials, commercial chassis', parts or supplies, or any other causes or circumstances beyond the reasonable control of Company which prevent or hinder Company's manufacture and/or delivery of the apparatus. Additionally, the quoted pricing may be subject to manufacturer price adjustment for any unforeseen materials and/or component cost increases incurred at time of materials acquisition and/or production in the form of a material cost increase. Supporting documentation shall be provided detailing any changes that may impact final pricing and delivery.

**CHANGES IN REGULATIONS/INDUSTRY STANDARDS:** The Pricing is subject to adjustment for changes to the Apparatus necessitated by changes in applicable government regulations (such as FMVSS or emissions regulations), industry standards (such as NFPA standards), replacement of discounted models or components from vendors, or freight charges. Buyer is responsible for any cost increases due to such changes beyond Matheny control and is above and beyond standard annual price increases.

This proposal is deemed acceptable by the undersigned. In witness whereof, The Company and the Purchaser shall execute and agreement to this proposal with signatures and authorizations representatives as of the date set forth by each.

  
Michael Maalouf – Territory Sales Manager

04/16/26  
Date

  
Dee Daniels – Director of Apparatus Sales

4-15-26  
Date



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