



8050 McGowin Drive • Fairhope, AL 36532 • Office: 800.642.8484 • Fax: 251.928.9933 • www.sunbeltfire.com

July 12, 2017

Chief Pat Sullivan  
Harrison County  
20121 West Worthan Road  
Saucier, MS 39574

Dear Chief Sullivan,

I would like to thank you again for allowing Sunbelt Fire the privilege of building the premiere fire apparatus in the industry for your department. We take great pride in helping our customers go above and beyond their goals.

It is my pleasure to inform you that your new fire apparatus is well on its way to being completed. As the delivery time approaches, I'd like to review a few items that will speed delivery and ensure a trouble-free transaction.

Since this is a cash transaction, our contract necessitates **payment in full upon delivery and acceptance**. The contract is in the amount of \$229,487.00 and is payable to Sunbelt Fire, Inc. You may choose one of the following payment plans:

1. If we deliver your unit to your fire department and acceptance is completed, please give the check to our Sunbelt Sales Representative or Delivery Representative.
2. In advance of delivery, you may forward the check by courier or a bank wire transaction at our expense.

Although your apparatus may still be approximately 45 days from delivery, we are aware that you may need to present the Invoice to your Board or Council well in advance of delivery in order to have payment ready at the time of delivery. It is for this reason that we are issuing the enclosed Invoice. This Invoice is not the Bill of Sale. You will receive a Bill of Sale at the time of delivery or soon thereafter (if issued by E-One).

**Good business practice dictates that we not allow unpaid units to be delivered** for two reasons:

Our insurance carrier has very strict requirements as to exactly what measures we must take to insure minimum exposure. Our dealer plate covers the apparatus while traveling from Ocala, Florida to Fairhope, Alabama and, if we deliver the unit, on to your station. When the unit is physically in your

fire station, it is out of our direct care, custody, and control, and as such, not covered by our insurance policy. At that time, our dealer-temporary plate must be removed from the vehicles and it becomes uninsured which is a liability that we are not in a position to assume.

Our second concern is the workman's compensation area of coverage. It is essential if your firefighters are being familiarized with the vehicle, the apparatus must be owned and insured by your buying authority. We do not provide any type workman's compensation coverage for your firefighters while being familiarized with the new apparatus. If a firefighter is injured during this session, serious legal questions could arise if any party other than the buying authority owned the vehicle and workman's compensation insurance was not provided.

Our Truck Administrator, Jan Jones, will contact you prior to delivery of the unit to verify payment is ready and to provide you with the Vehicle Identification Number, which you will need in order to obtain insurance. Should you have any questions or concerns that need to be addressed, please feel free to contact her at 251.929.9520 or [janjones@sunbeltfire.com](mailto:janjones@sunbeltfire.com).

In closing, I hope your community will enjoy having this new fire apparatus and trust it will assist in saving lives and property. As always, we appreciate your friendship and business.

Very truly yours,



Thomas E. McLendon III  
President  
Sunbelt Fire, Inc.

TEM/jjj



# Sunbelt Fire

Serving you is our calling.™

8050 McGowin Drive, Fairhope, AL 36532

[www.sunbeltfire.com](http://www.sunbeltfire.com)

# Invoice

Phone: (800) 642-8484 Fax: (251) 928-9933

Invoice No. 141034

Customer ID:

Bill To: **Harrison County**  
20121 West Wortham Road  
Saucier, MS 39574

Ship to: (Same)

Attention: Chief Pat Sullivan  
Phone: 228-832-0638

Ship Via: Best Way

Comments

Inv. Date	Sales Account	Territory Manager	Payment Terms	Purchase Order No.
7/12/2017	52520	Curtis Gho	Net upon delivery and acceptance	226994
Qty	Description	Unit Price	Line Total	
1.00	E-ONE Commercial Pumper on an International 4400 Chassis	\$ 229,487.00	\$ 229,487.00	
	SO# 140685			
	VIN# (Not available yet)			
Where tax is calculated at a different rate for materials and labor, include material items above this line; include labor items below this line.				

Tax Rate for Materials: 0%

Tax Rate for Labor/Services: 0%

Wire Transfer Information:

Remit to:	National Bank of Commerce
	457 Magnolia Avenue Fairhope, AL 36532
For the Credit of:	Sunbelt Fire, Inc.
	Account No. 110080298
	Routing No. 062206486

Material Subtotal:	\$ 229,487.00
Labor/Service Subtotal:	\$ -
Freight F.O.B.	\$ -
Material Sales Tax:	\$ -
Labor/Service Sales Tax:	\$ -
<b>Total</b>	<b>\$ 229,487.00</b>

*7/24/17*  
*Fire Truck should be ready 8/14/17*  
*per Jan Jones*  
*off 120*  
**Jennifer A. Bell**

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**From:** Margaret C. Hosli  
**Sent:** Friday, July 14, 2017 2:09 PM  
**To:** Jennifer A. Bell  
**Subject:** RE: payment for 2nd fire truck - Sunbelt Fire Apparatus - \$

Jennifer – I spoke to Chief Sullivan – he does not know when the truck will be delivered. Can you Please contact Ms, Jan Jones @ 251-929-9520 or [janjones@sunbeltfire.com](mailto:janjones@sunbeltfire.com) . She is the truck administrator & she may be able to assist you with a more exact delivery time frame.....thanks. Margaret

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**From:** Jennifer A. Bell  
**Sent:** Friday, July 14, 2017 2:03 PM  
**To:** Margaret C. Hosli  
**Subject:** RE: payment for 2nd fire truck - Sunbelt Fire Apparatus - \$

No do the receiving report when we actually take receipt of the fire truck. Will we be getting it before 9/30/2017?

Jennifer A. Bell, CPA, CFE  
Harrison County Comptroller

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**From:** Margaret C. Hosli  
**Sent:** Friday, July 14, 2017 2:03 PM  
**To:** Jennifer A. Bell  
**Subject:** RE: payment for 2nd fire truck - Sunbelt Fire Apparatus - \$

Jennifer – I am to do the receiving report when the truck is received, right – not before.....or should I do the R/R now.....thanks. M

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**From:** Jennifer A. Bell  
**Sent:** Friday, July 14, 2017 1:54 PM  
**To:** Margaret C. Hosli  
**Subject:** RE: payment for 2nd fire truck - Sunbelt Fire Apparatus - \$

Thank you Margaret! Will we be getting it before September 30, 2017?

Jennifer A. Bell, CPA, CFE  
Harrison County Comptroller

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**From:** Margaret C. Hosli  
**Sent:** Friday, July 14, 2017 1:48 PM  
**To:** Jennifer A. Bell  
**Cc:** Pat R. Sullivan  
**Subject:** payment for 2nd fire truck - Sunbelt Fire Apparatus - \$

Good Afternoon Jennifer – I hope all is well with you this day. Attached is the final invoice for P.O.#226994 - \$229,487.00 – for the second fire truck ordered from Sunbelt Fire Apparatus. Although this apparatus is still approximately 45 days from delivery to Harrison County Fire Service – we want to have the payment ready when the truck is delivered, as you did for the first apparatus that was delivered in March 2017.

**Jennifer A. Bell**

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**From:** Margaret C. Hosli  
**Sent:** Friday, July 14, 2017 1:48 PM  
**To:** Jennifer A. Bell  
**Cc:** Pat R. Sullivan  
**Subject:** payment for 2nd fire truck - Sunbelt Fire Apparatus - \$  
**Attachments:** Scan.pdf

Good Afternoon Jennifer – I hope all is well with you this day. Attached is the final invoice for P.O.#226994 - \$229,487.00 – for the second fire truck ordered from Sunbelt Fire Apparatus. Although this apparatus is still approximately 45 days from delivery to Harrison County Fire Service – we want to have the payment ready when the truck is delivered, as you did for the first apparatus that was delivered in March 2017.

Please let me know if you should need any additional information regarding this request for payment and as always thank you for your help.....Margaret