

**REQUEST FOR PROPOSALS FOR Tractor/Loader/Backhoe - RFP-RH-18-029**  
**PROPOSALS TABULATION**

| <b>NAME</b>  | <b>Carleton Equipment Company</b>  | <b>Weingartz Supply</b>  |
|--|--|--|
| <b>ADDRESS</b>                                     | 31231 Schoolcraft Road<br>Livonia, MI 48150  | 46061 Van Dyke<br>Utica, MI 48317  |
| Years in Business:                                 | 80   | 73   |
| Full Time Employees:                               | 115  | 217  |
| Part Time Employees:                               | 6  | 100  |
| Years experience providing the proposed equipment? | Carleton has been an equipment dealer in Michigan for 80 years. They manage client accounts all of the state and deal with several clients that have 100+ machine fleets. Have dealt with Kubota products since 2015.  | Weingartz has been selling construction equipment for at least 22 years. |
| Qualifications of Staff assigned to projects?      | Carleton Vice President has worked with the company for 30 years. Territory manager has been selling and supporting equipment over 25 years.   | Factory Trained.   |
| Client References:                                 | List Provided.   | List provided.   |
| Warranty program for equipment being proposed:     | <u>Basic Standard Limited Tractor Only</u> - 12 month or 1,500 hours (whichever occurs first)<br><u>Limited Powertrain Warranty Tractor Only</u> - 24 months or 1,500 hours (whichever occurs first)<br><u>Loader &amp; Backhoe Warranty</u> - 12 months<br>Extended warranties are available to purchase. | 12 month or 1500 hours<br>24 month Powertrain                            |
| Cost Proposal                                      |  |  |
| Unit Cost of one (1) new current model:            | <b>\$57,928.25</b>   | <b>\$52,375.00</b>   |
| Make/Model:  | Kubota L47   | Kubota L47   |
| Optional trade-in value:                           | <b>\$18,500.00</b>   | <b>\$16,500.00</b>   |
| Initialed to acknowledge that delivery is FOB?     | Yes  | Yes  |
| Signed hold harmless?                              | Yes  | Yes  |
| Can meet insurance requirements?                   | Yes  | Yes  |
| Provided specifications and advertising?           | Yes  | Yes  |
| Warranty information included?                     | Yes  | Yes  |
| Lead-time required:                                | 60 days ARO  | 30-60 days   |
| Accepts MasterCard?                                | No   | Yes. No additional fees  |
| Payment method preferred:                          | ACH  | Check  |
| Terms:   |  |  |