

|   |   |                             |                       |  |
|---|---|-----------------------------|-----------------------|--|
| RFP-RH-16-045   |   |                             |                       |  |
| Cost Proposal Summary                                       |   |                             |                       |  |
| <b>Vendor:</b>  | <b>Mtech/Global/Johnston</b>  | <b>Bell Equipment/Elgin</b> | <b>Schwarze</b>       |  |
| <i>Sample Truck Configurations for comparison purposes</i>  | <b>Cleveland, OH</b>  | <b>Lake Orion, MI</b>       | <b>Huntsville, AL</b> |  |
| <b>Regenerative Air Sweeper</b>                             |   |                             |                       |  |
| Identify Manufacturer and Model Number of Proposed Unit     | Johnston RT655  | Elgin Crosswind             | A7 Tornado            |  |
| Identify Chassis Make and Model of Proposed Unit            | Freightliner M2-106   | Freightliner M2 106         | Freightliner M2       |  |
| Identify Engine Make and Model of Proposed Unit             | Cummins ISB   | Cummins ISB                 | Cummins ISB 6.7 Liter |  |
| Identify Transmission Make and Model of Proposed Unit       | Allison 2500RSD   | Allison 2500 RDS            | Allison 2500 RDS      |  |
| Identify Turning Radius of Proposed Unit                    | Variable based req'd options  | 22'6"                       | 23.3 Feet             |  |
| <b>Base Unit Price based on specifications pg 19-24 RFP</b> | <b>\$ 224,000.00 *</b>  | <b>\$ 231,690.50</b>        | <b>\$ 236,071.00</b>  |  |
| Additional Costs for modules described below if needed:     |   |                             |                       |  |
| Power Unit  | \$ -  | \$ -                        | \$ -                  |  |
| Hydraulic System  | \$ -  | \$ -                        | \$ -                  |  |
| Hopper/Dust Separator                                       | \$ -  | \$ -                        | \$ -                  |  |
| Blower  | \$ -  | \$ -                        | \$ -                  |  |
| Pick-Up Head  | \$ -  | \$ -                        | \$ -                  |  |
| Gutter Brooms   | \$ -  | \$ -                        | \$ -                  |  |
| Dust Control Water System                                   | \$ -  | \$ -                        | \$ -                  |  |
| Operator Controls   | \$ -  | \$ -                        | \$ -                  |  |
| Warning Devices   | \$ -  | \$ -                        | \$ -                  |  |
| Manuals   | \$ -  | \$ -                        | \$ -                  |  |
| Operator Training, Safety, Maintenance                      | \$ -  | \$ -                        | \$ -                  |  |
| Training  | \$ -  | \$ -                        | \$ -                  |  |
| Demonstration   | \$ -  | \$ -                        | \$ -                  |  |
| Mechanic Training   | \$ -  | \$ -                        | \$ -                  |  |
| Chassis   | \$ -  | \$ -                        | \$ -                  |  |
| Add: Cab Over   | \$ 20,000.00  | \$ 16,588.60                | \$ 19,530.00          |  |
| Sweeper   |   |                             |                       |  |
| Add: High Dump  | Not Available   | Not Available               | \$ 50,105.00          |  |
| <b>Mechanical Sweeper</b>                                   |   |                             |                       |  |
| Identify Manufacturer and Model Number of Proposed Unit     | Custom Purpose Build Chassis  | Elgin Eagle                 | M6TE Avalanche        |  |
| Identify Chassis Make and Model of Proposed Unit            | Custom Purpose Build Chassis  | Freightliner M2 106         | Freightliner M2       |  |
| Identify Engine Make and Model of Proposed Unit             | Cummins ISB   | Cummins ISB                 | Cummins ISB 6.7 Liter |  |
| Identify Transmission Make and Model of Proposed Unit       | Danfoss HydroStatic Drive   | Allison 2500 RDS            | Allison 2500 RDS      |  |
| Identify Turning Radius of Proposed Unit                    | 18.5 ft wall to wall  | 19'2"                       | 19.4 Feet             |  |
| <b>Base Unit Price based on specifications pg 29-30 RFP</b> | <b>\$ 280,217.00</b>  | <b>\$ 277,027.60</b>        | <b>\$ 273,115.00</b>  |  |
| Additional Costs for modules described below if needed:     |   |                             |                       |  |
| Power Unit  | \$ -  | \$ -                        | \$ -                  |  |
| Side Brooms   | \$ -  | \$ -                        | \$ -                  |  |
| Main Broom  | \$ -  | \$ -                        | \$ -                  |  |
| Conveyor  | \$ -  | \$ -                        | \$ -                  |  |
| Hopper  | \$ -  | \$ -                        | \$ -                  |  |
| Spray Water System  | \$ -  | \$ -                        | \$ -                  |  |
| Hydraulic System  | \$ -  | \$ -                        | \$ -                  |  |
| Pneumatic System (if equipped)                              | \$ -  | \$ -                        | \$ -                  |  |
| Electrical System   | \$ -  | \$ -                        | \$ -                  |  |
| Controls  | \$ -  | \$ -                        | \$ -                  |  |
| Warning Devices   | \$ -  | \$ -                        | \$ -                  |  |
| Manuals   | \$ -  | \$ -                        | \$ -                  |  |
| Operator Training, Safety and Maintenance Information       | \$ -  | \$ -                        | \$ -                  |  |
| Demonstration   | \$ -  | \$ -                        | \$ -                  |  |
| Mechanic Training   | \$ -  | \$ -                        | \$ -                  |  |
| Chassis   | \$ -  | \$ -                        | \$ -                  |  |
| (OPTIONAL) Add: Cab Over                                    | Included in base  | ** \$ 18,704.20             | \$ 20,980.00          |  |
| Sweeper   |   |                             |                       |  |
| (OPTIONAL) Add: High Dump                                   | \$ 20,000.00  | \$ -                        | \$ -                  |  |
| <b>Trade-In Allowance</b>                                   |   |                             |                       |  |
| City of Rochester Hills 2008 Tymco                          | \$ 28,000.00  | \$ 45,000.00                | \$ 33,000.00          |  |
| City of Madison Heights 2003 Elgin Cross Wind               | \$ 8,000.00   | \$ 20,000.00                | \$ 12,900.00          |  |
| City of Farmington Hills 2006 Elgin                         | \$ 25,000.00  | \$ 30,000.00                | \$ 39,000.00          |  |
| Bloomfield Township 2009 Elgin                              | \$ 35,000.00  | \$ 50,000.00                | \$ 39,500.00          |  |
|   |   |                             |                       |  |
|   | <i>*Std base unit, does not include options as specified in RFP</i> |                             |                       |  |
|   | <i>**Std chassis options not available</i>                          |                             |                       |  |