

Bell Equipment Company

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Lake Orion, Michigan 48359
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February 10, 2020

Mr. Paul Matthews
City of Ann Arbor
4251 Stone School Road
Ann Arbor, MI. 48108

Ohio Office:
850 Science Blvd.
Gahanna, Ohio 43230
Phone: (614) 655-0022
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Dear Paul;

Please review the following proposal for the purchase of a new Elgin Broom Badger mechanical street sweeper mounted on a 2020 Isuzu NRR truck chassis. Pricing is derived from the City of Rochester Hills/National IPA/Omnia Contract, Contract #16-045.

- Elgin Broom Badger Mechanical Street Sweeper
- Single left side steering and dual gutter brooms
- Mounted on Isuzu NRR truck chassis
- Air conditioning
- Standard tube style main broom and mandrel
- Amber strobe visible from front of truck, mounted behind cab
- Rear mounted LED light bar
- Second rear strobe, curbside, in addition to street side
- LED stop, backup, turn, tail lights
- Rear camera with color monitor
- Dual, cab-controlled gutter broom tilt
- All parts, operators, and service manuals
- Conveyor flusher
- Rear air suspension
- AM/FM/Bluetooth/Aux System
- Piranha broom segments for weeds, etc.
- Strip broom and mandrel for Fall sweeping
- All other standard features

ELGIN BROOM BADGER LIST PRICE	\$146,755.00
ISUZU NRR TRUCK CHASSIS LIST PRICE	<u>\$64,985.00</u>
PACKAGE LIST PRICE	\$211,740.00
3% CONTRACT DISCOUNT FOR ELGIN	-\$4,403.00
18% CONTRACT DISCOUNT FOR ISUZU	<u>-\$11,698.00</u>
DELIVERED PURCHASE PRICE	\$195,639.00

If ordered soon, we can still deliver this street sweeper in the month of April. As discussed in our meeting, I will bring Peter Federico from Elgin Sweeper in for the delivery and training. He is their resident expert when it comes making proper adjustments, tweaks, etc. If we cannot make this sweeper perform to your satisfaction, we will take it back and refund 100% of the City of Ann Arbor's money.

If you have any questions or need additional information, please call or email me. Thank you for your interest in the Elgin product and Bell Equipment Company.

Yours truly,



Clark R. Bushman

Vice President/Sales

Bell Equipment Company