



Kinloch
Equipment & Supply, Inc.

P.O. Box 4919
Pasadena, TX 77502
Tel: 713.473.6213 Fax: 713.473.7858
Toll Free: 800.231.6929



Mile After Mile™ Proposal

For The City of Seguin





As an alternative to the traditional equipment acquisition model, we offer a turnkey “cradle to grave” equipment acquisition and operation solution that achieves the best of both worlds.....high productivity and low cost of ownership and operation. We call this program **Mile After Mile™**.

We are pleased to offer our proposal based on the Vactor 2100i combination sewer cleaner. Vactor is the North American market leader, enjoying just over 54% market share.

Essentially, this is what this program offers:

- Equipment built to the City of Seguin’s specifications and requirements as outlined in the accompanying proposal
- A five (5) year bumper-to-bumper warranty for both the truck chassis and sewer cleaner
- All repairs & maintenance included (except rodder hose)
- Guaranteed minimum 95% equipment availability supported by free of charge loaner equipment in the event of protracted downtime

This again is designed to offer a low, fixed cost of operation and a correspondingly high level of equipment availability. This yields a lower cost of ownership per productive hour which I’ll explain later in this proposal.

This program is offered as a five (5) year lease with your choice of monthly or annual payments, a balloon payment at the end of the term with a guaranteed repurchase amount from Kinloch Equipment & Supply equivalent to the amount of the balloon payment resulting in net zero out of pocket to the City of Seguin.

AQUISITION OPTIONS

Model	Vactor 2100i
Debris Body Capacity	10 Cubic Yards
Water Tank Capacity	1,500 Gallons
Vacuum System	Roots 824 18” Positive Displacement Blower
Boom	RDB 1015 (10’ Telescopic & 15’ Extendable)
Capital Cost	\$539,333.
Mile After Mile™ Program	
Five (5) Year Bumper to Bumper Warranty	Included
Five (5) Year Repair & Maintenance Agreement	Included
Free Loaner Equipment	Included
Payment Schedule	
Five (5) Annual Payments of	\$94,881.
OR	
Sixty (60) Monthly Payments of	\$8,106.



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Purchase Option

Upon the conclusion of the five (5) year lease term, the City of Seguin has first option to purchase this equipment for \$268,217. The City is under no obligation to exercise this option and can opt to return the equipment to Kinloch Equipment & Supply, Inc. with no further financial obligation.

COST PER PRODUCTIVE HOUR

Assumptions:

- 8 hours in a normal single shift workday.
- 52 weeks in a year equals 2,080 normal work hours.
- ~10 days per year (80 hours) of Federal holidays.
- Net 2,000 normal work hours per year
- Minimum of 95% guaranteed equipment availability

Payment Frequency	Cost Per Productive Hour
Annual	\$49.94
Monthly	\$51.20

Prices quoted herein are in accordance with TIPS (The Interlocal Purchasing System) Contract # 200206.

This proposal is made as a matter of convenience. Any order desired to be placed in conjunction with this proposal must be made in favor of Doggett Freightliner of South Texas, LLC as only a franchise motor vehicle dealer may title, register, and plate new motor vehicles within the State of Texas. Doggett Freightliner of South Texas, LLC is the exclusive TIPS contract holder for the Western Star 47X chassis as offered in this proposal.

Prices quoted herein are firm until 1/31/23.

Sincerely,

Daniel J. Federico
Sales Manager