

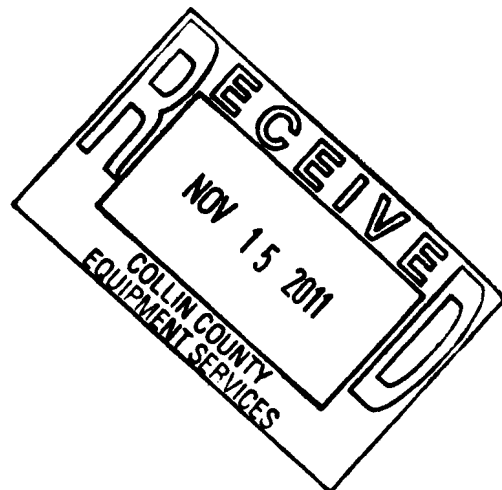


Suyboard

P.O. Box 270300
Oklahoma City, OK 73137
405.495.7820
800.375.3339
405.787.5973 fax

November 15, 2011

Mr. Liz Gray
Collin County
700A West Wilmeth Rd
McKinney, TX 75069



Abilene
1629 Vision Drive
Abilene, Texas 79602
325.692.6334
877.577.5729
325.692.4035 fax

Dear Liz:

We are pleased to quote the following for your consideration:

(1) Gradall XL3100 IV 4 X 2 Unit# N.I.S., S/N Factory Order.

Amarillo
3922 I-40 East
Amarillo, Texas 79103
806.373.2826
800.283.1247
806.373.4841 fax

The following factory and dealer options are included:

Dallas
8505 S. Central Expwy
Dallas, Texas 75241
214.371.7777
800.753.1247
214.375.7903 fax

- * Wheeled Excavator 2 Wheel Drive,
- * Strobe light w/branch guard,
- * Seat belt upper,
- * License Plate Holder Bracket,
- * 60" Bucket W/BOCE,
- * Tilt Steering Column,
- * AM/FM Stereo Radio Chassis,
- * Air Intake Grid Heater Chassis,
- * Air Conditioner Chassis,
- * TX Dot Light Package Chassis,
- * Twin Air Horn Chassis Only,
- * Strobe Light W/Branch Guard Chassis,
- * Locking Fuel Cap,
- * Turbo II Precleaner Chassis,
- * Rubber Floor Mats,
- * Tree Limb Shears,
- * Yellow Paint,
- * 2 Sets Manuals
- * Motor Vehicle Inspection
- * 3yr/3600 Premier Warranty
- * 24" Compaction Wheel
- * 6 Sets Keys
- * Training
- * Warranty: 3yr/3600 Premier Warranty

Ft. Worth
1450 NE Loop 820
Ft. Worth, TX 76106
817.378.0600
877.851.9977
817.378.0080 fax

* Trade allowance: \$35,000.00. Trade unit: 2002 Gradall XL3100, SN 314333

Kansas City
8320 Ruby Avenue
Kansas City, KS 66111
913.850.6300
877.851.5729

***Buyboard Purchase**

Lubbock
3201 Slaton Hwy. 84 East
Lubbock, Texas 79404
806.745.2112
866.289.6087
806.745.2102 fax

Oklahoma City
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Oklahoma City, OK 73127
405.495.7820
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St. Louis
12920 Gravois Rd.
St. Louis, MO 63127
314.729.0125
866.279.1392
314.729.1317 fax

Tulsa
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Tulsa, OK 74116
918.438.1700
800.375.3733
918.437.7065 fax

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Price Complete, Delivered: \$284,029.05

'Quote is good as long as unit is available and shipped prior to Dec 22nd. After this date a 2 1/2 % increase will apply'

We believe the equipment as quoted will exceed your expectations. On behalf of Kirby-Smith Machinery, Inc., thank you for the opportunity to quote Gradall machinery.

Sincerely,

Larry Renfrow
Territory Manager

File: Collin County Gradall XL3100 IV 4 X 2, Proposal 1, 111511.doc

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Texas Association of School Boards Quotation Worksheet

Quote Date	November 7, 2011	Quote Request No.	
Quotation To		Contract No.	345-10
Buying Agency		Vendor ID	345-10
Collin County		Kirby Smith Machinery, Inc.	
Contact	Ms. Liz Gray	Contact	Larry Renfrow / Sol Gieser
Phone	972-548-3734	Phone	817-845-7031
Fax		Fax	
Email	egray@co.collin.tx.us	Email	lrebrow@kirby-smith.com

Pricing Based On Manufacturer's Price List Dated:	01/01/11	Contract Discount Factor	2.5% 97.5%
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A. Base Unit:

Brand	Model No.	Description	List Price	Net Price
Gradall	XL 3100	Wheeled Excavator	\$ 274,000.00	\$ 267,150.00

Includes All Standard equipment & attachments as listed in attached brochures and delivery to your facility.

B. Factory options and attachments INSTALLED

Sales Code	Description	List Price	Net Price
8036-5013	Seat belt upper cab	\$ 80.00	\$ 78.00
8038-5147	Tilting steering wheel	\$ 575.00	\$ 560.63
8078-9070	Chassis cab radio	\$ 195.00	\$ 190.13
8078-9066	Air-intake -grid heater	\$ 1,305.00	\$ 1,272.38
8078-9049	Chassis Air Conditioning	\$ 2,300.00	\$ 2,242.50
8065-6092	60" ditching bucket with BOCE	\$ 5,000.00	\$ 4,875.00
8045-5052	Tree limb shear	\$ 14,135.00	\$ 13,781.63
			\$ -
Sub Total			\$ 23,000.25

C. Non-Factory options and attachments INSTALLED

Sales Code	Description	Net Price
	Strobe lights with brush guards (2)	\$ 1,360.00
	Texas DOT light package	\$ 290.00
	Twin air horns-Chassis	\$ 340.00
	Locking fuel cap & Rubber mats	\$ 350.00
	Turbo- Precleaner	\$ 365.00
	24" compaction wheel	\$ 6,865.80
		\$ -
Sub Total		\$ 9,570.80

D. Other applicable charges. Allowances, Trade-Ins, Special Discounts, etc.

Description	Net Price
In bound freight -machine and attachments	\$ 7,500.00
Extra Manuals and keys	\$ 708.00
Extra Warranty	\$ 11,100.00
Less trade-in	\$ (35,000.00)
Sub Total	\$ (15,692.00)

TOTAL PURCHASE PRICE: \$ 284,029.05

Delivery: ASAP

Transmit copy of this quotation with a copy of your purchase order to:
Texas Association of School Boards, PO Box 400, Austin, TX 78764-0400. email: buyboard@tasb.org



HGAC

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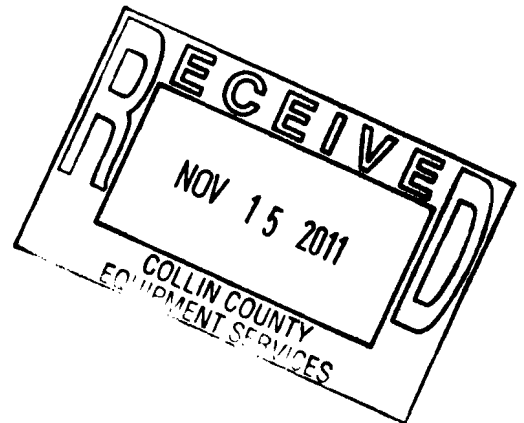
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 - * AM/FM Stereo Radio Chassis,
 - * Air Intake Grid Heater Chassis,
 - * Air Conditioner Chassis,
 - * TX Dot Light Package Chassis,
 - * Twin Air Horn Chassis Only,
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 - * Locking Fuel Cap,
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 - * Rubber Floor Mats,
 - * Tree Limb Shears,
 - * Yellow Paint,
 - * 2 Sets Manuals
 - * Motor Vehicle Inspection
 - * 3yr/3600 Premier Warranty
 - * 24" Compaction Wheel
 - * 6 Sets Keys
 - * Training
 - * Warranty: 3yr/3600 Premier Warranty
- * Trade allowance: \$35,000.00. Trade unit: 2002 Gradall XL3100, SN 314333

***HGAC purchase**



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918.437.7065 fax

Price Complete, Delivered: \$284,082.20

'Quote is good as long as unit is available and shipped prior to Dec 22nd. After this date a 2 1/2 % increase will apply'

We believe the equipment as quoted will exceed your expectations. On behalf of Kirby-Smith Machinery, Inc., thank you for the opportunity to quote Gradall machinery.

Sincerely,

Larry Renfrow
Territory Manager

File: Collin County Gradall XL3100 IV 4 X 2, Proposal 1, 111511.doc

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CONTRACT PRICING WORKSHEET
For Standard Equipment Purchases

Contract No.:

EM -06-11

Date Prepared:

11/7/2011

This Form must be prepared by Contractor and given to End User. End User issues PO to Contractor, and MUST also fax a copy of PO, together with completed Pricing Worksheet, to H-GAC @ 713-993-4548. Please type or print legibly.

Buying Agency:	Collin County	Contractor:	Kirby-Smith Machinery
Contact Person:	Liz Gray	Prepared By:	Larry Renfrow/Sol Gieser
Phone:	972-548-3734	Phone:	817-845-7031
Fax:		Fax:	214-375-7903
Email:	egrav@co.collin.tx.us	Email:	lrenfrow@kirby-smith.com

Product Code:	10 c	Description:	Gradall Excavator- Model- XL 3100
A. Product Item Base Unit Price Per Contractor's H-GAC Contract:			\$ 263,040.00

B. Published Options - Itemize below - Attach additional sheet if necessary - Include Option Code in description if applicable
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
Standard machine	included		
Options:			
8036-5013- seat belt upper	139.20		
8045-5052- Tree Limb shear	13569		
8065-6092 60" ditching bucket with BOCE	4800		
8038-5148- Chassis Radio	336		
8078-5013 Chassis AC	2049		
8038-5057 Locking fuel cap	144		
Subtotal From Additional Sheet(s):			
			Subtotal B: \$ 21,037.20

C. Unpublished Options - Itemize below - Attach additional sheet if necessary
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
Strobe light- -special	1360	Turbo charger pre-cleaner-	365
License plate holder	55	Floor mats	200
Tilting steering wheel	575	24" compaction wheel	6865
Tx DOT light package	290		
Twin Airhorn chassis	340		
Air intake special heater	1305		
Subtotal From Additional Sheet(s):			
			Subtotal C: \$ 11,355.00

Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: **4%**

D. Total Cost before any other applicable Charges, Trade-Ins, Allowances, Discounts, Etc. (A+B+C)

Quantity Ordered:	1	X Subtotal of A + B + C:	295432.2	=	Subtotal D: \$ 295,432.20
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E. Other Charges, Trade-Ins, Allowances, Discounts, Etc.

Description	Cost	Description	Cost
Extended warranty	11,100	Trade-in	-35000
Extra set of manuals	950	Training	1500
Extra keys	100	Freight in bound	9000
Attachment freight	1000		
Subtotal E:			-11350

Delivery Date: **ASAP** **F. Total Purchase Price (D+E):** **\$ 284,082.20**