



STS DETAILED EQUIPMENT QUOTE

MAY 3, 2018

SALESPERSON: Scott Runnells
CUSTOMER CONTACT:

QUOTE PREPARED FOR:

CITY OF TROTWOOD
3035 OLIVE RD
TROTWOOD, OH 45426
P: 937-837-7771

FACILITY QUOTED FROM:

404 Breaden Rd., Monroe, OH 45050
Branch: (513) 539-9214
Mobile: (513) 519-6855
Email: srunnells@southeasternequip.com

QUOTE INFORMATION:

Estimated Close Date: 05/30/2018
Account Number: 592340

Index #	Contract	UNSPCS	Oaks ID
STS515	800585	22101500	800585-3

Eq # /Item #	Product Description	Hours	Product Notes	List Price	Discount %	STS Total Price
	- 590SN T4 FINAL LOADER BACKHOE - 4 WHEEL DRIVE POWER SHUTTLE TRANSMISSION - 14X17.5, 10PR FRONT TIRES & 21LX24, 10PR (R4) REAR TIRES - EXTENDAHOE - 1,100 LB. HEAVY FRONT COUNTERWEIGHT - PILOT CONTROLS WITH HEAVY LIFT - BACKHOE AUXILIARY HYDRAULICS BI-DIRECTIONAL - UNIVERSAL MECHANICAL COUPLER - 24" UNIVERSAL BUCKET - COMBINATION FLIP OVER STABILIZER PADS - 93" WIDE 4 X 1 BUCKET WITH BOLT ON CUTTING EDGE - CAB WITH HEAT & AC - AM/FM/MP3 RADIO - DELUXE AIR SUSPENSION SEAT - LOCKING DEF/FUEL COVER - AUTO RIDE CONTROL - GRIPPER TEETH EXTENSION - DUAL BATTERIES WITH BLOCK & GRID HEATER		590SN T4 FINAL LOADER BACKHOE	\$188,037.00	45%	\$103,420.35
Total STS Price						\$103,420.35

NOTES:**EQUIPMENT WARRANTY AND DELIVERY INFORMATION:**

Warranty Type: Sold with standard manufacturer warranty.
Warranty Detail:

Delivery Method: Hired Truck
Delivery Date:
Delivery Info:

TRADE-IN EQUIPMENT:

Year	Serial #	Manufacturer	Model	Trade-In Allowance
2001	JJG0286822	CASE CE	590SM	\$20,000.00
Total Trade-In Estimate				\$20,000.00

Finance Rate Options (Estimate Only)			
	Months	Rate	Estimated Cost
Term 1		%	
Term 2		%	
Term 3		%	
Term 4		%	
Term 5		%	

QUOTE TOTALS*	
Total Equipment Price	\$103,420.35
Estimated Trade-In Allowance	\$20,000.00
Trade-In Difference	\$83,420.35
Applied Rent	
Carrying Charge	
Fuel, DEF & Other	
Freight/Trucking	
Title and License Fees	
Total Trade Payoff	\$0.00
Total Price Before Tax	\$83,420.35
Sales Tax	
FET Tax	
Total Amount Due	\$83,420.35
Down Payment	
Estimated Balance Due	\$83,420.35



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QUOTE INFORMATION:

Estimated Close Date: 05/25/2018
Account Number: 592340

Index #	Contract	UNSPCS	Oaks ID
STS515	800585	22101500	800585-3

Eq # /Item #	Product Description	Hours	Product Notes	List Price	Discount %	STS Total Price
	- 590SN T4 FINAL LOADER BACKHOE - 4 WHEEL DRIVE POWER SHUTTLE TRANSMISSION - 14X17.5, 10PR FRONT TIRES & 21LX24, 10PR (R4) REAR TIRES - EXTENDAHOE - 1,100 LB. HEAVY FRONT COUNTERWEIGHT - PILOT CONTROLS WITH HEAVY LIFT - BACKHOE - AUXILIARY HYDRAULICS BI-DIRECTIONAL - UNIVERSAL MECHANICAL QUICK COUPLER - 24" UNIVERSAL BUCKET - COMBINATION FLIP OVER STABILIZER PADS - 93" WIDE 4 X 1 BUCKET WITH BOLT ON CUTTING EDGE - CAB WITH HEAT & AC - AM/FM/MP3 RADIO - DELUXE AIR SUSPENSION SEAT - LOCKING DEF/FUEL COVER - AUTO RIDE CONTROL - GRIPPER TEETH EXTENSION - DUAL BATTERIES WITH BLOCK & GRID HEATER		590SN T4 FINAL LOADER BACKHOE	\$188,037.00	45%	\$103,420.35
Total STS Price						\$103,420.35

NOTES:

EQUIPMENT WARRANTY AND DELIVERY INFORMATION:

Warranty Type: Sold with standard manufacturer warranty.
Warranty Detail:

Delivery Method: Hired Truck
Delivery Date:
Delivery Info:

TRADE-IN EQUIPMENT:

Year	Serial #	Manufacturer	Model	Trade-In Allowance
2002	JJG0287947	CASE CE	590SM	\$19,000.00
Total Trade-In Estimate				\$19,000.00

QUOTE TOTALS*	
Total Equipment Price	\$103,420.35
Estimated Trade-In Allowance	\$19,000.00
Trade-In Difference	\$84,420.35
Applied Rent	
Carrying Charge	
Fuel, DEF & Other	
Freight/Trucking	
Title and License Fees	
Total Trade Payoff	\$0.00
Total Price Before Tax	\$84,420.35
Sales Tax	
FET Tax	
Total Amount Due	\$84,420.35
Down Payment	
Estimated Balance Due	\$84,420.35

Finance Rate Options (Estimate Only)

	Months	Rate	Estimated Cost
Term 1		%	
Term 2		%	
Term 3		%	
Term 4		%	
Term 5		%	



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Estimated Close Date: 05/25/2018
Account Number: 592340

Index #	Contract	UNSPCS	Oaks ID
STS515	800585	22101500	800585-3

Eq # /Item #	Product Description	Hours	Product Notes	List Price	Discount %	STS Total Price
	- 521G ZBAR LOADER - LIMITED SLIP DIFFERENTIALS - COOLING SYSTEM WITH REVERSING FAN - CAB WITH HEAT & AC - HEATED AIR SUSPENSION SEAT - HEADREST - AM/FM BLUETOOTH STEREO - JOSTICK LOADER CONTROL - STANDARD FENDERS WITH LH & RH STEPS - 17.5X25 L2 BIAS TIRES - 2.3 CU. YD. PIN ON BUCKET WITH FULLLENGTH BOLT ON CUTTING EDGE - HEAVY COUNTERWEIGHT ADDITIONAL 1,050 LBS. - COLD WEATHER PACKAGE - ADDITIONAL HALOGEN WORK LIGHTS 2 FRONT & 2 REAR - RIDE CONTROL		521G ZBAR T4 FINAL LOADER	\$211,564.00	45%	\$116,360.20
Total STS Price						\$116,360.20

NOTES:

EQUIPMENT WARRANTY AND DELIVERY INFORMATION:

Warranty Type: Sold with standard manufacturer warranty.
Warranty Detail: PROCARE

Delivery Method: Hired Truck
Delivery Date:
Delivery Info:

TRADE-IN EQUIPMENT:

Year	Serial #	Manufacturer	Model	Trade-In Allowance
1986	9163312	CASE CE	W30	\$9,000.00
Total Trade-In Estimate				\$9,000.00

Finance Rate Options (Estimate Only)			
	Months	Rate	Estimated Cost
Term 1		%	
Term 2		%	
Term 3		%	
Term 4		%	
Term 5		%	

QUOTE TOTALS*	
Total Equipment Price	\$116,360.20
Estimated Trade-In Allowance	\$9,000.00
Trade-In Difference	\$107,360.20
Applied Rent	
Carrying Charge	
Fuel, DEF & Other	
Freight/Trucking	
Title and License Fees	
Total Trade Payoff	\$0.00
Total Price Before Tax	\$107,360.20
Sales Tax	
FET Tax	
Total Amount Due	\$107,360.20
Down Payment	
Estimated Balance Due	\$107,360.20



May 3, 2018

FORMAL PROPOSAL

OBLIGOR: CITY OF TROTWOOD, OH

- ✓ This is a finance/ownership contract. No residual value.
- ✓ Fixed interest rate for the three (3) year, four (4) year, five (5) year, six (6) year, and seven (7) year terms.

EQUIPMENT: TWO (2) NEW CASE 590SN LOADER BACKHOES AND
ONE (1) NEW CASE 521G WHEEL LOADER

OPTION 1

Acquisition Cost:	\$323,200.90	Term:	Three (3) years	First Payment Due:	One Year from Close
Document Fee:	\$300.00	Payment Mode:	Annual in Arrears	Payment Amount:	\$98,843.28
Trade In:	\$48,000.00	Interest Rate:	3.770%		
Principal Balance:	\$275,500.90	Rate Factor:	0.358777		

OPTION 2

Acquisition Cost:	\$323,200.90	Term:	Four (4) years	First Payment Due:	One Year from Close
Down Payment:	\$300.00	Payment Mode:	Annual in Arrears	Payment Amount:	\$75,593.91
Trade In:	\$48,000.00	Interest Rate:	3.830%		
Principal Balance:	\$275,500.90	Rate Factor:	0.274387		

OPTION 3

Acquisition Cost:	\$323,200.90	Term:	Five (5) years	First Payment Due:	One Year from Close
Document Fee:	\$300.00	Payment Mode:	Annual in Arrears	Payment Amount:	\$61,693.86
Trade In:	\$48,000.00	Interest Rate:	3.890%		
Principal Balance:	\$275,500.90	Rate Factor:	0.223933		

OPTION 4

Acquisition Cost:	\$323,200.90	Term:	Six (6) years	First Payment Due:	One Year from Close
Document Fee:	\$300.00	Payment Mode:	Annual in Arrears	Payment Amount:	\$52,674.90
Trade In:	\$48,000.00	Interest Rate:	4.070%		
Principal Balance:	\$275,500.90	Rate Factor:	0.191197		

OPTION 5

Acquisition Cost:	\$323,200.90	Term:	Seven (7) years	First Payment Due:	One Year from Close
Document Fee:	\$300.00	Payment Mode:	Annual in Arrears	Payment Amount:	\$46,070.87
Trade In:	\$48,000.00	Interest Rate:	4.100%		
Principal Balance:	\$275,500.90	Rate Factor:	0.167226		

- * This is a proposal only and is not a commitment to finance. This proposal is subject to credit review and approval and proper execution of mutually acceptable documentation.
- * Failure to consummate this transaction once credit approval is granted and the documents are drafted and delivered to Obligor will result in a documentation fee being assessed to the Obligor.
- * This transaction must be credit approved, all documents properly executed and returned to Baystone Government Finance and the transaction funded on ALL proposals on or before June 3, 2018. If funding does not occur within that time-frame, or there is a change of circumstance which adversely affects the expectations, rights, or security of Obligor or its assignees, then Obligor or its assignees reserve the right to adjust and determine a new interest rate factor and payment amount, or withdraw this proposal in its entirety.
- * This transaction must be designated as tax-exempt under Section 103 of the Internal Revenue Code of 1986 as amended.
- * **OBLIGOR'S TOTAL AMOUNT OF TAX-EXEMPT DEBT TO BE ISSUED IN THIS CALENDAR YEAR WILL NOT EXCEED THE \$10,000,000 LIMIT, OR THE INTEREST RATE IS SUBJECT TO CHANGE.**
- * Neither KS StateBank nor Baystone Government Finance is acting as an advisor to the municipal entity/obligated person and neither owes a fiduciary duty pursuant to Section 15B of the Exchange Act of 1934

BAYSTONE GOVERNMENT FINANCE	CITY OF TROTWOOD, OH
	Signature:
	Typed Name & Title
	Date: